

KARTHIK SUBRAHMANIAN

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EDUCATION

BABSON COLLEGE

Master of Business Administration

**Boston, MA
2012-2014**

- Awarded Farleigh S. Dickinson Fellowship; a merit-based full academic scholarship
- Fund Manager (Technology), Babson College Fund
- VP of Finance, Babson Investment Management Association (BIMA)

NATIONAL UNIVERSITY OF SINGAPORE

Bachelor of Engineering

**Singapore
2002-2006**

- VP, NUS Society of International Students
- NUS Varsity Tennis Team

EXPERIENCE

COMMERZBANK AG

AVP, Fixed Income Sales

**Singapore
2015-Current**

- Institutional Fixed Income Sales coverage of Singapore and SE Asia
- Maintained regular dialogue with buy-side PMs, Analysts and Traders on flows, research and axes for Global Credit and European Rates Products
- Leveraged buy-side relationships to onboard new accounts & deliver strong YoY growth in institutional flow volumes and P&L
- Exceeded aggressive targets in both 2015 and 2016 (**2016 Production : EUR 3.5mm**)
- Close collaboration with Research and Trading to interpret and anticipate client demand and liquidity. Partner with Syndicate to support transactions and build momentum for the Primary Market Franchise
- Nominated: *Best Individuals in Asian G3 bonds* by investors who took part in *The Asset Asian G3 Bond Benchmark Review 2016*

SANFORD C. BERNSTEIN & Co.

Senior Associate, Institutional Equity Sales

**Singapore
2011-2012**

- Provided timely and comprehensive research and execution services to Institutional Clients in Singapore
- Leveraged Bernstein's strength in Fundamental Equity Research to present stock-specific and broader thematic trade ideas tailored to clients' investment mandates
- On-boarded large local and global Asset Managers and generated \$2.3 million of trading commission in first year of production
- Close collaboration with the Analysts to provide bespoke advice and individual dialogues with Senior PMs and Analysts
- Published weekly presentations for over 200 clients in Asia, incorporating the firm's top recommendations

MITSUBISHI UFJ TRUST INTL.

Senior Associate, Fixed Income Sales

**Singapore
2007-2010**

- Fixed Income sales to Asset Managers, Banks and PBs in Singapore, Hong Kong and Thailand
- Close collaboration with sales team members in Singapore and London to cross bonds in a pure agency environment
- Built my own Institutional client base in Singapore and Hong by cold calling and onboarding new accounts
- Built the Private Bank client base which was previously not covered by anyone at the firm, creating an opportunity to cross bonds between Institutional and Private Bank accounts in a low liquidity environment
- Generated \$1.2 million of hard P&L in first full production year, \$2.5mm in hard P&L in 2009
- Experience in Asian Credit (IG & HY), Japanese Bank Capital & US Financials

BLOOMBERG L.P

Terminal Sales

**Singapore
2006-2007**

- Joined as trainee in Financial Sales program and first among peers to be promoted to Sales Rep (after 6 months)
- Directly managed key relationships with top tier sell side accounts and grew installed terminal base by 15%
- Worked closely with product specialists to cross-sell Bloomberg's trading systems to existing clients and prospects

ADDITIONAL INFORMATION

Languages – English, Malay, Hindi

Interests- Travel, Reading, Personal Investing, Squash, Muay Thai & MMA