

## Contact

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# Joseph Onischuk

Senior Banker - Managing Director at BNP Paribas  
Greater New York City Area

## Summary

Managing Director with proven domestic and international experience in developing business strategies and enhancing client relationships. Significant knowledge of the energy and commodities industry with a focus on the midstream and downstream oil & gas sector. A successful track record of developing new business, complemented by strong deal structuring, and motivating teams to deliver superior results.

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## Experience

### BNP Paribas

19 years

#### Senior Banker - Managing Director

2011 - Present (9 years)

New York

Responsible for leading the relationships and business development of a portfolio of publicly-traded midstream (MLPs) and refining companies. Focused on advising executive managements of strategic opportunities in Capital Markets (bonds, derivatives, and bank debt) and Corporate Finance.

Registered FINRA Series 79, 63

#### Head of Asia-Pacific Energy & Commodities Franchise Management

2007 - 2011 (4 years)

Responsible for developing and implementing the business strategy for the regional energy franchise with the objective of enhancing the firm's market position and profitability.

#### Managing Director

2001 - 2007 (6 years)

Houston, Texas

Responsible for developing and managing relationships with midstream and refining companies.

## Barclays Investment Bank

Director

1990 - 2001 (11 years)

New York

Developed relationships with energy companies involved in the upstream, midstream, and downstream sectors.

Originated, structured, negotiated, and executed bank financing transactions including project financing, reserve based structured financing, and corporate borrowing.

Advised clients on appropriate capitalization and debt financing strategies.

## Chase Manhattan Bank

Assistant Treasurer

1982 - 1990 (8 years)

New York

Management Training Program, Retail Branch Management (1982-1987)

Credit Training Program (1987-1988)

Middle Market relationship management, Textile & Apparel (1988-1990)

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## Education

Montclair State University

Bachelor's Degree, Marketing / Management · (1982)