

StoneX Group and the Fixed Income Sales and Trading Role

- This is a detailed look at StoneX Group, focusing on their Fixed Income Sales and Trading division and the specific role you're applying for. This report will provide you with the information and insights you need to succeed in your interview.

Company Overview

- StoneX Group Inc., a Fortune-100 financial services company, has been connecting clients to the global financial markets for nearly a century¹. The company provides a comprehensive suite of services, including institutional-grade platforms, end-to-end clearing and execution, post-trade settlement, market intelligence, and local expertise¹. StoneX Group serves over 32,000 commercial, institutional, and payments clients, and more than 330,000 active retail accounts, from over 80 offices spread across 180 countries². As a publicly traded company, StoneX is subject to stringent corporate governance, financial reporting, and disclosure requirements, reflecting its commitment to transparency and accountability³.
- StoneX Group operates through five primary business segments:
 - **Institutional:** Provides access to best-in-class technology and works with industry experts in various asset classes, such as equities, options, and fixed income securities².
 - **Retail:** Offers individual investors a diverse range of financial products and wealth management tools, including FX, CFDs, and precious metals².
 - **Commercial:** Provides commercial clients with a comprehensive array of products and services, including hedging, risk management, execution and clearing, OTC products, and commodity finance².
 - **Payments:** As a Swift-accredited service bureau and member, the Payments division enables NGOs, institutions, and non-profits to make a local difference globally with transparent pricing across 180+ countries and 140+ currencies².
 - **Corporate Functions:** Encompasses a variety of business-critical activities, including strategic marketing, financial management, human resources, and operational oversight².
- StoneX Group emphasizes a client-centric approach, integrity, and transparency in all its operations⁴.

Values and Mission Statement

- StoneX Group's mission is to connect clients to markets, providing global market access, clearing and execution, and trading platforms to clients worldwide⁵. The company's core values include transparency, expertise, and a client-first approach⁵. These values are evident in their commitment to honesty, transparency, and integrity, which underpin every action they take as a financial organization⁴.

Fixed Income Sales and Trading Division

- StoneX Group's Fixed Income division is dedicated to providing best-in-class, high-touch services to help clients achieve their strategic business objectives and portfolio goals⁶. The division offers a wide range of fixed income products and services, including:
 - **Interest Rate Swaps:** These financial derivatives allow clients to manage interest rate risk by exchanging fixed-rate interest payments for floating-rate interest payments, or vice versa. This helps protect against volatility and hedge against adverse rate movements⁶.
 - **Interest Rate Risk Products:** StoneX provides tailored risk management solutions, such as forward rate agreements and options, to help clients guard against interest rate fluctuations⁶.
 - **Clearing & Custody Services:** StoneX offers competitive and efficient clearing and execution services in all major futures and securities exchanges globally, ensuring smooth and reliable trade settlement⁷.
 - **Fixed Income Futures:** StoneX provides access to a range of fixed income futures, enabling clients to strategically manage interest rate risks and optimize their portfolios. These futures contracts allow investors to speculate on the future direction of interest rates or hedge against potential adverse movements⁸.
 - **Rates Products:** The StoneX Rates Group offers institutional clients extensive product knowledge, sales and trading expertise in the rates markets, and access to global liquidity opportunities⁶.
 - **Credit Products:** StoneX's Credit Trading desk provides clients worldwide with robust trading of credit products, including investment-grade and high-yield credit, convertible bonds, leveraged loans, and ETFs/ETPs. These products are designed to outperform benchmarks and discover overlooked assets in an ever-changing market⁶.
 - **Agency MBS:** The Agency MBS desk carries an extensive inventory and trades a full range of mortgage products in the secondary markets, including Agency Pass-Throughs/Spec Pools, Agency CMBS, and Agency CMOs⁶.
- StoneX trades in a broad range of fixed income products, offering liquidity in:
 - U.S. Government and Agency Debt...[source](#)
 - Emerging and frontier market sovereign debt ⁶
- Furthermore, StoneX leverages its expertise and global reach to offer trading in more than 10,000 OTC ADRs and foreign common stocks, providing:
 - Wholesale market making
 - High-touch trading
 - Electronic trading
 - Prime services ⁹
- The StoneX Agency desk comprises a top-tier team of traders and sales executives with extensive experience in the rates markets. They bring innovative ideas and balance sheet capabilities to meet the unique needs of more than 500 institutional clients¹⁰.
- With a global presence, the Fixed Income Division has traders and analysts around the world with offices on several continents⁶. This allows them to provide clients with the ability to trade fixed

income securities around the world, ranging from U.S. government bonds to emerging market sovereign debt in Latin America, Central America, Asia, Africa, and the Middle East⁶.

Recent Performance

- StoneX Group has demonstrated strong financial performance in recent years. In fiscal year 2024, the company achieved record annual results despite relatively low market volatility¹¹. Earnings reached \$260.8 million, or \$7.96 per diluted share, representing a 9% and 7% increase, respectively¹¹. This success is attributed to continued strong client engagement and increased volumes across nearly all operating segments and products¹¹.
- While the company's FX and CFD units experienced a revenue decline of 38% in the second quarter of fiscal year 2023 due to decreased demand, StoneX Group remains committed to expanding its fixed-income services and maintaining its strong financial position¹².

