



The Firm

XTX Markets ("XTX") is a leading quantitative-driven electronic market-maker partnering with counterparties, exchanges and e-trading venues globally to provide liquidity across asset classes. XTX provides consistent liquidity, helping market participants throughout the world obtain the best prices, regardless of changing market conditions.

The aim is for XTX to have a vital role by contributing liquidity to public markets across the equities, fixed income, foreign exchange and commodities markets. The core of XTX's liquidity provisioning activities is a proprietary "fair value" model in combination with the utilisation of sophisticated technology. XTX also has an award winning eFX trading platform which it provides banks, brokers and other financial institutions with continuous FX and precious metals liquidity.

Culture

XTX is not "just another financial services company", beyond our adherence to the relevant regulation and codes of practice governing our sector within countries where we operate, we view ourselves differently.

For XTX, providing liquidity to financial markets and their customers represents an enormous and difficult set of forecasting problems, the resolution of which requires solving ever larger data and technology problems. To achieve our goal requires exceptional levels of innovation, scientific skill, hard work and passion to provide the best possible value for those individuals and organisations needing access to the markets.

XTX is a company that rewards people on merit and excellence, not necessarily on experience, avoiding the bureaucracy of large organisations and maintaining a flat hierarchy. Work is fast paced, we ensure decision making is efficient and changes are quickly implemented.

People working at XTX enjoy a culture of trust, innovation and scientific rigour. It's a collaborative and friendly environment where people are highly engaged with their work.

The Position

Business Development - Americas

Key Responsibilities

- Investigate, summarise and present detailed knowledge for new activities and businesses
- Take ownership and manage the end-to-end delivery of projects, involving regular engagement with local and global XTX teams
- Manage commercial and technical optimisation of existing businesses to enhance performance
- Support Americas leadership in implementing growth strategy



XTX Markets LLC

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XTX Markets LLC is registered in the State of New York

- Develop a deep understanding of financial market microstructure and effect of changes
- Build impactful relationships with external partners, including venues, brokers and counterparts
- Gather market intelligence, including upcoming regulatory environment changes
- Provide thoughtful ideas on wider group strategy to increase business and partnership opportunities
- Based in New York, but may involve travel to other domestic and international financial centres

Requirements

- Minimum 2 years of experience within finance markets (such as banks, trading firms, exchanges, brokers)
- Knowledge of US Equities markets is required
- Exposure to technology (potentially outside of finance) and technical skills are a plus
- Detailed understanding of entire trade workflow is a plus
- Extremely disciplined approach in executing business ideas, with an acute judgement of effort vs benefit
- Curiosity, detail orientation, logical thought process and efficient time management
- Effective communication with global teams with various disciplines from technical to legal
- Ability and confidence to build or maintain relationships at a mid to senior level with external partners
- Entrepreneurial mentality, taking responsibility for businesses, including upside and downside