**Jeffrey Anderson**: <https://www.linkedin.com/in/jeffrey-anderson-bb916b/>

No dispersion / no single stocks

Competitor: JP Goldman …

He was at Barclays before.

Clients: endowment (ex: Harvard / Columbia) pension funds …

Less politics at Macquarie.

Small nature, family atmosphere.

Mostly commo but cross-asset (equity/fx/interest rates)

**Questions:**

**Hassan Rami & Sunny Ughareja**

Code:

Lambda

Decorateurs

Statics methods

Liste vs dictionary: complexity to access an element

Liste vs array: liste on peut tout mettre dedans et ajouter et enlever / array un seul type et taille fixe

Finance :

-gamma en fonction de la maturité et la moneyness

-vega en fonction de la maturité et la moneyness

-stratégie vol carry

-vol S&P actuelle

-valeur S&P actuelle

-put vs un call quelle est le plus cher sur S&P (put car skew)

-pour les commos ça dépend, ça peut-être inverser en cas de shortage

**Hassan**: cross-asset, mainly commo but also equity

Linear and non-linear strategies, dynamic …

**Sunny**: work with Eric and Sun

Research in portfolio construction, platform …

**Neslon Alves**: he is from Brazil, he likes soccer.

Book to read: world for sale

Clients: hedge funds … crude oil metals

He started at Macquarie in 1999, the 2008 barclays then 2014 MS and back to Macquarie few years ago.

The desk is not just a flow desk, requires technical abilities. Like new challenge, need technical and interpersonal skills.

MS is more political, he is not a fan of it.

Better work environment in Barclays but the problems are the restrictions.

Macquarie is good because both good work environment and you can do business.

Everyone has access to everyone, it’s what is good. Entrepreneurial culture.

**Catherine Littlefield**: sales, not many things

Hi Neslon,

It was great interviewing with you today, I really liked talking with you.

I particularly liked the entrepreneurial atmosphere that you described and the fact that everyone has access to everyone, it’s a great environment to learn.

I will do my best to be part of it. I hope we’ll talk again soon.

Thanks again for your time,

Adrien

**John Kleinow**(john.kleinow@macquarie.com): Sales: commodities + cross-asset. Clients: all America (US, Canada, Brazil …)

He is at Macquarie for 3 years. He has been 14 years in banks. Started at Barclays (with Neslon) in FIC and commodities for 7 years then Bank of America then Macquarie.

He covers hedge funds investors. Macquarie has an expertise in the commodity market. They also do systematic strategies.

Hedge funds changed, they were more fundamental before. Now, they are more quant (signals/ vol …). Other people at Macquarie work with family offices, endowments, pension funds … They work closely with clients.

He works with 8-10 other sales in NY (and 1 in Houston on gaz/oil/power). There are others in London and Sydney.

Macquarie is a bit more niche than the others, specialized with expertise. Entrepreneurial angry spirit, everyone can talk to everyone.

Neslon boss of sales, Eric of Structu