MRA

MACRO RISK ADVISORS

Business Development Analyst

Macro Risk Advisors (MRA) is a distinguished, independent boutique that brings together the best elements of global market risk analysis, derivatives structuring, and trade execution for sophisticated institutional investors around the world. Our thought provoking insights on market risk dynamics are a key input into the decision making process of senior investment professionals responsible for allocating capital. In the most recent buy-side survey by TABB Group, the leader in capital markets business research and consulting, MRA was ranked 6th in the quality of derivatives research, the only boutique firm in the top 10 of firms recognized by investors.

MRA is seeking an extremely talented and ambitious team member to enter our sales and trading mentorship and training program. The ideal candidate would excel in building relationships, have an appreciation for financial markets, and possess the utmost integrity as well as an outstanding work ethic. In addition, the candidate should be highly organized, tenacious, and an eagerly helpful team player.

This is an environment that encourages high level analytical thinking, creativity, and inspires passionate employees to work hard and pursue personal growth. The candidate will develop many of the skills associated with a bulge bracket "Analyst" program, combined with the culture, personal impact, and flat structure that one can expect from a startup. This is an opportunity to learn the business from the ground up and quickly advance to a client coverage role.

Though not a prerequisite, one to three years of experience on the buy side or sell side, preferably working on a desk that actively uses derivatives is preferred.

Description of Role

- Complete the MRA training and mentorship program, gaining exposure to the theory and practice of derivatives, how to execute orders, provide liquidity, and add value to the client investment process.
- Work directly with the VP of Business Development who will mentor you in all aspects of the client coverage business including marketing, strategy, execution, compliance and operations.
- Develop a strong understanding of the firm’s strategy product, studying daily and weekly notes and once fully licensed (Series 7, 63) communicate the firm’s message to new prospects and current clients.
- Support the sales team in business development efforts and the servicing of our institutional account base.

Candidate Requirements

- One or more years of sales experience, preferably on a bank trading desk or at a hedge fund.
- Excellent verbal and written communication skills.
- Desire to learn the equity derivative sales, salestrading, and strategy business.
- Highly coachable, good sense of humor, and entrepreneurial spirit.
- Appreciation for capital markets and investing. Voracious reader.
- Strong quantitative aptitude, proficiency with designing quantitative spreadsheets preferred.

To apply, please send a cover letter and resume to katya@macroriskadvisors.com.