

GFI Securities LLC (New York, NY) seeks Head of Desk, Senior Sales Trader—Listed Fixed Income Derivatives to serve in a senior management role with responsibility for Listed Fixed Income Futures and Options trading, including Eurodollar Futures and Options, U.S. Treasury Futures and Options, and UK and European short- and long-end derivatives. Utilize knowledge of OTC markets including swaps, swaptions, cash treasuries, and money market operations. Lead company into new financial markets and product areas by developing and implementing business strategies and establishing and maintaining strong client relationships. Serve as a key strategic advisor in the development and introduction of highly innovative trading strategies and derivatives products in the area of Fixed Income options. Work with other senior managers to lead the desk in its trading activities, with responsibility for risk mitigation, profitability and compliance. Responsible for maintaining regulatory understanding of current topics and implementing new rules. Utilize quantitative financial analysis and research to develop and implement brokering strategies and advise institutional investors of market trends and opportunities, with a focus on the needs of European, US and UK institutional investors and clients. Develop company relationships to further business opportunities and integrate company profile within the industry. Liaise with key industry structures and personnel such as exchanges and clearing houses that both support the company and require valued and critical input from the desk head.

Must have Bachelor's degree followed by five (5) years of progressive experience in the position offered or as Sales Trader, Broker, Analyst or related. Experience must include at least two (2) years managing a Fixed Income trading desk. Full term of required experience must involve the brokering/sales of equity derivatives products, commodity and fixed income products to institutional investors, hedge fund community and market making/liquidity providers; trading and sales of Eurodollar and Treasury futures and options; trading and sales of OTC market products including swaps, swaptions, cash treasuries, and money markets; utilizing Excel, Bloomberg and Reuters; and developing quantitative financial models for the options market. Must have FINRA Series 3, 4, 7, 24 and 63 licenses. Direct applicants only. Qualified applicants submit resumes referencing job code 1280/SG to Karen Aflalo, GFI Group, 55 Water Street, New York, NY 10041. GFI Securities LLC is an EEO/AA Employer. This position is eligible for incentives pursuant to GFI's Employee Referral Program.