OneChronos

Business Development, US Equities — OneChronos Markets

OneChronos is building the bazaar for agentic systems. We're starting in capital markets, where our matching markets routinely account for more than 1% of notional U.S. equity market volume. By bringing together auction theory, distributed systems, artificial intelligence, and deep market structure expertise, we help humans and agentic systems transact more efficiently, improve how value is allocated, and, ultimately, increase global GDP

We are growing and are actively seeking someone who combines deep market structure and execution expertise with strong commercial instincts. You'll sit at the intersection of sales and execution analytics, helping grow our US Equities business by bringing technical credibility, analytical rigor, and a genuine ability to turn insight into commercial outcomes.

What You'll Do

Sales

You own the commercial results: you carry the water and drive real customer outcomes, with attributable PnL, across the four areas below.

- Own the commercial cycle for US equities sell-side relationships: identify and qualify broker prospects, build champions across electronic trading, routing, and execution teams, and convert interest into live order flow and revenue.
- Build and deepen relationships with sell-side electronic trading, routing, and execution teams, driving adoption of OneChronos' US Equities ATS capabilities—including Expressive Bidding—to grow order flow, revenue, and strategic partnerships.
- Serve as a market-facing voice into the design of the trading features of OneChronos' US Equities ATS — surfacing what clients actually need from the venue (quality/liquidity tradeoffs, multi-symbol workflows) and feeding that back to Product so the ATS evolves around real trading problems, not theoretical ones.

Execution Analytics

You turn execution data into concrete client recommendations, and you are passionate about sharing that knowledge with both internal and external stakeholders.

- Build and run execution consulting engagements: analyze client order flow and TCA data, design and interpret A/B tests on execution strategies, and translate findings into concrete recommendations — including how a client can use Expressive Bidding to cover more of their trading preference spectrum, and how those recommendations should adapt as trading regimes and client preferences change.
- Explain and defend the Expressive Bidding product suite to customers used to thinking in simple limit orders — how multi-dimensional preferences get encoded into a single auction — and make the "why it's valuable for you" case in terms that hold up under technical scrutiny.

Who You Are

- A genuine student of market structure — you have real opinions on SOR logic, venue mechanics, fragmentation, market structure dynamics, and the execution analytics layer underneath it all.
- 5+ years in institutional markets, with meaningful time in electronic trading, execution analytics, TCA, or execution consulting — at a bank, broker, exchange, market maker, quant firm, asset manager or venue — or anywhere else this subject matter is something you care deeply about. We are not looking for a traditional coverage or relationship-management background.
- Strong technical foundation: proficient in Python, with real fluency in statistics — comfortable reasoning about distributions, sample sizes, and confidence, and experienced designing or interpreting A/B experimentation frameworks. This isn't a nice-to-have; it's core to how the job gets done.
- Able to hold a genuinely technical conversation with a quant or electronic trading team about mechanism design and electronic trading, then re-package that substance into a story a less technical stakeholder will act on — and translate what you hear back to create commercial outcomes.
- Passionate about sharing your knowledge with both internal and external stakeholders.
- Someone who carries the water and drives real customer commercial outcomes with attributable PnL, not a support player.
- Commercial instincts strong enough to build conviction and close without leaning on seniority, brand, or an existing book of relationships.
- Highly organized and self-directed — comfortable owning multiple workstreams (design feedback, consulting, partnership-building) in an ambiguous, fast-moving environment.
- Series 7, 63, and 57 registrations a plus; not required.

Salary range 150,000 - 225,000 with eligibility for a discretionary annual bonus. Actual base pay is subject to change, and is dependent upon a number of factors, including work experience, skills, and training. OneChronos is committed to providing equal employment opportunities to all employees and applicants, regardless of academic area of study, race, colour, religion, creed, age, national origin or ancestry, ethnicity, sex, sexual orientation, gender identity or expression, disability, military or veteran status. As an equal opportunity employer, we recognize that diversity is a huge positive attribute and we welcome the differences and benefits that a diverse culture brings.