

Business Development, Equities and FX OneChronos Markets (London)

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 London 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 both buy-side engagement, building internal champions that can be activated through 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 a solid familiarity with Equities (ideally including both EMEA and US) market structure and Spot FX workflows. 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 and analytics rather than a traditional relationship based salesperson.

What You'll Do

- 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.
- 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 mailing lists, newsletters, event outreach, and follow-ups, maintaining a consistent and intentional market cadence.
- Manage and improve demand-side workflows, including good CRM hygiene, pipeline tracking, champion mapping, and clean handoffs to internal stakeholders.

- Design and assist with lightweight automation for campaign tracking, follow-ups, and engagement reporting.
- Analyse 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 Equities market structure (including US) and electronic trading ecosystems.
- Experience with Spot FX markets, institutional FX workflows, and electronic execution models.
- 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 based salesperson.
- Analytical skills, with the ability to interrogate data sets, draw relevant insights and create a compelling narrative to support incremental industry participation on the OneChronos venues.
- 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 organised, 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.