



MATTEO NICOLÒ LUDOVICO MILANESI

Institutional Fixed Income Salesperson with over 10 years of experience in credit and rates within both developed and emerging markets. Proactive, self-directed and team player. Great relationship management skills and business hunting mentality.

Experience:

Oppenheimer & Co. Inc., London

2019-current

Executive Director, Fixed Income Sales – Credit and Rates

- Revenue Generated: in excess of \$750,000 per year
- Investment Grade, High Yield, Emerging Markets bonds trading
- Opened over 30 accounts since joining
- Built IG/HY EUR business by bringing old and new clients in
- Consistently increased revenue year over year by min 25%
- Successfully managed client relationships and leveraged the firm's platform across trading, research and primary market
- Worked closely with syndicate desk to place primary market deals

KNG LLP, London,

2017-2019

Fixed Income Sales – Credit & Structured Products

- Revenue generated: in excess of \$250,000 per year
- Liquid / illiquid bonds, private placements, structured notes trading
- Investment Grade, High Yield and distressed bonds trading
- Non-Performing Loans (NPL's) trading
- Developed and Emerging Markets focus
- Trade idea generation
- Working closely with Special Solution team for private placements and structured finance deals

OTCex – HPC, London

2015-2016

Fixed Income Sales – Credit and Rates

- Set up Fixed Income desk for the European market
- Migrated client base from previous work experience

EDMOND DE ROTHSCHILD, London

2013-2015

Fixed Income Sales – Credit and Rates

- Revenue generated: in excess of \$250,000 per year
- Formulated trading ideas for customers through extensive market research aimed at executing fixed income trades beneficial to the client and generating revenue
- Increased revenue by seeking out opportunities in asset classes and clients that weren't yet covered by the firm



KING & SHAXSON LTD, London

2011-2013

Fixed Income Sales – Credit and Rates

- Awarded “2012 Junior Broker of the Year”
- Revenue generated: in excess of \$150,000 per year
- Researched the unexplored Italian market to grow new business
- Developed a list of potential clients and made cold calls
- Built own book of clients

JP MORGAN CHASE, London

2007-2009

Credit Hybrids Analyst

- Generation of Daily Theoretical Fund NAVs (Net Asset Values)
- Reconciliation of Theoretical NAVs with fund accountant Official NAVs
- Generation and Analysis of fund scenarios
- Daily interaction with Trading and Structuring desks to support trading activity such as trade analysis and trade booking
- Production of daily P&L and explanation of moves to the trading desk
- Provided ad hoc reports driven by Front Office and Clients
- Enhanced daily process to increase controls and integrity of the data

BLOOMBERG L.P., London

2006-2007

Fixed Income Analyst

- In charge of the Italian Stock Exchange Feed Project
- Responsible for Italian and Greek Domestic Bonds, with great focus on government auctions
- Managed relationships with EMTN and Syndication Desks of top lead managers and underwriters
- Headed Money Markets when the New York desk was closed
- Analyzed and processed information on new bond issues
- Analysis of structured notes through Bloomberg functionalities such as BXT (accrued interest calculation), YA (yield analysis), OVCV (convertible bonds), SWPM (swap manager)
- Client Service: answering client needs and resolving their enquiries

Education:

BOCCONI UNIVERSITY, Milan, IT

September 2011

SDA Bocconi School of Management, Master of Corporate Finance

- Specializations in Corporate Finance & Capital Markets

UNIVERSITY OF TURIN, Turin, IT

March 2006

Bachelor of Economics, Finance & Management concentrations, Graduated with Honors

- Specializations in Markets & Financial Intermediaries



Experience whilst studying:

LA COMPAGNIA FINANZIARIA MERCHANT BANK, Milan, IT

Summer 2011

Equity Advisor

- Analyzed financial needs of corporations based on their financial statements
- Industrial reorganization through financial analysis and business planning evaluation: identification of weaknesses and brainstorming creative solutions to allow the client to restart business cycle
- Led and prepared presentations of clients' financial situation to company owners and bank senior management in order to negotiate new financing

DECILLION EUROPE LTD

Summer 2005

Junior Fixed Income Broker

- Daily exposure to derivatives trading in a busy environment
- Bonds research, bonds pricing, duration calculation

Additional:

- Extensive knowledge of Bloomberg, Reuters, Salesforce and Microsoft Office
- Interests: kitesurfing, football, tennis, skiing
- Professional Football Referee
- Piano: Academy of Music of Turin