

Scott Sato-Connell

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QUALIFICATION SUMMARY

- Analytical financial professional focused on finance and investment, including quantitative and qualitative analysis, utilizing fundamental valuation methods to support investments decisions.

EDUCATION

May 2012 **New York University, SCPS**, Schack Institute of Real Estate, New York, NY **GPA: 3.7**
Master of Science in Real Estate, Finance and Investment

May 1994 **Siena College**, Loudonville, NY
Bachelor of Science, Marketing and Management

EXPERIENCE

Fortuna Realty Group, LLC

Summer 2011 Acquisitions and Asset Management Intern, New York, NY

- Created Proforma statements for pricing and underwriting analysis for acquisition and disposition of properties which included all property types, along with scenario based models calculating unlevered IRR and levered IRR to determine acquisition strategy
- Performed due diligence including physical site inspections, operating expense verification, lease abstracts, market and feasibility analysis and competitive set analysis
- Involved with the asset management of the portfolio including core, value-add and opportunistic investment properties to maximize performance through various initiatives
- Established and built relationships with all parties involved in real estate transactions

Canadian Imperial Bank of Commerce [CIBC] World Markets

2002-2010 Executive Director – Index Arbitrage Trader, New York, NY

- Generated multi-million dollar annual profits, trading multi-billion dollar proprietary index arbitrage portfolio utilizing the futures, equity and option markets
- Modeled and analyzed corporate action and index changes to track trading P&L and the risk impact of the trades
- Developed interest rate trading strategies to control cost of funding for the portfolio
- Built relationships with brokers, established new business opportunities, improved speed of trade executions, reduced costs, and increased profitability
- Created and presented a training seminar for basic index arbitrage trading strategy

2000-2002 Director – Equity Arbitrage Trade Support, New York, NY

- Managed and motivated trade support personnel increasing accuracy of all trade reporting
- Developed and implemented strategies for new business initiatives and automation projects
- Advised accounting, finance, risk, operations, internal and external audit departments about trade input, capture, booking and reconciliation processes

Merrill Lynch

1997-2000 Senior Swaps Analyst, New York, NY

- Provided superior client service for various debt and credit derivative products by communicating with trading, marketing, finance, risk, accounting and operation groups
- Developed standardized procedures for energy derivative operations
- Confirmed, approved and reconciled commodity and interest rate swap transactions with clients

1996-1997 Senior Broker Transfer Representative, Englewood, CO

- Researched and solved account balance discrepancies eliminating potential losses
- Reduced processing time for private client account transfers from 5 to 3 days
- Created training manual for ESPP and ESOP account transfers

SKILLS AND INTERESTS

Proficient with Microsoft Word, Excel, and PowerPoint, Argus Software

Memberships: Urban Land Institute, NYU Schack Institute of Real Estate: REDG (Real Estate Development Group), Mentoring Program, REISA member

FINRA/NASD Registrations: Series 3, 7, 55 and 63

Skiing, Golf, Tennis and Fitness Exercise