

Professional Summary

Results-driven Trade Finance Specialist with 12+ years of experience in international trade and development, driving business growth through strategic banking solutions, risk management, and team leadership. Proven track record of success in commercial banking, foreign exchange, and credit risk management.

Professional Experience

Senior Vice President - Head of Trade Finance

Inazuma.co | January 2018 - Present

Vice President - Trade Finance

GlobalBank Inc. | June 2015 - December 2017

Key Achievements:

- Increased trade finance revenue by 25% through strategic client acquisition and relationship management
- Developed and implemented a risk management framework, reducing credit losses by 30%

Responsibilities:

- Managed a team of trade finance specialists, providing guidance and coaching
- Analyzed market trends and competitor activity to inform business strategy

Senior Trade Finance Specialist

TradeWise Ltd. | March 2012 - May 2015

Key Achievements:

- Successfully structured and executed a \$100M trade finance deal, resulting in a 20% increase in client satisfaction
- Collaborated with the product development team to launch a new trade finance product, generating \$5M in revenue within the first year

Responsibilities:

- Conducted client needs assessments and provided tailored trade finance solutions
- Worked closely with the credit risk team to ensure compliance with regulatory requirements

Trade Finance Specialist

Bank of Commerce | August 2009 - February 2012

Key Achievements:

- Consistently met or exceeded monthly sales targets, contributing to a 15% increase in team revenue
- Developed and maintained strong relationships with clients, resulting in a 90% client retention rate

Responsibilities:

- Processed and approved trade finance transactions, ensuring timely and accurate execution
- Provided support to senior team members on complex trade finance deals

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- International Finance
- Risk Management
- Strategic Management

Technical Skills

Banking and Finance:

- Trade Finance
- Commercial Banking
- Foreign Exchange (FX) Options
- Credit Risk Management

Leadership and Management:

- Team Leadership
- Strategic Planning
- Client Relationship Management

Software and Tools:

- Trade Finance Platforms
- Risk Management Software
- Microsoft Office Suite