

# BRIAN J. ZAMKOTOWICZ

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## OPERATIONS, RISK, AND TRADING Commodities | Trading | Operations

Finance professional with over 15 years of experience in commodity risk, trading and operations. Skilled in maximizing profitability while limiting exposure through institutional controls. Successfully built highly profitable OTC natural gas trading businesses at 3 separate firms over the last 10 years. Accomplished in analyzing physical and financial futures across multiple financial markets.. Technical proficiency in MS, experience with VBA, and completed coursework in Python and SQL.

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|--------------------------|-----------------------------------|---------------------------|
| ▪ Market Risk            | ▪ Strategic Planning and Analysis | ▪ Portfolio Management    |
| ▪ Valuations             | ▪ Quantitative Analysis           | ▪ Option Valuation        |
| ▪ Strategic Partnerships | ▪ Pricing & Risk Management       | ▪ New Business Generation |
| ▪ Operations             | ▪ Option Trading                  | ▪ P & L Attribution       |

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### PROFESSIONAL EXPERIENCE

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#### **AXIOM MARKETS LLC**, New York, NY *Manager of Natural Gas Trading and Risk*

January 2011 – present

- Oversee all aspects of trading desk activity. Maintain appropriate risk profile while maximizing profits. Built natural gas program into a major profit center for the firm.
- Responsible for daily firm mark to market. Research and remedy trading and settlement discrepancies. Work with software developers to improve reconciliation tools. Collaborate with exchanges to streamline margining process on various instrument.
- Research and report on all compliance related issues. Prepare voice, IM, and trade records, and document explanations for any trading actions relating to exchange inquiries. Meet regularly with legal counsel to discuss changes in the regulatory framework, and how in-house policies can be adjusted to comply.
- Collaborated with software team to build in-house crude-oil derivative pricing, risk and position management platform. Execute trading strategies in the crude oil option markets in order to bring crude oil positions into line with our risk management objectives.
- Strategize with senior management regarding capital deployment, and daily risk tolerances. Review monthly, our adherence to those policies and seek to improve the efficiency of our resource allocation.
- Cultivate and foster relationships with brokers. Communicate seamlessly and execute large block trades.

#### **BATTALION CAPITAL MANAGEMENT**, Plainsboro, NJ *Manager- Energy Trading and Operations*

March 2010 – December 2011

- Created the firm's OTC trading program by capitalizing on existing relationships and new partnerships.
- Analyzed firm risk. Instituted and monitored risk protocols to maximize profitability while maintaining a risk profile that was acceptable to firm stakeholders.
- Headed the firm's research on market fundamentals, including supply/demand, power, nuclear, and basis.
- Identified trade opportunities, analyzing various markets, optimizing revenues.

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Page Two of Two

**NEOS SPECIAL OPPORTUNITIES FUND, Houston, TX**

January 2007 – March 2010

*Manager of Trading Risk & Natural Gas Fixed Price*

- Supervised a 10-member team of option market makers; and oversaw company market-making operations across NYMEX, COMEX and NYBOT.
- Collaborated with traders, monitoring and designing limited-exposure skew trades; and managed structured positions across the OTC natural gas market.
- Maintained options model, analyzing market performance and liaising with analysts, traders and fund managers.
- Created the firm's OTC fixed price trading desk by targeting strategic business partners and leveraging existing contacts. Built the fixed price desk into a multi-million dollar segment of the hedge fund.
- Grew business from small private firm to \$50M AUM fund over a two-year period.
- Managed futures and fixed price hedging, including gamma scalping, generating P&L.

**ALMA TRADING, New York, NY**

December 2001 – January 2007

*Floor Trader Agricultural and Metals, 2004 – 2007*

- Traded cotton and sugar options on the NYBOT and gold options on the COMEX.
- Executed volatility arbitrage in cotton, sugar and gold options, making option trades and future hedges.
- Analyzed and determined theta and vega risk tolerances by analyzing implied volatility vs actual market moves.

*Assistant Trader, New York Mercantile Exchange, 2001 – 2004*

- Provided support to NYME traders, analyzing profit and loss (P&L) and monitoring options in unleaded gasoline, heating oil, heat and unleaded cracks, and crude oil.
- Executed OTC trading flow, confirming listed options, derivatives and future trades.
- Reviewed and reconciled trade confirmation daily; and identified trading opportunities by utilizing both internal and external research-based tools.
- Maintained effective trading model, updating analytical software with 'vols' and skews.

*Additional experience as Securities Trader, Floor Trader and Trader Support from 1996 to 2001 in New York City.*

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## EDUCATION & CREDENTIALS

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**Bachelor of Arts in Political Science and Economics, Rutgers University, New Brunswick, NJ | GPA: 3.5**