



**Middle-Market Fixed Income Salesperson**

**Location:** New York, NY

**Company:** Academy Securities

**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 business ("SDVOB") 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.

**About the Role:**

Academy Securities is seeking an experienced Middle-Market Fixed Income Sales Professional with established real-money institutional client relationships. The ideal candidate will have a strong track record in sales and deep expertise in fixed income cash products, including:

- Agency Debentures
- MBS
- Investment-Grade Securities
- Medium-Term Notes

This role requires strong sales skills, a deep understanding of market dynamics, and the ability to align with Academy Securities' mission while leveraging our unique and mission driven platform to drive revenue growth.

**Qualifications:**

- 10+ years proven track record in fixed income sales, particularly with real-money institutional investors.
- Strong analytical, communication, and negotiation skills.
- Ability to operate in a fast-paced, client-focused environment.
- Understanding of Academy Securities' mission and how to incorporate it into client relationships.
- Series 7 required.

**Contact:**

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