STEVEN SEMEL

330 East 83rd Street, NY ● (917) 734-3817 ● ssemel@nyc.rr.com

## BUSINESS DATA ANALYST & EXPENSE MANAGEMENT EXPERT

VENDOR MANAGEMENT ~ PRODUCT DEVELOPMENT ~ QUALITY ASSURANCE

Financial Services Executive; Expertise in Data Management with substantial experience in both supplier and consumer issues around information provisioning. Focus on product positioning and user needs. Develop business impact analysis strategies, financial assessment procedures, and planning criteria. Widely recognized as a leader in implementation of operational continuity frameworks to support vendor/consumer objectives. Skilled at analysis of data consumption pattern, contract negotiations, product positioning, research initiatives, and the maintenance of cost efficiencies. Serve as catalyst for innovation, prompting proactive change by consumers; use technical capability to recognize deficiencies in organizational structures, isolate areas for improvement, and establish integrated concepts to guide effective strategy of data quality and performance-enhancement. Dedicated to generating syntheses aimed at training and preparation, asset protection, and policy compliance that sustain competitive performance particularly in the wealth and expense management industries.

### **Areas of Expertise**

Data Management ● Market Data/Reference Data Analysis & Interpretation ● Vendor Relationships

Product/Project Management ● New Business Development ● Contract Management ● Negotiations

Global Strategies ● Organizational Roadmaps ● Process Improvements ●Budgeting & Forecasting

Leadership & Implementation ● Profit & Loss ● Wealth & Expense Management ● Consumer Insights

Strategic Planning & Solutions ● Product Development & Positioning ● Client Service/Training

### **professional experience**

**Citihub Consulting,** New York, NY,

Sr. Market Data Analyst , 2014

Perform market data vendor compliance and due diligence for a major investment bank

**Dow Jones,** New York, NY,

Data Acquisition Manager, 2014

Providing strategic solutions

**Key Accomplishments:**

* Negotiate and manage strategic global vendors used for both internal and redistribution ( CUSIP, Thomson Reuters, Six Financial, Factset, Standard and Poor’s, Interactive Data, CQG) and exchanges NYSE, NASDAQ, ICE, Asian Exchanges
* Provide policies for market data compliance of internal usage and external usage of services
* Initiated new providers of data for all platforms ( WSJ, WSJ.com, Barons, Factiva, DJX)
* Assisted in North America budgeting and forecasting
* Reviewed current terms and conditions of current contracts to insure best execution.

**HATSTAND, INC,** New York, NY

[**Senior Market Data Business Analyst**](http://www.linkedin.com/search?search=&title=Senior+Market+Data+Expense+Management+Analyst&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title), 2013-2013

Providing strategic solutions

**Key Accomplishments:**

* Strategically manage business requirements for a product displacement for a major investment bank
* Managed above expectations of $750K expense reduction in product displacements.
* Assisted in North America budgeting and forecasting of market data budget
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**DONEPLUS, INC,** New York, NY

**[Senior Market Data Expense Management Analyst](http://www.linkedin.com/search?search=&title=Senior+Market+Data+Expense+Management+Analyst&sortCriteria=R&keepFacets=true&currentTitle=CP&trk=prof-exp-title" \o "Find others with this title)**, 2013-2013

Providing strategic solutions

**Key Accomplishments:**

* Current duties were performed on major hedge funds within North America
* Negotiated and Procured for Data Supplier Services (Thomson Reuters , Bloomberg, Factset, IDC Intex, S&P, Moody’s, SEDOL , CUSIP, Dow Jones ,Global Exchanges and Research Services)
* Analyzed and provided alternative services based on subject matter expertise to traders, quantitative analysts, back office operations.
* Reduced clients expense for data services by 10 %
* Implement policies and governance on data management.
* Performing budgeting and expense management techniques for clients. These techniques enabled significant cost savings.
* Improved vendor management to leverage strategic suppliers
* Improved business user’s data services profiles.

**NEOS & VGO SOFTWARE, INC,** New York, NY

**Senior Reference Data Business Analyst**, 2012-2013

Improve vendor engagement for reference data solutions through guidance in all phases of analytical assessments to ensure successful performance outcomes based on educated decisions and expert opinion. Strategic changes result in acceleration of business capabilities, increased fluidity within organizational pipelines, and timely task delivery.

**Key Accomplishments:**

* Evaluate current methods of data management for deficiencies and develop progressive, strategic solutions toward improved referencing processes for cross-asset vendors.
* Cultivate new professional relationships, balancing and servicing all needs between business and technology.
* Design and implement product roadmaps and proactive concepts for improved vendor processes in the release of global ratings and understanding developmental strategies.
* Lead peers in knowledge-based training opportunities regarding market data vendors and products.

**GOLDEN SOURCE CORPORATION**, New York, NY

**Reference Data Business Analyst**, 2011-2012

Liaised with reference data vendors to diagnose data quality and performance issues and utilized results to refine requirements and plans of current and future projects that resulted in increased client productivity rates of 80%.

