

Senior Trader LATAM Trader at Balanz Capital UK LLP

- The main objective of this role is to work with the Head of Latin America Trading and continue to develop Latam Fixed Income business with focus in hard currency High Yield credits as well as Sovs and Quasi sovs. It is necessary for the candidate to have market making and risk-taking experience.
- This function/trader needs to work in close cooperation with the Head of Latam Trading. In effect, both functions will act as corresponding backups on a functional basis in the UK.
- Expertise in other regions of Emerging Markets is welcomed. Provided that the main criteria is fulfilled, the business will support development into other areas as the firm grows.
- This function/trader requires to develop an understanding and confidence in the Latin American corporate market should this be not an area of full expertise.
- Responsibilities include to make a careful sounding to determine appropriate corporate and sovereign credits in the region to focus our attention. Providing some analysis, training, and teach-ins opportunity to the Sales force to bring them up to speed in this new area of development for the firm. Crucial to provide Sales assistance on a partnership basis to increase flows.
- As the team grows, there will be responsibility to train and manage junior traders. The ability to manage junior staff, develop their skills, work in coordination with the different areas in the UK and the Group to improve and support junior members of the team is paramount to further the strategic plans of the firm.
- Duties include to send daily runs, axes and market colour on credits colour from a trader perspective. Indicative runs on the most important regional sovereigns and quasi-sovereigns (Ukraine, Turkey, etc.) will also be sent. A number of other credits can be added to the list after agreed with the MDs of Sales & Trading and to provide prices in names where Research has coverage.
- Trader will provide bid/offer prices on an intermediation basis to Balanz UK clients to allow the best execution of transactions.
- Trader (or assigned assistant) will report on a prompt and accurate manner trades and transactions as per FCA policy and will keep a register of such activity on a daily basis.
- Trader will assist in other day-to-day business procedures related to his activities. This includes, for example: i) cooperation with middle office and back office teams for the correct settlement of trades ii) providing inputs and help on topics management may require (increasing license permissions/VOP, feedback and input to manuals and procedures related to trading and risk management, etc).
- Trader is expected to share trade ideas with the Sales Team so they can pitch clients with potential opportunities and increase the overall business activity of the desk. Trader will discuss regularly with the team any ideas that could help improve their performance to grow the Latam product – and if later required, other regions.

- It is expected that this trader can manage on his/her own to develop commentaries, insights of interesting credits and opportunities for the Sales force and for discussion with institutional investors on a trader perspective basis.
- Balanz regularly participates of industry events and organizes conferences, webinars, investor trips, one-on-one meetings and calls. Trader may be requested to share his thoughts, market colour and strategies in some of these institutional events in order to grow the business and Balanz brand. Trader might be also invited to day-to-day informal discussions with clients. Position requires some travelling within Europe and potentially USA or Latin America.
- Trader will manage the new counterparties like banks and brokers required in order to improve the liquidity and intermediation sources that Balanz UK needs to provide adequate execution to its institutional client base.
- Trader will manage and report immediately any conflict of interest with the utmost care and follow Conduct Rules as per FCA guidance. It is expected that the holder of this function has the appropriate expertise, education, and qualities to make them a fit and proper candidate for the role as required by the FCA rules.
- Trader will engage in a constructive and productive manner with the different teams and all the Balanz entities in the Group.

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