



MISSION DRIVEN

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

Level: Senior

Location: Mid-Atlantic (preferably)

To Apply please email: 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

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