



GAMMA Securities

Job Requisition:

Fixed Income Sales Trader

Experience Level: 5+ Years

Location: Remote or Corp Office/San Juan, Puerto Rico

Company Overview:

Through our majority shareholder, we are associated with Grupo Rizek, a longstanding conglomerate in the Dominican Republic with a century-old legacy in agribusiness, finance, energy, healthcare, services, and hospitality. The group comprises various companies, employing over 850 professionals. Notably, Grupo Rizek's financial arm manages a portfolio exceeding US\$5 billion in Assets Under Management (AUM) through three broker dealers, a Pension Fund, an Investment Fund, an Insurance Company, an RIA and an offshore hedge fund.

Gamma International Bank, which includes our **Gamma Asset Management, LLC** and **Gamma Securities, LLC** subsidiaries, is a boutique investment firm providing unmatched personalized advisory and trading services that are tailored to meet the unique needs and goals of our **Corporate, Wealth and Institutional Clientele**.

Gamma Securities was created with the same principles, values and passion that have helped our founders achieve success in the Dominican financial services industry. Established with the vision to give our clients a white-glove experience throughout the broker-dealer relationship. As a firm, we strongly believe in building confidential relationships for the sophisticated institutional clientele. Gamma Securities' team looks to employ decades of collective sales and trading experience to provide trusted liquidity and seamless execution in traditionally opaque markets.

Job Description:

We are seeking a highly experienced and connected Fixed Income Sales Trader to join our dynamic growing team. The successful candidate will bring their robust background in trading corporates or sovereign's bonds in LATAM emerging markets region, US high-yield or US Investment Grade along with a detail-oriented approach to execute within the local LATAM currency marketplace. Our ideal candidate will have established client relationships who have been receiving valuable advice through your consultative service aptitude. We value the entrepreneurial spirit and seek an individual who is not only knowledgeable, but also thrives on exploring new opportunities even when faced with challenges and objections.

Responsibilities:

- Grow, maintain and strengthen relationships with clients, providing them with timely market insight, trade ideas and execution services.
- Identify and pursue new business opportunities by leveraging your network and market knowledge to continually expand the client base.
- Monitor global fixed income markets with a focus on emerging markets, corporate, high yield, investment grade and sovereign bonds. Having depth in background to execute the local LATAM currency market, where needed. Execute client trades efficiently and within compliance guidelines.
- Provide competitive pricing and quotes to clients for various fixed income securities, ensuring alignment with market conditions.
- Offer strategic advice to clients on their portfolio and any risk management assessment within fixed income assets to tailor recommendations for client's specific needs.
- Accurately record and document all trades, ensuring compliance with regulatory requirements and internal policies. Maintaining solid communication with our onboarding and AML/KYC teams.
- Working closely with the 3rd party trading desks to optimize execution strategies and to stay updated on inventory and market conditions.
- Provide clients with exceptional support, addressing inquiries, and resolving issues promptly to maintain our high client satisfaction expectations.
- Participate in team collaboration meetings, sharing market intelligence, client feedback and successful strategies with the broader team to enhance overall performance.
- Continue to strive for professional development by staying current with industry trends, country regulatory, political and economic changes, along with continuous learning in any relevant training, online webinars or other advancement tools.

Qualifications:

- Bachelor's degree in finance, economics, or related field.
- Series 7 Required.
- Minimum 5+ years of experience in selling fixed income within the emerging market, high yield and sovereign bond marketplace. Knowledge of local LATAM currency execution preferred.
- Proven track record of acquiring and managing client relationships.
- Strong understanding of financial markets and investment products.
- Excellent analytical skills, with the ability to conduct thorough investment research and analysis.
- Exceptional communication and presentation skills, with the ability to articulate complex financial concepts in a clear and concise manner.
- Ability to work in remote environment or from our corporate office in San Juan, Puerto Rico
- Ability to travel up to 25%, where needed.
- Commitment to upholding the highest ethical standards and regulatory compliance.

Compensation: Our firm offers a structured, competitive commission-based payout that is designed to reward success and incentivize high performance. This compensation structure ensures that your earnings align with the value that you bring to the firm which provides a direct link between your contributions and your financial rewards.

Join our team and become part of a collaborative and client-focused environment where your expertise and dedication will be valued and rewarded.

Through a bespoke relationship approach that assists all investors who are seeking enhanced emerging market and high yield fixed income ideas, our team looks forward to having our newest member join Gamma Securities growth as we solve the complexities of our client's fixed income financial picture.

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Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience to:

cv@gammainternationalbank.com.

Please include "**Fixed Income Sales Trader**" in the subject line.

Application Deadline: Open

Gamma is an equal opportunity employer. We encourage candidates of all backgrounds to apply.