



FOR IMMEDIATE RELEASE

JonesTrading Recruits From the Buyside

Industry Veteran Brian Cilento Joins as Product Sales Specialist

(Los Angeles and New York: May 1, 2019) JonesTrading Institutional Services LLC (“JonesTrading”) continues recruiting top industry talent to resource growth, naming Brian Cilento, Product Sales Specialist. Mr. Cilento joins the firm from the buyside, where he had a series of successful positions of increased responsibility during his career.

As Product Sales Specialist he will assist in JonesTrading’s multiple product lines (options, outsourced trading, prime brokerage, equity block trading, etc.) by maximizing revenue from existing clients, and growing the client base through his extensive network of buyside firms.

Mr. Cilento brings over 20 years of buyside trading experience and relationships. Most recently he served as Head of Trading at Falcon Edge Capital. He was responsible for global execution for all products including equity, forex, credit, derivatives, and rates. He also collaborated with the portfolio managers to derive portfolio and currency hedging strategies. In addition, he managed the firm’s resource consumption and broker relationships in accordance with the new MiFID directive.

Previously he held senior trading positions at Iridian Asset Management, Accipiter Capital, George Weiss, Pequot Capital, and Dawson Samberg.

Alan Hill, CEO of JonesTrading, said: “Brian joins us from the buyside, offering its critical perspective, which will enable us to enhance our growth across all asset classes. In addition to his substantive experience, he brings expertise on market structure issues such as MiFID. We look forward to his insight and to expanding our franchise in key and new accounts.”

Brian Cilento, Product Sales Specialist said: “Moving to JonesTrading offers me the opportunity to engage with buyside colleagues on JonesTrading’s relationship based brokerage model – which enables the opportunity to execute blocks that are not available electronically. Given the firm’s pedigree and history, I look forward to playing a part in building its franchise.”

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About JonesTrading

JonesTrading Institutional Services LLC is the leading global equities and derivatives broker-dealer for institutions. Since 1975 JonesTrading's sole focus has been creating liquidity for institutional and corporate clients on an unconflicted basis. The ability to provide a secure, trusted platform connecting a diverse group of market participants enables the firm to unlock liquidity, providing best-quality execution for larger and more complex trades. Member FINRA and SIPC.

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