

Futures & Options Broker or Equity Raiser

Tru Trading Co. is an independent introducing broker offering tailored management strategies and investment advice to clients based upon specific hedge necessities or speculative risk profiles. Our firm is seeking self-starters with prior sales or derivatives market experience. Applicants must demonstrate a proven record of success in a related field as well as a determination to excel. NFA Series 3 license is preferred, but must be acquired within the first 60 days of acceptance. This position is ideal for talented sales professionals who are organized and highly motivated by performance incentives.

Duties and Responsibilities

- Identify, introduce and close prospective market participants for alternative investment opportunities
- Demonstrate personal accountability and professionalism
- Contact prospective clients and develop sales presentations for potential investor groups, industry associations or commercial commodity producers and end users.
- Follow up with prospects to introduce and educate new client relationships
- Define, measure and grow investor opportunities and assets
- Thrive in high activity environment via out bound scheduling, calling, emailing and client servicing via proprietary technologies and vendor software

Qualifications

- NFA Series 3 License (*required to solicit*)
- Continuing AML & Ethics certification
- Bold determination and refined interpersonal ability to work effectively within a collaborative team environment
- Proven work ethic, punctuality and commitment to dynamic growth model
- Excellent verbal and written communication skills
- Professional appearance
- Strong analytical thinker with problem solving skill set, able to anticipate or assess potential risk and act with proactive decisiveness.