Nouman Atiq M.

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An experienced finance professional specializing in fixed income and related products. Focused on MENA/Asian

Credit. Well established relationships with dedicated MENA investor community – Middle East bank treasuries, institutional/corporate investors and hedge funds. Nine year proven track record of execution and distribution of capital markets transactions.

WORK EXPERIENCE

**Dec 2007 - Present National Bank of Abu Dhabi (NBAD) Abu Dhabi/Dubai**

**Director – Institutional Sales, Global Markets Dec 2013 – Present**

* Single and direct contact for capital market product dealings for Financial Institutions & Non-Banking Financial Institutions.
* Covering markets in MENA (mainly GCC), UK, Europe and Asia.
* Market and execute fixed income trades in primary and secondary markets.
* Cross-selling was one of the main focuses for credit distribution. Would ensure every bond sold was proposed

with an IRS hedge and then a REPO in order to offer a tailor made investment to a client.

* Distributed public issues and private placements for corporates and sovereigns.

**Manager – Primary Markets Syndicate & Secondary Sales May 2010 – Nov 2013**

* Worked closely with the Head of Primary Markets Syndicate in the pricing, marketing and execution of fixed income new issues for MENA issuers. Help establish NBAD’s network as a major distributor of fixed income instruments in the international capital markets
* Actively sold bonds and sukuks at the secondary level in support of Global Market’s strategy to increase flow

business rather than depend on proprietary activities

* Successfully syndicated deals where NBAD was a book runner and ensured that NBAD maintains its position as a

book runner of choice.

* Involved in the end-to-end execution of transactions including advising issuers on best marketing/execution

strategies, setup roadshows across MENA/Europe/Asia, book building, allocations and pricing.

**Associate – Capital Markets Department Dec 2007 – Apr 2010**

* Assisted the CMD head in setting up the desk and establishing an investor/counterparty relationship network across the globe. This involved cold calling multiple accounts in MENA/Europe/Asia.
* Supported the Capital markets team in their day to day and distribution efforts by providing client-facing support

and up-to date marketing material.

* Involved in selection of various web based applications for book building of new issues.
* Assisted the sales-trading team in their day to day activities, booking tickets, following up with middle/back office.
* Support the desk by developing/improving /maintaining trading tools.
* Prepared product marketing materials and weekly/monthly distribution reports. This would involve monitoring

primary markets, pricing benchmark yields, market spreads, secondary market trading levels and liquidity.

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| **Apr 2004 – Nov 2007** | **IBM Global Services** | **Bangalore, India** |
| **Deputy Manager – Operations** | **Client – St. George Bank (now Westpac)** | **Nov 2006 – Nov 2007** |

* Successfully transitioned & implemented credit card services process & handled key deliverables pertaining to

transition from Australia to India.

* Undertook transition & Process Implementation in Australia to transition a banking credit card process to India.
* Successfully completed end to end process documentation, training and hiring of team.

**Assistant Manager Operations Client – Dun & Bradstreet Sept 2005 – Oct 2006**

* Preparing & tracking various weekly/monthly reports to maximize collections and reduce aged debt.
* Executing Six Sigma projects to dramatically improve delivery results of existing workflow & heading a team of 14

agents involved in dispute management in an accounts receivables process.

* Supporting internal & external audits (SOX, SAS, eSCM) developing & sharing best practices as part of the

transformation process.

**Project Office Administrator Client – IBM USA Apr 2004 – Aug 2005**

* Providing end to end Project Management support for over 25 IBM clients & managing IBM USA’s IT outsourced

projects remotely from Bangalore.

* Designing & implementing departmental projects to enhance knowledge levels regarding core business operations.
* Overseeing Costing, Resource Allocation, & Development Needs for all established Projects & making, customizing

& mastering MS Access Reports.

# EDUCATION

* May 2010 Primary Markets Certificate – International Capital Markets Association, London
* 2002 - 2004 Master of Business Administration (Marketing & Finance), Osmania University, India
* 1998 - 2002 Bachelor of Technology (Electronics Engineering), JNT University, India

ADDITIONAL INFORMATION

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| Languages: | English, Hindi, Urdu: Fluent | Arabic & French: Basic |
| IT skills: | Bloomberg, Reuters, MS Office – Word/Excel/PowerPoint |  |
| References: | Available on request |  |