



We are a global investment dealer with offices in all the major financial centers. Our Canadian operation focuses on offering agency trading, strategies and ideas on a wide array of financial products including futures and options on listed financial and commodity markets. We offer institutional clients the opportunity to access more than 80 global exchanges. Our broad offering extends to cash markets and OTC derivatives in fixed income, foreign exchange, equities and indexes, commodities, energy, emissions and metals. We also offer Prime Brokerage and are a world leader in execution and securities clearing.

We presently have an opening in our Calgary Commodities Group as Director/ Energy Sales Trader. The group's main product offerings include OTC and exchange listed energy products. The right candidate will have a good balance of market knowledge, advisory skill, and relationship management including the credit and ISDA process.

The successful candidate will be responsible for the following:

- Business development and attraction of new accounts
- Providing coverage of Institutional clients
- Generating trading ideas and strategies, in OTC and exchange listed energy products
 - For example: e.g. natural gasoline, ethane, butane, propane crude spread strategies and option strategies
 - Trade execution
 - Cross-selling of other products (i.e. metals, foreign exchange, equities and fixed income products)

Requirements for the job include:

- University degree in finance or a related field
- Minimum 4 years experience in equity securities sales, risk arbitrage, sales/trading or research
- Self-starter with an entrepreneurial spirit
- Fully licensed candidates are preferred
- Established relationship with institutional clients, asset managers, pension funds and hedge funds is an important asset
- Proven ability to develop new business relationships and attract new institutional clients
- Proven ability to structure trading ideas and generate transactions
- Self-confidence and solid sales skills
- Excellent oral and written communication skills, as well as interpersonal skills
- Strong market acumen
- Creative and innovative

Interested candidates should submit their cover letter and resume to june.wood@newedge.com
Visit us online at www.newedge.com