



PhillipCapital Employment Opportunity in Chicago Senior Technical Account Manager

PhillipCapital, Inc., a self-clearing broker-dealer & FCM located in Chicago, seeks a Senior Technical Account Manager with domain knowledge to join existing sales team. The ideal candidate will have a track record of translating operational and technical issues into tangible solutions for current and prospective securities and futures customers. PhillipCapital seeks and values diversity and ideas from all staff and offers tremendous growth opportunities.

Primary Responsibilities

- Develop and maintain relationships with current and prospective strategic clients.
- Develop relationships with business and IT partners and vendors to become an authority on customer implementation.
- Guide management on implementation of solutions from DTCC, OCC, OMS and Back Office relating to complex execution, clearing, settlement and custody needs for clients.
- Project manage complex implementations for existing and prospective customers.
- Attend sales meetings with prospective customers to learn about future requirements, demo existing capabilities and share findings and action plan with operations/risk/e-trading teams.
- Work closely with departments within the firm, such as support, compliance, operations, and e-trading to facilitate client onboarding including becoming an expert in customer systems.
- Liaise with exchanges and market makers as necessary to facilitate client requirements.
- Create technical marketing materials and web content to support customers and sales.
- Work with existing clients to better understand their workflows and recommend best practices or alternative solutions.

Qualifications

- Energetic and self-starter who is detailed oriented and organized
- Three plus years of experience with vendor, exchange, or financial services firm.
- APM certificate, background, or work experience.
- Strong communication and analytic skills.
- Ability to travel periodically as required.
- Necessary traits: Absolute integrity, strong sense of ownership, energy, and initiative.
- FINRA Series 7 & 63 not required but beneficial.

Next Steps

To be considered for this position, please send a resume to careers@phillipcapital.com with "Senior Technical Account Manager" in the subject line. Phillip Capital Inc. will not consider candidates sent by recruiters for this position.

About Phillip Capital Inc. and PhillipCapital Group

Phillip Capital Inc. is an SEC-registered securities self-clearing broker-dealer and Futures Commission Merchant (FCM) firm based in Chicago since 2011 and is a wholly owned subsidiary of PhillipCapital Group. Phillip Capital Inc. has clearing memberships with CME Group, DME, ICE US, ICE EU, OCC, NFX, CFE, and DTCC. Find out more at www.phillipcapital.com and www.phillip.com.sg.

PhillipCapital Group is a Singapore-based financial services firm with operations in 15 countries and in operation since 1975.