



MISSION DRIVEN

Job Title: Municipal Salesperson

Level: Vice President or higher

Location: California

To Apply please email: Resumes@AcademySecurities.com

Academy Securities is seeking a Municipal Salesperson to join its team. In addition to Tier I accounts, our ideal candidate should have expertise with Tier II and Tier III account coverage and a focus on SMAs and an ability to execute account orders in both the primary and secondary markets. As a firm experiencing rapid growth, our Municipal Salesforce works closely in a fast-paced environment. As such, the ability to communicate efficiently and work as part of a team is paramount.

Our Company:

Academy Securities is a broker dealer registered with the Securities and Exchange Commission (SEC) and member of the Financial Industry Regulatory Authority (FINRA), the Securities Investors Protection Corporation (SIPC), and the Municipal Securities Rulemaking Board (MSRB). Academy is a service-disabled, veteran-owned small business ("SDVOSB") as defined under federal Small Business Administration ("SBA") rules, a certified Disabled-Veteran Business Enterprise ("DVBE") as defined by California statutes and regulations, a certified Minority Business Enterprise (MBE) in New York State, and a Minority, Women and Florida Veteran Business.

The business mission of the Company is to build a premier integrated institutional financial services company. Academy's social mission is to benefit the growing number of post 9/11 veterans returning to civilian life with a specific focus on employment and career issues.

The Company has established rapidly growing businesses in the following segments of the securities industry: Public Finance (underwriting, sales, and trading); Equity and Debt Trading (agency and principal execution); and Equity and Debt Capital Markets (underwriting, distribution).

The Academy vision is to bring together seasoned financial services industry veterans with U.S. military veterans. The resulting distinctive culture is designed to provide the highest level of products and services to institutional clients. Academy's leadership espouses a well-developed code of ethics, integrity, team-based work, accountability, and professional excellence. The Company's markets include institutional asset management firms, family offices, alternative asset funds, states and municipalities, and a range of private and public corporations.

Job Duties and Responsibilities:

- Experience covering Tier II and Tier III accounts and ability to fulfill investor orders in both the primary and secondary markets
- Experience in marketing and selling a wide variety of General Obligation and Revenue bond financings
- Strong research skills – capable of utilizing various resources to thoroughly investigate markets, trends, industries
- Exceptional interpersonal, written and verbal communication skills
- Personable with experience in meeting deadlines and working in fast paced environment
- Proficiency in Microsoft Office, especially in Excel and Word and Bloomberg

Qualifications:

- Bachelor's degree in Accounting, Finance, Economics or other related field
- MBA or Masters in Finance a plus
- Minimum 3-5 years municipal sales experience specifically dealing with SMAs
- Military Veteran Preferred but not required
- Strong computer skills, particularly Microsoft Excel and Bloomberg
- Excellent communication skills – written and verbal
- Organized with excellent attention to detail
- Ability to multi-task and be a team player
- Knowledge of Bloomberg TOMS preferred
- FINRA Series 7