



PR/117729 | Associate, Future Execution Sales

Job Information

Recruiter

JAC Recruitment UK

Job ID

1515382

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Career Opportunities: Associate, Future Execution Sales

We are currently seeking an Associate, Futures Execution Sales to join the team in London.

The Futures Business is part of the Global Markets platform and has a mandate to:

- Execute Listed Derivatives on Global Futures Exchanges (voice execution)
- Provide Market Access to customers, enabling Self-Execution of Listed Derivatives on Global Futures Exchanges (DMA / Electronic execution)
- Offer Listed Derivatives Clearing to customers

The role of Execution Sales primarily involves the voice execution and supervision of customer orders. Customers of the Japanese Coverage team are predominately Japanese speakers at Financial institutions based in Tokyo, London and New York

The person performing the role will require Japanese and English language skills and be highly numerate. The role requires FSA registration, continuous and ongoing training in respect of AML, Front Office Supervision and Regulatory change.

Responsibilities:

- Execution of Futures and Options using multiple platforms and market makers. Orders must be entered in timely manner and must be accurate and match the clients instruction.
- Option quotes must be sourced as quickly as possible from multiple sources in order to achieve Best Execution for the customer. Different sources for Options prices are used including, Exchange, TT platforms and market makers
- Trade confirmations of filled orders must be transmitted to customers using a variety of channels including Bloomberg, Fax

and Email notes.

- Communication with customers to communicate market information/events.
- Supervision and monitoring of customers working orders and call levels.
- Supporting the Futures Business Manager in the investigation and reporting of operational losses.
- Revenue reporting and Management Information production for the Japanese Coverage Team.
- Liaison with Tokyo to review customer service levels and to discuss customer issues.
- Attend customer events and seminars.

Qualifications:

- Extensive Institutional sales experience with experience in futures and options execution.
- Fluent in English and Japanese, Mandarin is an advantage.
- Education in Finance, Economics, or equivalent work-related experience would be highly beneficial.
- Solid work ethic, a motivated self-starter needing little direction, with a strong focus on growing revenues.
- Ability to engage with key stakeholders at various levels (buy-side traders, portfolio managers, treasury).
- Attention to details and strong follow-through.

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Company Description