



CSO Broker

Milan/London

COMPANY DESCRIPTION

Founded in 2013, OTX was the first company to introduce electronic brokerage in the market for compulsory stockholding obligations (CSO), and is now one of the leading market access providers in the CSO space. Part of the [Xpansiv Digital Commodity Ecosystem](#), OTX provides voice and electronic market access to hundreds of customers in 27 countries, and has established relationships with authorities across Europe. Leveraging an excellent relationship with its growing customer base, the company is rapidly expanding into other illiquid commodities markets, including biofuels and biofuel certificates.

Our culture is rooted in integrity, innovation, and a desire to provide top-quality service. Our team is open and collaborative, and we genuinely want to help our clients succeed. We are passionate about what we do, and seek individuals that align with our unique ethos to help us expand in the CSO ticket market.

As a CSO broker, you will be responsible for:

- Building your own customer portfolio by generating new accounts while managing part of the existing OTX customer base.
- Nurturing client relationships and trust, always striving to provide superlative service.
- Becoming the main source of information to your customers by keeping them constantly updated on developments in the market.
- Developing a deep understanding of the marketplace to continuously identify innovative solutions for your customers.
- Structuring deals by matching supply and demand in a way that maximises long-term value generation for all parties involved.
- Staying updated on relevant regulatory evolutions and building relationships with competent authorities.

- Contributing to the company's reputation for integrity, reliability, and customer focus.

By joining OTX, you will become part of a group of innovative, professional colleagues with a founding team that is still hands-on and eager to collaborate with talented people to drive business growth. Your team leader will share expertise on brokerage and deal structuring to support you along the way.

Our Candidate

Every new OTX employee is hired with the belief that they will be a long-term employee and an eventual leader in the firm. For this reason, we always look for the following in our candidates:

- Ability to challenge the established thinking to seek a better way
- Relentless desire to learn and improve
- Strong problem-solving and attention to details
- Entrepreneurial attitude
- Ability to work as a team and support colleagues

In addition, for this position we are ideally looking for:

- 2 – 5 years of experience in brokerage, trading, or account management
- Direct experience in trading or brokerage of CSO tickets
- Fluent in English and another European language (French, German or Spanish a plus)
- Great communication and interpersonal skills with a natural commercial drive
- Living in or available to relocate to London or Milan

As our business grows, so do your opportunities:

- **Competitive salary and performance bonus:** We believe in attracting the most promising talent by rewarding performance.
- **International career:** You will gain a breadth of experience across multiple geographies, helping to meet the needs of leading organisations.
- **Training & Development:** We are determined to help you maximise your personal and professional growth by providing comprehensive on-the-job training and ongoing development support.
- **Collaborative working environment:** Become part of an entrepreneurial, highly motivated team in a fast-paced, dynamic company.
- **Flexibility:** We aim to provide our employees with the flexibility to make their career more professionally sustainable and personally fulfilling through our smart working program.
- **Network:** OTX will be an asset for your career, providing an opportunity to build valuable long-term relationships across the energy sector.