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|  | Richard Elia  Zalka, Lebanon  [eliarichard@gmail.com](mailto:eliarichard@gmail.com) • 009613454079 • www.linkedin.com/in/richard-elia-cmt-cfte-16087b24/  Personal Details:  date of birth • place of birth • nationality  Male • civil status | *Photo*  *Goes*  *Here* |

Head of Equities Trading

Analytical and certified Equity Sales Trading professional with 12+ years of experience in identifying business opportunities, trading/selling equity in target markets and capturing and managing key accounts. Proficient in devising strategies to build equity investments.

Extensive product knowledge, covering vanilla and exotic products, and excellent understanding of risk and Greeks, including familiarity with structured notes, multi-asset options, call spreads, and accelerated share repurchases. Skilled in financial markets products: equities, derivatives, forex and proprietary trading on equities and forex.

Core Competencies

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| * Equity & Derivatives Trading * New Business Development * Cost Control & Revenue Generation * Risk Assessment & Mitigation * Stocks & Propriety Trading | * Negotiations * Research & Technical Analysis * Leadership & Advisory * Capital Markets * Bonds & Hedge Funds |

Career Experience

BLOMINVEST BANK s.a.l. 6/2008 – Present

**Trading Manager Capital Markets**, 5/2018 – Present

**Senior Trader Capital Markets**, 6/2008 – 5/2018

Execute and ensure active cash trading equities across a range of global markets including Arab, Europe, and US to meet fund requirements. Support a range of trading instruments with a focus on equity derivatives (futures on currencies, commodities, US European indies, options and swaps). Lead and mentor a team of five traders; assign duties and monitor performance. Advice high net worth individuals and institutional clients on optimal financing structures by driving competitive technical analysis and third parties research regarding key capital markets of Arab, Europe, and US. Oversee new business planning and facilitation by liaising with branch managers for identifying potential clients.

Key Contributions:

* **Increased profits from 7-10%** by setting up a new futures business and establishing an assistant trader’s desk for risk assessment of clients' accounts.
* **Enhanced business flow and cut costs** by adding Bloomberg terminal for direct placement of client orders instead of using third party paid platforms.
* **Decreased transaction costs** for Arab Equity Markets through negotiation of commission rates with brokers; successfully **increasing revenue by 20%** through targeting local, regional institutions and high net worth individuals.

*Additional Experience as* ***Junior Trader Capital Markets*** *at* ***Bank of Beirut s.a.l.***

Education and Credentials

**Masters in Financial Markets**

Holy Spirit University Kaslik – Jounieh, Lebanon

**Bachelor in Business Finance**

Holy Spirit University Kaslik – Jounieh, Lebanon

**Baccalaureate in Life Sciences**

Collège Champville Mariste – Dik El Mehdi, Lebanon

**Certified Financial Technician (CFTe) |** International Federation of Technical Analysts

**Chartered Market Technician (CMT) |** CMT Association

**Securities, Financial Regulation, Derivatives Certificates** **|** The Chartered Institute for Securities & Investment

**Broker Beirut Stock Exchange**

**Languages: Arabic:** *Native* **| English:** *Fluent* **| French:** *Basic*

**Professional Affiliations**

CMT Association (New York)

**Technical Skills**

Word**|** Access **|** Excel **|** Power Point **|** Reuters Eikon **|** Bloomberg **|** Fundamental Analysis **|** Products

Structuring basics **|** Stocks pair trading **|** Knowledge in hedging techniques using options and futures