Company Culture

- StoneX Group fosters a company culture that is:
 - **Client-focused:** They prioritize understanding and exceeding client needs¹³.
 - **Authentic:** They value practical knowledge and expertise gained from decades of experience¹³.
 - **Ethical:** They emphasize integrity and trustworthiness in all business operations¹³.
 - **Transparent:** They maintain open communication and accountability in financial reporting and corporate governance¹⁴.
- StoneX is committed to diversity and inclusion, with 34% of its workforce being female and 42.3% representing ethnic minorities¹⁵. The company also promotes a culture of continuous learning and development, providing employees with opportunities for training, skill enhancement, and certifications¹³.
- Interestingly, despite its long history and established position in the financial services industry, StoneX maintains a "startup" mentality¹⁶. This suggests a dynamic and innovative work environment that encourages creativity, adaptability, and a proactive approach to problem-solving.

Career Development Opportunities

- StoneX Group is dedicated to employee growth and provides various avenues for professional advancement¹⁷. The company's diverse business segments and global presence offer employees exposure to different areas of finance and opportunities to develop their skills and expertise¹⁷.

Compensation and Benefits

- StoneX Group offers a competitive compensation and benefits package. Levels.fyi, a platform that collects anonymous and verified salaries, reports that the salary range at StoneX Group varies from

\$52,260 per year for an Accountant to \$208,950 per year for a Marketing Operations role¹⁸. The median total compensation is \$139,300 per year¹⁸.

Benefit Category	Description
Health Coverage	Medical, dental, and vision insurance plans for employees and their families.
Voluntary Benefits	Options like parking and transit accounts, dependent care flexible spending accounts, etc.
Employee Assistance Program (EAP)	Confidential support and guidance on personal and professional challenges through 24/7 counselling services.
401(k) Retirement Plan	Secure your financial future with immediate full vesting and a generous employer matching scheme.
Maternity and Paternity Leave	Support for new parents.
Pension Scheme	Comprehensive pension scheme, including employer contributions matched up to 10%.
ARFB Member Benefits	Discounts on Know-Risk™ Crop Marketing, Market Intelligence packages, and events and education.

Why I Want to Work at StoneX Group

- StoneX Group's values strongly resonate with my own. Their client-first culture, commitment to honesty, transparency, and integrity are principles that I highly value in a workplace⁴. I believe that a company's ethical foundation is crucial for building trust and long-term success, and StoneX's dedication to these values aligns perfectly with my personal and professional goals.

Why This Role in Particular

- The global reach of StoneX's Fixed Income Division is particularly exciting to me. With traders and analysts located around the world, this role offers a unique opportunity to collaborate with a diverse team and gain exposure to different markets and perspectives⁶. I am eager to contribute my skills and enthusiasm to such a dynamic and internationally-oriented environment.

Why StoneX Group?

- StoneX Group presents a compelling opportunity for individuals seeking a career in fixed income sales and trading. Here are some reasons why this firm stands out:
 - **Global Reach:** StoneX Group's extensive network of offices and clients across six continents provides exposure to diverse markets and opportunities¹.
 - **Product Diversity:** The company offers a wide range of fixed income products and services, allowing for specialization and career development within different areas of expertise⁶.

- **Client-Centric Approach:** StoneX Group's emphasis on client relationships and high-touch service provides a rewarding experience for those who enjoy building and maintaining strong client connections¹³.
- **Strong Financial Performance:** The company's consistent financial growth and profitability demonstrate stability and potential for career advancement¹¹.
- **Company Culture:** StoneX Group's values of integrity, transparency, and a client-first approach create a positive and supportive work environment¹³.
- **Market Access:** StoneX offers access to a wide range of markets, including OTC, fixed income, foreign exchange, and virtually every publicly traded commodity, providing employees with diverse opportunities²⁰.
- This, combined with their "startup" mentality, makes StoneX an ideal environment for growth and development¹⁶.

Why This Role?

- The Fixed Income Sales and Trading role at StoneX Group offers a dynamic and challenging career path for those passionate about financial markets. Here's why this role is particularly appealing:
 - **Market Expertise:** The role allows you to develop deep expertise in fixed income products and markets, becoming a trusted advisor to institutional clients⁶.
 - **Client Interaction:** You will have the opportunity to build and manage relationships with a diverse range of institutional clients, understanding their needs and providing tailored solutions²¹.
 - **Impact and Contribution:** Your work will directly contribute to the success of the Fixed Income division and the company as a whole²¹.
 - **Dynamic Environment:** The fast-paced and ever-evolving nature of financial markets provides continuous learning and growth opportunities²¹.

Conclusion

- StoneX Group is a leading financial services company with a strong global presence and a diverse range of products and services. The Fixed Income Sales and Trading division offers a dynamic and rewarding career path for individuals with a passion for financial markets and a desire to build strong client relationships. I am confident that the information presented in this report will be invaluable in my upcoming interview. I am particularly excited about StoneX Group's commitment to a client-first approach, their global reach, and the opportunity to contribute to the success of their Fixed Income division. I am eager to learn more about StoneX Group and discuss how my skills and experience can benefit your team.

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