RAVI BHAGIA

Senior Investment Advisor

Dubai

+97150 4655922

ravibhagia@gmail.com

ABOUT ME

With 18 years as an Investment Advisory professional, I bring a blend of experience from both the buy-side and the sell-side of the industry. With a keen understanding of market dynamics, I specialise in delivering strategic insights and actionable investment recommendations to UHNW and HNW clients. My expertise lies in portfolio management and client relations, enabling me to help clients achieve their investment objectives.

SKILLS

- Global Macro
- Multi-Asset Portfolio Allocation
- Structured Product Sales
- FX and Equities Specialist

WORK EXPERIENCE

LGT (Middle East) Ltd., Dubai — JUL 2017 - PRESENT

SENIOR INVESTMENT ADVISOR

Investment Strategy and Portfolio Management:

- Develop personalised investment portfolios for UHNW and HNW clients based on their risk profile
- Monitor and manage clients' investment portfolios, ensuring they are aligned with the agreed-upon risk and return profiles
- Follow a disciplined core-satellite portfolio approach across asset classes with the intention of creating long-term sustainable portfolios and generating alpha for higher returns
- Conduct portfolio reviews on a regular basis, making necessary adjustments to optimise returns

Business Development and Revenue Sales:

- Work closely with Relationship Managers to build business by meeting prospect clients, pitching all investment service offerings and strengthen existing client relationships
- Conduct investment presentations for the internal staff, briefing them with global macroeconomic trends, major world events and central bank policy updates

- Generate tactical and strategic Structured Product ideas (FX and Equities) on a weekly basis for the front and for Direct Access Clients to increase transactional revenues / parallel sales
- Promote and sell in-house funds and third-party funds (across all asset classes) to increase recurring revenues for the bank
- Maintain close contact with UHNW active clients to discuss and share market updates and actionable trade ideas for the portfolio
- Liaise and arrange third-party fund managers to present to the front

Documentation and Compliance :

- Ensure all sales activities comply with the regulatory standards and internal policies, including proper documentation of client interactions and transactions
- Ensure all cross-border trainings are complete as per compliance requirements

Key Achievements:

- Helped establish the Active Advisory desk and contributed to build policies and procedures for the desk
- Helped market and communicate new FX and Equity products to Direct Access Clients and Relationship Managers resulting in an exponential growth in revenues for the bank
- Conducted structured product training and systems training for ARMs and RMs (FinIQ)

ABN AMRO Private Banking, Dubai NOV 2014 - JUN 2017

SENIOR DEALER - TREASURY AND PRODUCT SOLUTIONS

- Provided advisory solutions to clients on all asset classes
- Generated FX Product ideas for Relationship Managers and Direct Dealing Clients in order to contribute to the revenue targets
- Executed trades on behalf of clients in all asset classes including Equities, FX (spot, forwards, NDF’s), Interest Rate Swaps, Fixed Income, and Derivative Products (Structured Products, Dual Currency Deposits, FX Options and Equity Options)
- Worked closely with Relationship Managers and helped review client portfolios
- Conducted weekly presentations to internal staff, generating opportunistic short-term/medium-term trade ideas to increase trade volumes
- Monitored Money Market functions such as lending and borrowing of loans and deposits through international and local financial institutions
- Coordinated with back office staff to ensure smooth settlement of client trades

Noble House Investments (family office), Dubai MAY 2011 - SEP 2014

INVESTMENT ADVISOR

- Provided yield enhancing strategies and hedging strategies on existing local currency fixed income investments through FX Options
- Analysed and recommended new bond issues and reviewed existing bond portfolio on a daily basis

- Monitored all economic and political events impacting the group's investment portfolio
- Researched and analysed hedge funds, equity funds and other alternative investments to build a diversified portfolio
- Evaluated and summarised macroeconomic research reports to provide an overview to the investment team
- Analysed Private Equity deals received by international banks to determine profitability

Bin Zayed Group (family office), Dubai NOV 2006 - APR 2011

SENIOR PROP TRADER / INVESTMENT ADVISOR

Foreign Exchange Proprietary Trading

- Executed strategic long term and intraday trades in the global FX markets
- Prepared FX weekly reports for the company's investment committee, briefing them with market interpretations and new emerging trends in the FX markets and making strategic recommendations
- Monitored global monetary, economic and political trends impacting the Company's FX strategy & exposures
- Traded G10 currencies, crosses (FX spot/forward/Options) and NDF's
- Evaluated counterparty banks and monitored credit lines, daily P/L and liaised with FX Operations

U.S and Emerging Markets Equities Proprietary Book

- Assisted senior portfolio managers in equities research
- Provided daily trading strategies for the U.S Equities Prop book i.e. Technical Outlook, hedging via options
- Analysed emerging markets fund proposals suggested by private banking firms
- Assisted in analysis of global IPO/new issue deal flow analyst calls and syndication

EDUCATION

University of Mumbai 2006

BACHELOR OF BANKING & FINANCE

Chartered Institute for Securities & Investment (CISI) - (UK FSA Regulated)

INTERNATIONAL CERTIFICATE IN FINANCIAL ADVICE (ICFA)