

# JOB OPPORTUNITY

**VELA**  
connect · deliver · enable



## SALES ENGINEER

**Location: Chicago**

### Overview

Vela is a leading independent provider of trading and market access technology for global multi-asset electronic trading. Our software enables clients to successfully execute on their trading strategies and manage risk across multiple fragmented markets, liquidity pools, and data sources. We help firms successfully differentiate and innovate in an ever-changing, increasingly-regulated and fiercely-competitive landscape, while also reducing total cost of ownership.

Vela's market data, execution and automated trading software delivers a unique, ultra-low latency technology stack for electronic low-touch and Direct Market Access (DMA) execution and pricing. We leverage the latest innovations in technology to deliver cutting-edge performance, features and reliability. Our modular stack is accessed through a single set of trading, data and risk APIs and can be delivered as-a-Service from multiple co-location data centers globally.

With access to more than 250 venues, Vela provides global coverage across all major asset classes. Clients are supported by an award-winning team of technical and business experts available 24x7 from our multiple offices in the US, Europe, and Asia. Vela's clients include traders, market makers, brokers, banks, investment firms, exchanges, and other market participants.

### Role Profile

Being part of Vela's Sales Engineering team, you will work closely with the engineering, product, support, and sales teams by being the technical liaison to our clients. Our Sales Engineers are not only responsible for driving new sales opportunities by being the technical expert for Vela's product lines; they provide phone and in-person support to our clients by understating their requirements and providing them with an optimal solution ensuring our clients success. This role will work as a direct resource for Vela's automated trading APIs and related professional services projects.

### Key Accountabilities

- Gather and understand the business and technical requirements of our prospects and clearly communicate these internally as required in writing, so a solution can be provided that meets the customer's needs.
- Support the technical needs of Vela's customers and resolve technical issues, along with engaging them on any additional issues, problems or opportunities regarding Vela's automated trading APIs.
- Provide technical responses for proposals, RFPs and RFIs.



- Deliver product demonstrations, build proof-of-concepts, and custom trading algorithms and applications to showcase the product to aid a successful sale.
- Proactively manage own tasks and projects to agreed deadlines and clearly communicate these both to the customer and internal teams as required. Build, maintain, and update trading applications and algorithms in the Vela StoreFront
- 
- Build and maintain strong professional relationships with the Engineering and product teams ensuring that our integration processes run smoothly.
- Travel: local, regional and international (<20%)

## Knowledge, Skills & Experience Required

- Experience with a high level programming language like Java, C++, C#...
- 3+ years of customer facing experience as a Sales/Support Engineer, Engineer, or Solutions Architect
- Previous experience working within a data/software vendor, exchange or trading firm
- Industry knowledge and understanding of financial markets and related terminology, especially options
- Strong analytical and problem-solving skills
- Working knowledge of scripting languages
- Excellent oral and written communication skills with the ability to convey technical concepts to audiences of various levels.
- Execution-oriented initiative and with the ability to drive decisions to customer satisfaction
- High proficiency with Microsoft PowerPoint, Word, Visio and Excel
- Knowledge of Vela products is a plus
- Minimum of a degree (or equivalent) in either computer science or related subject or equivalent experience

## Further Information:

For more details on our organization, please visit our website: [TradeVela.com](https://TradeVela.com)

*Vela Trading Systems is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, or protected veteran status and will not be discriminated against on the basis of disability.*