**Key Accomplishments:**

* Facilitated growth processes on policy and procedure compliance methods by integrating enterprise-wide data governance practices.
* Polished fixed income portfolio management processes by implementing a data warehouse for effective monitoring of information and timely results delivery.
* Used standardized processes and testing tools in collaboration with key client stakeholders in strategic planning toward project management of asset coverage, fixed income, equities, derivatives and foreign exchange services.
* Recognized as in industry expert, providing feedback and input to industry leaders, EDM council members and product managers on user experience enhancements for modification planning and improvements within applications while leading peer training initiatives toward improved knowledge of market data processes.
* Performed SQL queries to assist in efficient data mapping and implemented decision templates for client aid with IDC, Reuters Datascope and Bloomberg Data Licensing.
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**CREDIT SUISSE**, New York, NY

**Market & Reference Data Consultant**, 2011

Led independent consulting initiatives assisting business leads with improvements toward innovative requirements, strategies, and efficiency surrounding vendor issues while responding and resolving issues in subscriber securities.

**Key Accomplishments:**

* Improved PM Plans and productivity and performance standards through strategic modification of all manual-based processes and procedures, while providing SQL extracts to business leads to assist in data analysis.

**SUNGARD CONSULTING,** New York, NY

**Managing Consultant - Market Data,** 2010

Provided strategic concept development initiatives toward implementation of cost-saving plans and for successful consolidation of vendor contracts.

**Key Accomplishments:**

* Implemented new procurement processes for efficient management of incoming market data service requests.

**CITIGROUP,** New York, NY, 2000 – 2010

**Vice President Private Bank Wealth Management Division – Market Data,** 2007-2010

Played integral role in all areas of global strategic and cost-saving initiatives for user communities consisting of financial advisors, traders, bankers, technology specialists, and operations managers. Recognized as an instrumental leader in cultivating and balancing business and technical relationship needs while facilitating new products and services to business communities that enhanced attainment toward revenue objectives.

**Key Accomplishments:**

* Postulated guidance in data sourcing and data governance practices for improved management of data retrieval and security mastering of internally developed applications.
* Reviewed design plans and assessed data of business communities to successfully position new products and services aimed toward profitability and revenue objective attainment.
* Analyzed and managed negotiation of vendor contracts for ultimate leveraging potential toward attainment of corporate contracts.. Cultivated and developed key business relationships with market data vendors, consolidated user contracts, and initiated cost saving adjustments. adjustments through contract renegotiations and leverage of utilities that procured a savings of $1 million.
* Supervised third party provider market data services, gathering key requirements and specifications needed while managing licensing and compliance issues relating to applications for Wealth Management platforms..

**Vice President of Alternative Investments – Market Data and Software & Vendor Management,** 2004-2007

Managed vendor relationships for all market data and research services (Bloomberg, Factset, Moody’s and more), providing strategic direction in complex projects while coordinating and leveraging technology-based contracts.

**Key Accomplishments:**

* Eliminated cost deficiencies of $250K through successful contract renegotiations and product replacements.

**Vice President of Asset Management – Market Data,** 2002-2004

**Key Accomplishments:**

* Managed all real-time market data services for user community and vendor relationships while performing market data projects involving Internet and desktop delivery.
* Involved in soft dollar administration process
* Oversaw project and order management, FIX implementation processes, and Project Manager Plans.
* Formulated cost effective strategies for vendors to assist with report of financial, technological and contractual information and product status.
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**SALOMON SMITH BARNEY – CITIGROUP (Pre-Merge),** New York, NY

**Senior Business Market Data Analyst,** 2000-2002

Executed multifaceted desktop and web related project management duties for Investment Banking, Asset Management, Equity Research, and Executive Offices within Citigroup.

**Key Accomplishments:**

* Refined market data processing by eliminating unnecessary services, saving the firm $1 million annually.
* Empowered the business community by providing market data and project management expertise toward conducting formal requirements for e-commerce and desktop/server software deployment.
* Maintained fluidity in all operations supporting a successful merger of Salomon Smith Barney with CITIGROUP.

**INVESTMENT MANAGEMENT SERVICES,** New York, NY

**Market Data Analyst,** 1997-2000

Maintained accuracy and efficiency of Domestic and International equities, fixed income, foreign exchange and derivative market rate information delivered via Bridge, Telerate, Reuters, Bloomberg, CSI, MBH, CompuStat, FactSet, FirstCall, & Interactive Data and responded to subscriber inquiries/concerns toward market data vendors.

**Key Accomplishments:**

* Offered training and career development initiatives on Kobra front end applications as well as assisted in performing ad hoc SybaseSQL programs and queries for deployment of improved performance indicators.

### **EducatioN & AREAS OF STUDY**

* **Dean Junior College**, Franklin, MA, Associate of Computer Science
* **Proficiencies in Study:** Accounting, Economics, Business Management, COBOL, Lotus 123, Dbase, Dynamic Data Exchange, System Analysis and SWAPS/FRAS/FUTURES database maintenance**.**