### Brian J. Zamkotowicz

Atlantic Highlands, NJ 07716 | (201) 600-6645

linkedin.com/in/brianzamkotowicz/ │ brianzamkotowicz@gmail.com

##### Risk and Trading

**Commodities | Trading | Financial Analysis**

Finance professional with over 15 years of experience in 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 * Valuations * Strategic Partnerships * Operations | * Strategic Planning and Analysis * Quantitative Analysis * Pricing & Risk Management * Option Trading | * Portfolio Management * Option Valuation * New Business Generation * P & L Attribution |

# Professional Experience

**AXIOM MARKETS LLC,** New York, NY January 2011 – present

***Senior Manager of Natural Gas Trading and Risk***

* Oversee all aspects of trading desk activity. Institute risk controls and trading limits. Maintain appropriate risk profile while maximizing profits. Built natural gas program into a major profit center for the firm.
* Collaborate with cross-functional teams, streamlining risk and trading processes and software development.
* Responsible for daily trade functions such as designing and implementing trade risk metrics, advising traders on risk solutions, compliance, and issue escalation to senior management.
* Monitor trading activity for appearances of irregularity and document explanations for these specific situations.. Meet regularly with legal counsel to discuss changes to regulatory environment and adjust company policies accordingly
* Cultivate and foster relationships with brokers. Communicate seamlessly and execute large block trades.

**BATTALION CAPITAL MANAGEMENT,** Plainsboro, NJ March 2010 – December 2011

***Manager- Energy Trading and Operations***

* 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.

**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.*

# Education & Credentials

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