



## Fixed Income Business Development

### Location – New York City

OneChronos is a technology company of diverse thinkers innovating at the intersection of capital markets, mechanism design, and operations research, working to grow the global GDP by designing and operating matching markets leveraging advances in auction theory and artificial intelligence. Our software and systems are developed in house to match billions of dollars per day in transactions across multiple asset classes.

### Overview and Job Description

OneChronos is seeking a business development professional with experience in the Fixed Income space to help conceptualize, design and promote a reimaged bond market. Candidates can expect to play a pivotal role in:

- Establishing and maintaining client relationships
- Collecting and digesting feedback on existing market challenges
- Understanding where OneChronos can add value in terms of price discovery and liquidity sourcing
- Prospecting for new clients
- Liaising with third party vendors
- Supporting the marketplace by effectively managing client inquiries and requests in real time
- Light travel required
- Candidate will be expected to be in the OneChronos office in Soho, NYC 3-4 days per week

This candidate will work with Engineering, Compliance, and Risk to ensure that all parties are aligned regarding client participation on platform. This is a unique opportunity to join a rapidly growing and nimble, technology led firm.

### Skills and Qualifications

- 5+ years of experience in platform management, Sales & Trading, or other relevant roles in the Fixed Income markets
- Deep comprehension of market microstructure and algorithmic trading strategies
- A clear understanding of technology development cycles and processes
- A passion for improving inefficient workflows
- A tenacious self-starter
- An excellent communicator with strong collaboration skills; able to simplify complex concepts for diverse audiences
- Must have or be willing to get appropriate FINRA licenses commensurate with the role (SIE, Series 7, Series 63)

## **Benefits at OneChronos include**

- Competitive compensation (salary, potential bonus, potential equity)
- Medical, dental, and vision insurance for employees and dependents
- Subsidized fitness programming, health & wellness program, pre-tax transportation program
- Competitive vacation policy, Life insurance, 401(k) plan
- Opportunity to work with a highly motivated team of professionals working collaboratively to evolve markets
- Opportunity to share in the growth of the firm, as a significant portion of compensation is paid out in the form of equity grants

Salary range: \$200,000-\$300,000 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. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, disability, genetic information, veteran status, or any other characteristic protected by applicable law.

## **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.

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.

<https://www.onechronos.com/>

*OneChronos is committed to equal employment opportunities to all employees and applications regardless of academic area of study, race, color, religion, creed, age, national origin or ancestry, ethnicity, sex, sexual orientation, gender identity or expression, disability, military or veteran status, or any other category protected by federal, state or local law.*