

Business Development, US Equities (Sales) | OneChronos Markets

Location: New York City

OneChronos is a technology company of diverse technologists, scientists, and market structure enthusiasts innovating at the intersection of capital markets, mechanism design, and operations research. We strive to grow global GDP by designing and operating matching markets leveraging advances in auction theory and artificial intelligence.

Role Overview:

We're hiring for our Business Development team in New York City to support demand generation and market education for OneChronos' U.S. Equities, with potential to expand into new markets over time. This is a fast-paced, hands-on role at a growing startup, focused on shaping how the market understands OneChronos, creating buy-side interest, and building internal champions that can be pulled through broker relationships. You'll work closely with Sales, Product, and Analytics to develop compelling narratives, distribute market-facing content, and ensure high-quality signal flows into the sales process.

Responsibilities

- Develop and communicate clear market narratives around OneChronos' products, value proposition, and partnership model, translating complex market structure and analytics into compelling, accessible stories.
- Generate and nurture buy-side interest that can be pulled through broker and sell-side relationships, helping create internal champions across multiple stakeholder groups.
- Own the execution and distribution of outbound communications, including mailing lists, newsletters, event outreach, and follow-ups, maintaining a consistent and intentional market cadence.
- Manage and improve demand-side workflows, including CRM hygiene, interest tracking, champion mapping, and clean handoffs to other internal stakeholders.
- Design and assist with lightweight automation for campaign tracking, follow-ups, and engagement reporting.
- Analyze engagement and demand signals to identify patterns in what resonates with the market, and surface insights to Sales, Product, and Analytics teams.
- Help shape and refine the firm's demand-generation playbooks, processes, and internal operating rhythms as the organization scales.

Qualifications

- 5+ years of experience in sales, marketing, business development, or as an operator in an early-stage company.

- Exceptional written, verbal, and interpersonal communication skills, with a strong instinct for storytelling and the ability to clearly explain complex or technical concepts.
- Demonstrated ownership mentality: highly organized, proactive, detail-oriented, and comfortable managing multiple workstreams in fast-moving, ambiguous environments.
- Experience designing or improving processes, workflows, or systems (e.g., CRM, outbound motion, campaign tracking); comfort with basic reporting and dashboards.
- Strong interest in financial markets, trading, fintech, and technology, with the curiosity and discipline to quickly learn market structure and electronic trading concepts.
- Technical curiosity and literacy (e.g., APIs, data, analytics, workflows); prior hands-on technical experience is a plus but not required.

Salary range: \$150,000-\$225,000 with eligibility for a discretionary annual bonus. Actual base pay is subject to change, and is dependent upon a number of factors, including work experience, skills and training. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, disability, genetic information, veteran status, or any other characteristic protected by applicable law.

OneChronos is committed to providing equal employment opportunities to all employees and applicants, regardless of academic area of study, race, colour, religion, creed, age, national origin or ancestry, ethnicity, sex, sexual orientation, gender identity or expression, disability, military or veteran status. As an equal opportunity employer, we recognize that diversity is a huge positive attribute and we welcome the differences and benefits that a diverse culture brings.