Business Development (Demand), Equities— OneChronos Markets

Location: London

OneChronos is building the bazaar for agentic systems. We're starting in capital markets, where our matching markets routinely account for more than 1% of notional U.S. equity market volume. By bringing together auction theory, distributed systems, artificial intelligence, and deep market structure expertise, we help humans and agentic systems transact more efficiently, improve how value is allocated, and, ultimately, increase global GDP.

We are hiring a Business Development professional in London to drive demand generation, market education and commercial growth across OneChronos' Equities businesses, with scope to expand into further asset classes over time.

This is a fast-paced, hands-on role in a growing start-up. You will shape how the market understands OneChronos, create buy-side engagement and build internal champions who can be activated through sell-side relationships.

You will sit at the intersection of sales and execution analytics, bringing technical credibility, analytical rigour and a proven ability to turn insight into commercial outcomes. We are looking for a subject matter expert in modern electronic markets and analytics, not a traditional relationship-based salesperson.

What You'll Do

<u>Commercial growth and demand generation</u>

- Generate and nurture buy-side interest that can be activated through broker and sell-side relationships, building internal champions across multiple stakeholder groups.
- Own the commercial cycle with sell-side partners: identify and qualify prospects across electronic trading, sales and execution teams, and convert interest into live order flow and revenue.
- Support commercial efforts across Equities (primary focus on EMEA with some exposure to US) engaging with buy-side firms, banks, brokers, liquidity providers, electronic trading teams and execution desks.
- Drive adoption of OneChronos' venue capabilities, to grow order flow, revenue and strategic partnerships.

OneChronos

Market narrative and education

Develop and communicate clear market narratives around OneChronos' products, value proposition and partnership model, turning complex market structure and analytics into compelling, accessible stories.

- Engage directly with sophisticated market participants on market structure, execution quality, liquidity formation, trading workflows, auction mechanisms and analytics.

Execution analytics

- Analyse client order flow and TCA data, and design and interpret A/B tests on execution strategies.
- Translate findings into actionable client recommendations, and how this should adapt as market regimes change.
- Analyse engagement and demand signals to identify patterns in market interest, and share insights with Sales, Product and Analytics.

Product feedback

- Act as a market-facing voice into product design, surfacing commercial opportunities and what clients need from the venue (such as quality and liquidity trade-offs and multi-symbol workflows), solving real trading problems.
- Work closely with Product, Analytics and Sales to develop market-facing content, refine commercial narratives and feed back actionable market insight.

Commercial operations

- Own outbound communications, including mailing lists, newsletters, event outreach and follow-ups, keeping a consistent and intentional market cadence.
- Manage and improve demand-side workflows: CRM hygiene, pipeline tracking, champion mapping and clean handoffs to internal stakeholders.
- Design and support lightweight automation for campaign tracking, follow-ups and engagement reporting.

Who You Are

- A genuine student of market structure, with real opinions on venue mechanics, smart order routing, fragmentation and the execution analytics layer beneath it all.
- Deeply familiar with Equities market structure, ideally across both EMEA and US, and with electronic trading ecosystems.
- Comfortable engaging commercially and technically with sophisticated participants, including traders, quant teams, electronic trading groups, execution desks and product specialists on the buy side and sell side.

- Able to hold a detailed technical conversation about execution quality, liquidity formation, auction design and mechanism design, then turn it into a story a less technical stakeholder will act on.
- Analytical, with a strong technical foundation: confident interrogating data sets and drawing insights. Proficiency in SQL, Python and statistics, including designing or interpreting A/B experiments, is highly valued.
- Commercially driven, with the conviction to build relationships and close business without relying on seniority, brand or an existing book.
- An exceptional communicator in writing and in person, and passionate about sharing knowledge with internal and external stakeholders.
- Highly organised, proactive and detail-oriented, comfortable running multiple workstreams in a fast-moving, ambiguous environment.
- Experienced in designing or improving workflows and systems, such as CRM management, outbound engagement tracking or campaign reporting.

Requirements

- 5+ years' experience in institutional Equities markets.
- 5+ years' experience in electronic trading, gained across institutional sales, execution analytics, TCA, market structure or business development, at a bank, broker, exchange, venue, market maker, quant firm or asset manager.
- Experience working in an FCA/ESMA-regulated environment is a plus, but not required.