

## Contact

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## Top Skills

Loan transfer pricing

Credit

Capital Markets

## Certifications

J.T. O'Donnell on Making Recruiters Come to You

Excel 2013: Charts in Depth

PowerPoint 2013 Essential Training

Mastering Common Interview Questions

Excel 2013: Pivot Tables

# Joel Makowsky

Owner at Budget Blinds of Cliffside Park / Former Corporate Banking Superstar

Greater New York City Area

## Experience

### Budget Blinds

Owner

December 2017 - Present (2 years 8 months)

Greater New York City Area

### Deutsche Bank

Director

September 2005 - July 2017 (11 years 11 months)

New York, NY

Director: Credit Portfolio Strategies Group – Governance Americas

Oversaw all market-based internal transfer pricing of investment grade and leveraged loans in the Americas and served as Capital Allocation Forum Secretary. Initially managed four-person team (2005 – 2012). Transitioned focus to headcount reduction and simplification effort (2012 – 2017).

- Priced approximately 500 loans, representing \$25-35 billion notional, p.a. with a proprietary model using CDS or other credit spreads. Contributed to business case and credit decisions by providing prices and commentary on ability to hedge loan risk.
- Managed team that was primary contact for investment grade and leveraged loan originators in the Americas:
  - Collaborated with junior team members and sister teams, becoming the subject matter expert on calculating market-based internal transfer prices and the group's proprietary system.
  - Transformed team culture from a "black box" provider of prices to a transparent provider by giving written or in-person presentations to internal sponsors of loans, relationship managers, credit, operations, compliance, and division management.
- Streamlined processes as part of new management's multi-year plan to simplify the group and significantly reduce headcount:
  - Led transition from centralized calculation of internal transfer prices for loans to a customer-centric business model which enabled preliminary prices to be calculated by origination teams.

- Trained over 30 internal customers to use CPSG's proprietary model, enabling headcount reduction without impacting service and response times.
- Administered the investment grade governance process as Capital Allocation Forum Secretary for the Americas, documenting the business case decision and rationale for each transaction. Organized periodic underperforming relationship reviews.
- Consulted with group's management, IT and CPSG teams in developing methods to improve pricing and proprietary system functionality.

Deutsche Bank  
Director and Credit Manager  
2003 - 2005 (2 years)  
New York, NY

Supported three relationship managers by managing internal lending-related processes. Industries covered included defense, aerospace, telecom, energy and utilities.

- Performed initial analyses of client credit requests and prepared transaction descriptions for Credit Risk Management.
- Coordinated with relationship managers, credit, product groups and clients, determining the appropriate level of credit exposure based on risk and business case.
- Marketed and structured credit transactions with relationship manager, syndications, and legal counsel for agented transactions.
- Reviewed transaction and amendment documentation with counsel.
- Coordinated allocation of credit facilities across global branch network.
- Achieved Series 24, 7 & 63 registrations (lapsed due to change in function).

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## Education

University of Michigan - Stephen M. Ross School of Business  
MBA, Finance

Cornell University  
BA, Economics