



LOOP CAPITAL MARKETS, LLC

Job description

Loop Capital Markets, LLC is a Mid-West based investment banking firm looking for sales executives possessing significant relationships with institutional investors. Products include, but not limited to Government Bonds, Corporates, MBS, Agencies, Treasuries and all Money Market Instruments. Individuals will be part of a veteran team, offering a dynamic sales and trading environment.

Work activities include but are not limited to:

- Track and monitor the availability of positions within the marketplace
- Quantify fair market values within sectors and identify opportunities based on clients needs
- Present a wide array of securities that represent relative value in each sector
- Strengthen existing relationships while maximizing revenue
Effective use of tools such as Bloomberg for analytics, research and communication.
- Demonstrate exceptional communication skills.
- Demonstrate great attention to detail.
- Demonstrate a high level of professionalism.
- Demonstrate a high level of self-motivation, drive and analytical skills to accomplish department goals.
- Keep market-making traders abreast of the relevant issues with their clients.
- Obtaining market prices from market-making traders.
- All inquiries will be held in strict confidence.

Compensation and Benefits Package:

- Salary – depends on level of experience
- Great benefits

Qualifications:

- Experience working with and identifying taxable fixed income investments
- We want to speak with Junior level as well as Senior level personnel

Requirements:

If you have the following credentials, we encourage you to apply:

- Bachelor's degree in Finance, Economics and/or Engineering.
- Three years or more of related experience in fixed income sales.
- Series 7 and 63 licensing by the NASD, preferred.
- Ability to read and interpret documents such as financial market indices, rates, articles, contracts, instructions and reports.
- Superior verbal communication skills, specifically breaking down complex analytical information into the sales process.
- Negotiation skills and the ability to speak effectively before groups of clients, prospects, colleagues.
- Ability to quickly learn and adapt to in-house sales programs and other systems as necessary.
- Expert in Bloomberg.