

## **Business Development, US Equities and FX | OneChronos Markets (Japan)**

OneChronos is a technology company of diverse technologists, scientists, and market structure enthusiasts innovating at the intersection of capital markets, mechanism design, and operations research. We strive to grow global GDP by designing and operating matching markets leveraging advances in auction theory and artificial intelligence.

We are hiring for our Business Development team in Japan to support demand generation, market education, and commercial growth across OneChronos' Equities and FX businesses, with potential to expand into additional asset classes over time. This is a fast-paced, hands-on role at a growing startup, focused on shaping how the market understands OneChronos, creating buy-side engagement, and building internal champions that can be activated through broker and sell-side relationships.

The ideal candidate will combine strong commercial instincts with genuine enthusiasm for market structure and electronic trading, bringing experience across institutional Equities and FX markets, including familiarity with Japanese market structure, regional electronic trading workflows, and US/Global Equities market structure. This role requires someone who can engage both commercially and technically with sophisticated market participants and operate as a subject matter expert in modern electronic markets rather than a traditional relationship salesperson.

### **Responsibilities**

- Develop and communicate clear market narratives around OneChronos' products, value proposition, and partnership model, translating complex market structure and analytics into compelling, accessible stories.
- Generate and nurture buy-side interest that can be activated through broker and sell-side relationships, helping create internal champions across multiple stakeholder groups.
- Support commercial efforts across both Equities and FX products, including engagement with buy-side firms, brokers, liquidity providers, electronic trading teams, and execution desks across Japan and the broader APAC region, with a particular focus on US Equities market structure and trading workflows.
- Engage directly with sophisticated market participants on topics including market structure, execution quality, liquidity formation, trading workflows, auction mechanisms, and analytics.
- Work closely with Product, Analytics, and Sales teams to develop market-facing content, refine commercial narratives, and surface actionable market feedback.
- Own the execution and distribution of outbound communications, including client outreach, event coordination, follow-ups, and broader market engagement efforts.
- Manage and improve demand-side workflows, including CRM hygiene, interest tracking, champion mapping, and clean handoffs to internal stakeholders.

- Design and assist with lightweight automation for campaign tracking, follow-ups, and engagement reporting.
- Analyze engagement and demand signals to identify patterns in market interest and surface insights to Sales, Product, and Analytics teams.
- Help shape and refine the firm's demand-generation playbooks, processes, and internal operating rhythms as the organization scales.

## **Who You Are**

- 5+ years of experience across institutional sales, electronic trading, market structure, or business development within capital markets.
- Deep familiarity with Japanese institutional markets and electronic trading ecosystems, alongside strong understanding of US Equities market structure and execution workflows.
- Experience with institutional Equities and Spot FX trading workflows across global and/or cross-border markets.
- Intellectually curious about market structure, trading workflows, matching mechanisms, and the evolution of electronic markets.
- Comfortable engaging both commercially and technically with sophisticated market participants, including traders, quantitative teams, electronic trading groups, execution desks, and product specialists across the buy side and sell side.
- Strong commercial instincts and relationship-building skills, paired with the ability to operate as a subject matter expert rather than a traditional relationship salesperson.
- Ability to discuss execution quality, liquidity formation, auction design, analytics, workflow optimization, and electronic trading behavior in detail with highly technical counterparties.
- Exceptional written, verbal, and interpersonal communication skills, including the ability to translate complex market structure and trading concepts into compelling narratives for different audiences.
- Highly organized, proactive, detail-oriented, and comfortable managing multiple workstreams in fast-moving and ambiguous environments.
- Experience designing or improving workflows, systems, or processes, including CRM management, outbound engagement tracking, or campaign reporting.
- Existing industry licenses or regulatory registrations are preferred; ability to obtain and maintain any required registrations for the role is expected.
- Professional fluency in Japanese and English is required.