ACADEMY SECURITIES
MISSION DRIVEN

Job Title: Public Finance Banker
Level: Director / Vice President / Associate
Location: California – Southern CA (Los Angeles / San Diego Area) / San Francisco Bay Area

To Apply please email: Resumes@AcademySecurities.com

About the Job
As a firm experiencing rapid growth and re-investment, Academy Securities is seeking candidates at multiple levels to expand the West Region Banking Team. The firm continues to focus on and enhance our capabilities and coverage to elevate our senior banking roles.

The firm is seeking accomplished mid- to senior-level Public Finance Bankers with established issuer relationships and a demonstrated ability to originate and lead senior-managed municipal finance transactions. The immediate priority is a banker with strong connectivity to major issuers in California, particularly in Los Angeles. The firm is also interested in bankers with established coverage in the surrounding western regions. Furthermore, Academy is looking for junior bankers to assist the team's growth mandate.

Across all three levels, we're looking for people who build relationships that last, who can be trusted with a client conversation without a script, who are well organized to run a live transaction without dropping a deadline, and who genuinely want to work as part of a team rather than as a solo operator. Military veterans and those with public-sector, rating agency, or municipal advisory backgrounds are encouraged to apply, even without a traditional bulge-bracket resume. **Ultimately, the ideal candidate will build and convert relationships with the region's large issuers into senior-managed business.**

Our Company:
Academy Securities is a veteran-owned investment bank and broker-dealer providing public finance, capital markets, institutional trading, and advisory services. The firm combines experienced Wall Street professionals with a mission-driven, team-oriented culture and a growing municipal finance platform.

Director Level
Job Duties and Responsibilities:
- Originate and lead senior-managed and co-managed underwriting mandates: build the relationship, respond to RFPs, and win the business.
- Originate municipal finance opportunities and generate deal flow within California, particularly in Los Angeles.
- Expand existing issuer relationships from co-manager into lead-managed roles.
- Develop financing plans and tailored capital solutions for public-sector clients.
- Develop and present client pitches, financing ideas, and transaction recommendations.
- Mentor analysts and associates in preparing pitch books, financial materials, and client presentations in support of your coverage.
- Work with the broader public finance team to execute transactions and expand regional coverage.

Qualifications:
- 10+ years of public finance / municipal banking experience.
- Bachelor's Degree

- **Demonstrated experience originating and executing senior-managed municipal finance transactions.**
- **Established relationships** with municipal issuers and the ability to generate deal flow in California, particularly in Los Angeles, immediately.
- Experience developing financing plans and solutions for public-sector clients.
- Full command of municipal structuring: fixed-rate new money and refundings, cash-flow modeling rating agency strategy, and the California issuance landscape.
- MSRB registrations: **Series 52 (Municipal Securities Representative) and Series 63 required** or promptly obtainable (Series 53 preferred).

Vice President Level

Job Duties and Responsibilities:

- Lead execution of bond and note transactions: new issuances, refundings, and restructurings, from structuring through closing.
- Support origination of municipal finance opportunities and generate deal flow within California, particularly in Los Angeles.
- Build and maintain financial models, debt service schedules, and amortization structures using DBC (or equivalent bond structuring software) and advanced Excel.
- Prepare rating agency presentations, investor roadshow materials, and offering documents.
- Contribute directly to business development: identify prospects, help develop financing plans, and support Directors in converting relationships into mandates.
- Coordinate cross-functionally with compliance, syndicate, sales and trading, and outside counsel.
- Mentor Associates and Analysts on modeling standards and transaction process.
- Work with the broader public finance team to execute transactions and expand regional coverage.

Qualifications:

- 5 to 8 years of public finance investment banking experience.
- **Established relationships** with municipal issuers in California, particularly in Los Angeles.
- Direct experience performing new-money, refunding, and alternative structure analyses and structuring senior-managed deals, not solely support work on co-managed transactions.
- Strong understanding of interest rate movements, credit spreads, and how they translate into structuring decisions.
- Advanced Excel; working knowledge of DBC, knowledge of similar municipal bond structuring/analytics platforms a plus.
- MSRB registrations: **Series 52 (Municipal Securities Representative) and Series 63 required** or promptly obtainable.

Associate Level

Job Duties and Responsibilities:

- Build and maintain financial models, debt profiles, and new-money and refunding analyses.
- Prepare pitch books, offering memoranda, rating agency materials, and client presentations.

- Manage transaction logistics and closing timelines in coordination with bond counsel, financial advisors, and underwriting syndicate.
- Serve as a day-to-day point of contact for clients on transaction status and deliverables.
- Monitor market trends, comparable pricing, and credit developments relevant to assigned sectors.

Qualifications:

- Bachelor's degree; 2 to 5 years of investment banking, public finance, financial advisory, or related experience (municipal credit research, rating agency, or public sector treasury experience also considered).
- Strong quantitative skills and demonstrated financial modeling ability.
- Advanced MS Excel; familiarity with DBC or similar bond structuring software preferred but trainable.
- Excellent written and verbal communication; comfort presenting analysis to senior bankers and clients.
- Ability to manage multiple live transactions and deadlines simultaneously.
- MSRB registrations: **Series 52 (Municipal Securities Representative) and Series 63 required** or promptly obtainable.