



Phillip Capital Employment Opportunity in Chicago

VP of Institutional Equity Sales

PhillipCapital, Inc., a self-clearing broker-dealer & FCM located in Chicago, seeks a VP of Institutional Equity Sales to join the existing sales team. The ideal candidate will have extensive experience selling securities and options execution, clearing, and custodial services to institutional accounts, with a focus on correspondent & omnibus clearing relationships.

The firm has a small and nimble sales team who is paid on salary and bonus (not commission) and will work closely with the rest of the company in a unique open and collaborative environment. PhillipCapital seeks and values diversity and ideas from all staff and offers tremendous growth opportunities.

Primary Responsibilities

- Generate leads and develop an equity sales and options pipeline.
- Generate new business and support the expansion of Phillip Capital's offering (securities, options, fractional trading, securities lending).
- Develop and maintain relationships with institutional clients.
- Collaborate with existing PCI sales staff on cross-selling opportunities within the firm.
- Provide leadership for the building of the broker dealer's offering.
- Promote PhillipCapital at industry events and conferences.
- Work closely with departments within the firm, such as customer service, compliance, operations, and trade support, to facilitate client-on boarding.

Requirements

- Understanding of securities and options trading, clearing, and custodial services.
- Energetic and self-starter.
- Detailed oriented and organized.
- Strong communication and analytic skills.
- Ability to travel periodically as required.
- Necessary traits: Absolute integrity, strong sense of ownership, energy, and initiative.

Next Steps

Please send a resume to careers@phillipcapital.com to be considered for this position with "VP of Institutional Equity Sales" 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 a 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, 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.