



MAX JONATAN GONN

PROFILE

15+ years of experience covering the Nordic market with sell side houses in Sweden and internationally. I have successfully built and operated several businesses in this industry with the latest as Head of Fixed Income and Private Markets for Gottex Groups Fixed Income business. I have extensive experience as a leader in a financial institution and have a deep understanding of the fixed income and private credit markets, customer relations, transactions, regulation and entrepreneurship. I am a team player with a key focus on customer value and passion for building businesses.

EMPLOYMENT EXPERIENCE

Gottex Group, Stockholm, Sweden / London, United Kingdom

Jan 2019-Present

Head of Fixed Income and Board Director

- Responsible for the Groups Fixed Income and Private Markets division overseeing staff in Stockholm, London and Zürich.
- Part of Gottex Securities Board of Directors since January 2019
- Strong book of buy side clients across the Nordics, UK and Western Europe for both fixed income and private credit
- Focus on high yield and distressed debt
- Top producer within the fixed income team for the last 10 years
- Track record of originating, structuring, and placing public and private new issues

RP Martin Stockholm AB, Stockholm, Sweden

Nov 2015-Dec 2018

Managing Director, Board member and Broker

- Leading the groups Stockholm branch with 7 employees and 2 external contractors.
- RP Martin Stockholm is the number one broker on Swedish government, covered bonds and a leading broker in the Nordic region on the secondary market for investment grade and high yield bonds.
- Ultimately responsible for everything from the day-to-day trading, reporting to the board and growing the business.
- Continued to grow the company's client base with investors focusing on high yield from 25 investors to over 200 high yield investors (mutual funds, insurance companies, foundations, private banks and hedge funds) in the Nordic region, Luxembourg, Baltics and UK.
- Worked closely with the former owner of RP Martin Stockholm to find a buyer for the business after he wanted to exit. Transaction completed approved and new owners are Gottex Securities AB
- In 2015 successfully implemented a reduction of cost base while contributing to increasing revenues during the period.
- Part of the group's management team, credit committee and point of contact with regulators.

Manager Institutional Desk

July 2011-Nov 2015

RP Martin Stockholm AB, Stockholm, Sweden

- Promoted and moved internally within the firm to set up an institutional trading desk in the groups Stockholm branch.
- Continued building the desk with expanding the client base, hiring and managing a desk of three people.

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- Ranked top dealer 2011-2015 with one of the Nordic SSA.

Senior Institutional Sales

May 2009-June 2011

Wallich & Matthes BV, Amsterdam, Netherlands

- Wallich & Matthes was the largest agency broker in the Benelux region with over 60 fixed income brokers covering whole of Europe on credits and rates.
- Sales/trading of fixed income products (money market, rates and credits) with focus on building up the institutional client base in the Nordic region.
- Clients include sovereign agencies, asset managers, corporate treasuries, pension funds, hedge funds, banks and wealth managers.
- Responsibilities also included staff reviews, revenue generation and cost management.

Care and Do Sweden AB, Malmö, Sweden

Feb 2009-Present

Board member

- Member of the board of a family-owned spin-off health care business

EDUCATION**European Business School, London, UK**

2005- 2008

BA (Hons) degree in International Business with finance major. Grade: 2.1 (Upper Second class)

San Francisco State University, San Francisco USA

Aug 2007

Exchange Student

Johannes Kepler Universität, Linz Austria

Feb 2007

Exchange Student

St. Petri School (Natural Science), Malmö, Sweden

2002-2005

A levels

TRAINING

- Anti money laundering and compliance training London & Stockholm, (2023, 2024)
- Bribery Prevention, London, United Kingdom (2020,2021,2022) Tradition UK Ltd
- Data Protection, London, United Kingdom (2020,2021,2022) Tradition UK Ltd
- Doing business with Integrity London, United Kingdom (2020,2021,2022) Tradition UK Ltd
- Conduct rules in financial markets London, United Kingdom (2020,2021,2022) Tradition UK Ltd
- Information Security London, United Kingdom (2020,2021,2022) Tradition UK Ltd
- Anti money laundering and compliance training London, United Kingdom (2020,2021, 2022) Tradition UK Ltd
- Anti-money laundering and compliance training, Stockholm, Sweden (2019) Apriori Advokatbyrå
- MiFid II, Stockholm, Sweden (2017-2018) Advokaterna Liman & Partners
- Anti-money laundering training Stockholm, Sweden (2011-2018) Advokaterna Liman & Partners
- International Capital Market Association, London, United Kingdom (2013) Inflation linked Bonds and structures
- Dutch Securities Institute, Amsterdam, Netherlands (2011) Ethics, market practices
- Investment Education Plc, London, United Kingdom (2010) Swaps and Derivatives
- Leadership Management, Amsterdam, Netherlands (2009)

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LANGUAGES

- Swedish (native speaker)
- English (fluent)
- German (good working knowledge)
- Norwegian (good working knowledge)
- Danish (good working knowledge)
- Polish (basic knowledge)
- Russian (basic knowledge)