



Job Role: Chief Operating Officer/Business Manager, OneChronos Markets Japan

Location: Tokyo, Japan (Flexible working arrangements)

Overview:

We are seeking an experienced COO/Business Manager with a robust background in Capital Markets especially in the Japanese market, particularly within the execution services, and trading venues landscape. This person will play a pivotal role in driving operational excellence, business growth, and fostering strong partnerships both internally and externally. The position is integral to the senior leadership team and requires a strategic thinker with exceptional organizational skills, strong communication abilities, and a proactive mindset. Reporting directly to the regional CEO, this individual should be a self-starter, commercially focused and eager to contribute to the establishment and growth of a new business venture.

Responsibilities (Including but not limited to):

Operations Management: Oversee day-to-day operations, ensuring efficiency, quality, and adherence to company standards. Develop and enhance operational processes and procedures to drive consistency and efficiency across the organization. Collaborate with cross-functional teams to streamline workflows and improve operational effectiveness. Preparation of budgeting and reporting materials as required.

Business Development and Execution: Work closely with regional management teams to identify growth opportunities and expand the business footprint. Cultivate strategic partnerships and manage relationships with external vendors and outsourcing partners. Participate in the development and execution of business expansion plans, including market research, feasibility studies, and resource allocation.

Internal Controls and Processes: Assist senior Compliance function in establishing and maintaining internal controls to safeguard company assets and ensure compliance with regulatory requirements. Monitor key performance indicators (KPIs) to evaluate operational performance and identify areas for improvement.

Senior Leadership Collaboration: Report directly to the CEO and collaborate closely with the senior leadership team to align operational strategies with overall company objectives. Provide insights and recommendations to inform strategic decision-making and drive business growth. Act as a trusted advisor to the CEO and contribute to the development and execution of the company's long-term vision.

Qualifications and Experience:

- Bachelor's degree in Business Administration, Management, or a related field preferred however established background in delivering successful results is key.
- Proven experience in operations management, with a track record of success in driving operational excellence and business growth.
- Strong project management skills, with the ability to lead cross-functional teams and deliver results within budget and timeline constraints.
- Excellent organizational and communication abilities, with the capacity to effectively convey complex ideas and build consensus among stakeholders. Fluent in both Japanese and English for effective communication across multiple stakeholders.
- Strong experience (minimum 7+ years) in Operations, Business Management, Project Management roles within the Capital Markets industry, with an excellent understanding of trading landscape and ideally venue operations.
- Robust knowledge of Japan/APAC regulatory requirements, particularly Japan's FSA regulations and guidelines applicable to Capital Markets.
- Strong analytical skills and the ability to exercise sound judgment in interpreting and applying regulatory requirements.
- Demonstrated ability to work independently, prioritize tasks, and meet deadlines in a dynamic environment.
- High level of integrity, professionalism, and commitment to ethical conduct.
- Self-starter with a proactive mindset and a willingness to take initiative in a fast-paced, dynamic environment.

This role presents an exciting opportunity for a seasoned Business/Operations executive to contribute at senior management level to the development and success of a new business venture within the Capital Markets sector. If you possess the requisite skills, experience, and drive to excel in this role, we encourage you to apply and become a key member of our regional leadership team.

Benefits at OneChronos include

- Competitive compensation (salary, potential bonus, potential ownership interest)
- Hybrid and remote work flexibility
- Medical, dental and vision insurance for employees and dependents
- Subsidized health & wellness program
- Competitive vacation policy
- Defined-contribution (DC) pension plan
- Significant daily opportunities to be challenged, learn and grow
- Opportunity to work within a diverse team that values the success of others to be critical to the overall success of the business
- Ability to be excited about and proud of your business. Everyday
- Benefit enhancements reviewed over time.

About OneChronos:

OneChronos represents a paradigm shift in the realm of trading platforms. As a Smart Market, it leverages mathematical optimization to match counterparties efficiently, thereby surpassing conventional markets in key metrics such as price improvement, liquidity, trade size, and fairness.

At its core, currently OneChronos is an Alternative Trading System (ATS) tailored specifically for U.S. equities. Unlike traditional platforms that may struggle to align with traders' evolving execution needs, OneChronos is meticulously crafted from the ground up. Its design is aimed at bridging the expanding disparity between the order matching mechanisms of trading venues and the execution requirements of modern traders.

By adopting a bottom-up approach, OneChronos ensures that every aspect of its architecture is purposefully crafted to optimize trading outcomes. This includes the intricate algorithms driving order matching, the structure of its liquidity pools, and the mechanisms for achieving fairness in trade execution.

With OneChronos, market participants can expect more than just conventional trading experiences. They can anticipate a platform that adapts dynamically to market dynamics, constantly seeking to enhance execution quality and overall trading efficiency.

In essence, OneChronos represents a new frontier in the world of trading platforms, a platform engineered to meet the demands of today's traders, while simultaneously pushing the boundaries of what is achievable in terms of market performance and fairness.

OneChronos is committed to equal employment opportunities to all employees and applications 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.