**Job Title:** *Mid-Atlantic/Southeast Region Director* – Public Finance

**Level:** Senior

**Location:** Mid-Atlantic (preferably)

**To Apply please email:** [Resumes@AcademySecurities.com](mailto:Resumes@AcademySecurities.com)

**About Academy:**

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

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

Academy Securities is the only post 9/11 disabled veteran-owned and operated investment bank. Our firm’s goal is to achieve a minimum of 50% military veterans employed throughout our organization. Today, Academy Securities is proud that 40% of our employees are military veterans and we are dedicated to consistently increasing the ratio.

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:**

* Cultivating & maintaining relationships with municipalities and municipal issuers in the **Mid-Atlantic and Southeast regions**
* Working with the team in efforts to obtain and generate RFPs
* This role will have full support of our experienced underwriting, trading and sales group located in NYC

**Required:**

* 5+ years’ experience within a Public Finance department
* Experience identifying and responding to RFPs
* Authorized to work in the United States for any employer
* Strong communication skills both verbal and written
* Availability to travel

**Preferred:**

* Veteran or veteran’s spouse
* Series 7
* Highly collaborative and flexible
* Self-Driven and Motivated; takes personal pride in one’s individual work