

Job Title: Municipal Salesperson

Level: 3+ years experience

Location: Offices in NY, CA, NC and IL

To apply, please email: Resumes@AcademySecurities.com

About Academy:

We were founded in 2009 by former US Naval Officer Chance Mims, as our nation's first post 9/11 military veteran and disabled veteran owned and operated investment bank and broker dealer.

Academy Securities specializes in:

- Public Finance
- Equity & Debt Capital Markets
- Institutional Agency Trading: Equity & Fixed Income
- Investment Banking

Our firm's goal is to achieve a minimum of 50% military veterans employed throughout our organization. Today, Academy Securities is proud that 44% of our employees are military veterans and we are dedicated to consistently increasing the ratio. As of 2020, 63% of our firm's equity is owned by military veterans.

We believe the financial industry is a service industry requiring frequent contact and lifelong relationships with our clients and partners. Our mission is to serve our clients and protect their interests. When we take on a client, they become part of our team, and we are fundamentally committed to the fact that all short- and long-term success in the financial markets is predicated on collaboration, high frequency interaction, and collective accomplishments.

Responsibilities:

- Cover professional retail accounts and taxable municipal buyers
- Distribute bonds in both the primary and secondary market with an emphasis in retail order periods
- Communicate account inquiries to trading, underwriting and sales
- Manage account relationships (open accounts, maintain delivery and contact information, etc.)
- Collect information from covered accounts to help with presentations and RFQ's
- Keep informed on the markets for both taxable and tax-exempt municipals as well as the overall fixed income markets.
- Participate in weekly department and firm wide calls.

Required:

- Series 7 and 63
- 3+ years' experience within a Public Finance department
- Authorized to work in the United States for any employer

Preferred:

- Veteran or veteran's spouse
- Highly collaborative and flexible
- Self-Driven and motivated