

Actionable Ideas for the Power to Trade Smarter

Building Execution Strength for Trading Desks

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Ms. Caliendo: Markets have moved on from last year's weak returns, with new opportunities opening across the globe. Particularly, quant strategies have rebounded and continue to attract attention. For traders, the macro backdrop continues to affect every decision, with liquidity becoming as important as capital.

An ever-changing environment means buy-side desks must constantly evolve. Both high-touch and electronic trading are needed to source scarce liquidity and ensure best execution. Since the implementation of MiFID 2 in the UK, there's also a need to justify broker use. Centralized trading desks are now servicing more portfolio manager teams, learning to do more with less, while strategy expansion demands greater cross-asset expertise. These factors call for teams that contain broad skill sets in our opinion.

As desks adapt and restructure, our Trader Talent Placement service can help you strengthen your execution capabilities. We currently see demand for dynamic traders with specific skills, including those who can operate globally, trade different products and navigate capital markets. Traders now need to wear multiple hats. For example, COO and head trader responsibilities are becoming increasingly aggregated. There's especially high demand for equity traders with fixed income experience, as well as for traders with quant and market structure expertise.

For other actionable insights across asset classes, check out the rest of our Trader Insights series or contact Hedge Fund Services.