



Sell-Side Credit Trader

Executes client orders and liaises with the firm's Sales and Sales Traders. A market maker who shows prices to buy or sell credit securities, and manages a book of deals. Invest firm's own capital within a mandate. Goal is to maximize revenue within pre-established risk parameters. Seen as risk takers of the banking world. Also instrumental in helping ensure the success from a market perspective of debt capital market deals.

Who I Work With

Research Analyst

Sector specialist who produces research, analyzes markets and generates investment recommendations

Sell-Side Sales Trader

Generates trading revenue by pitching ideas to clients, providing market access and sometimes commits liquidity

Buy-Side Client

Investment firms aim to maximize risk-adjusted returns on money invested. Corporations deal in financial markets to borrow, invest cash and hedge financial risks.

Inter-Dealer Broker

Negotiates and arranges financial transactions between banks. Earns commission on every concluded deal.

Sell-Side Salesperson

Generates revenue by facilitating trading between buy-side clients and the firm's traders.