

**Arkadiy Klyukin**

San Mateo, San Francisco Bay Area, CA  
Seattle, WA

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**Morgan Stanley Technology Investment Banking  
Talent Acquisition Team**  
Menlo Park, CA

Dear Morgan Stanley Technology Investment Banking Team Hiring Manager,

I am writing to express my interest in the Vice President/Executive Director role on the Morgan Stanley Technology Investment Banking Team. With a unique combination of deep technical expertise, extensive trading experience, and a thorough understanding of financial markets, I am confident in my ability to contribute meaningfully to the team and the firm's mission.

Over the course of my career, I have developed a comprehensive understanding of market microstructure, electronic trading, and the interconnections between global markets, trading, and technical infrastructure. As an FX and Interest Rates trader at Russell Investments, I have successfully managed complex trading strategies, optimized funding and roll positions, and led the technical setup of electronic trading platforms. My ability to bridge the gap between trading and technology teams has consistently delivered value, whether through developing innovative trading tools or improving desk infrastructure.

Prior to this, I honed my skills in derivatives structuring, liquidity provision, and integrating trading desk operations into the systems used across front-office and back-office environments. These roles allowed me to lead cross-functional teams, collaborate with legal and compliance departments, and implement cutting-edge solutions for trading desks. My technical proficiency in programming languages such as Python, C#, and VBA has enabled me to design and deploy tools that enhance decision-making and operational efficiency.

What sets me apart is my ability to see the bigger picture. I have worked across multiple countries and markets, gaining a global perspective on how financial systems operate on both the sell-side and buy-side. This experience has equipped me with the practical knowledge and flexibility required to structure and price complex capital markets transactions. My education and experience working on a derivatives structuring desk have given me the ability to decompose almost any financial instrument with a future cash flow profile and replicate it using simpler instruments that can be analytically priced, or if not, through other methods such as simulations. This approach ensures that the combined exposure mirrors the original complex instrument, which is the essence of derivatives. The mathematical apparatus I possess allows me to navigate these complexities with ease, enabling me to deliver innovative and effective solutions.

Morgan Stanley's commitment to excellence, diversity, and innovation resonates with me. Having lived in the Bay Area for one and a half years, I have experienced firsthand the vibrant environment filled with exceptionally talented and driven individuals. It is an inspiring place to thrive, especially for those passionate about applying the latest algorithms and techniques, such as machine learning and quantitative computing. I would be excited to contribute to this dynamic ecosystem, not only by sharing my knowledge and expertise but also by learning from the brilliant minds at Morgan Stanley. The opportunity to collaborate, teach, and grow together is something I deeply value.

Thank you for considering my application. I would welcome the opportunity to discuss how my experience and vision align with the goals of your team. Please feel free to contact me at your convenience.

Sincerely,

Arkadiy Klyukin