



Kristina Vargova

PROFESSIONAL EXPERIENCE

PIMCO, London, United Kingdom

Feb 2021 – now

Associate, Account Management, Nordics

- Support the Head of Nordics in building and maintaining relationships with Nordic institutional and global wealth management clients, covering multiple asset classes including alternatives
- Manage ongoing fundraising and due diligence processes incl. various RFPs/RFIs and DDQs
 - Led an ESG RFI for Swedish institutional client, resulting in a reinvestment of £50m into the alternative fund
 - Completed RFP for Icelandic client on COF IV (Corporate Opportunities Fund IV), winning the mandate
- Onboard new clients, including leading IMA discussions with clients
 - Managed the whole sales and onboarding process for Nordnet (leading retail platform in Nordics)
- Produce investor communications, including pitchbooks, portfolio review presentations and write-ups
- Respond to any ad-hoc investor requests and manage inflows/outflows for SMAs liaising with trade floor and PMs
- Source and identify new clients
 - Prepared prospect investor lists and assist with organization of roadshows and key investor events (Di Risk & Return)
- Host client meetings and present PIMCO's strategies, respond to any follow-ups and maintain CRM records
- Write briefing memos for senior management regarding high-profile events such as the CIO dinners or DD meetings in NPB
- Prepare customized reports for separate accounts involving performance updates, market commentary and attribution analysis
- Conduct industry research on ESG trends in the Nordics mapping landscape, identifying opportunities and preparing an engagement plan with findings being shared with PIMC

Executive Office Ministry of Foreign Affairs of Denmark, Rome, Italy

Sep 2020 – Jan 2021

Trade Council Intern, Royal Danish Embassy in Rome

- Collaborated directly with the Head of Trade, providing advisory to Danish corporate clients on market opportunities in Italy related to export, innovation, internationalization, and investment promotion to strengthen bilateral trade relations
- Engaged in strategic consulting, focusing primarily on the Green Energy & Circularity sector
- Assisted Danish CEOs of sustainable innovative companies with expansion strategies by connecting them with potential partners and investors at the Re-Think Circular Economy Forum in Milan 2020, leading to successful client engagement

IBM, Copenhagen, Denmark

May 2019 – Jan 2020

Sales Analyst, Global Markets (Part-time)

- Worked directly with the managing director overseeing the largest Danish IT corporation, and supported the team throughout the entire sales process, including organizing client information, managing client communication and business updates, and reporting
- Managed bi-weekly financial performance reporting, tracking key KPIs for each business unit

MAWNEY Partners



- Developed a communication platform summarizing product offerings, events, and news to streamline client communication
- Assisted in organizing a visit to New York for one of IBM's largest clients, featuring key speakers such as the CEO and CFO

ACADEMIC HISTORY

Copenhagen Business School, Copenhagen, Denmark

Sep 2019 – June 2021

Master of Science in International Business and Politics

- Master Thesis: External and Internal Drives for Sustainable Investment, A contextual study of Danish Pension Funds
- Relevant courses: International Trade and Investment, Advanced Macroeconomics, Analysis of Industry and Competition

The Chinese University of Hong Kong, Hong Kong, China

Sep 2018 – Dec 2018

Exchange Semester at CUHK Business School

Copenhagen Business School, Copenhagen, Denmark

Sep 2016 – June 2019

Bachelor of Science in International Business and Politics

- Bachelor Thesis: Sustainability in the European Banking Sector and Its Impact on Corporate Financial Performance
- Relevant courses: Corporate Finance, Financial Accounting, International Business Strategy, EU Business and Politics

LEADERSHIP & VOLUNTEER ACTIVITIES

The McGill International Portfolio Challenge, Montreal, Canada

Sep 2019 – Nov 2019

Semi-finalist, Asset Management Case Competition

- Selected along with the CBS team to participate in the MIPC; secured initial qualification and was chosen from over 100+ teams to compete in the global final in Montreal; presented a portfolio allocation strategy with a focus on sustainable investing

CBS Sustainable Investment Club, Copenhagen, Denmark

March 2020 – June 2021

Corporate Relations and Board Member

- Supported fundraising efforts, facilitated the establishment of future corporate partnerships, and the launch of a newsletter
- Directed a team of 5 in organizing the Sustainable Finance Series with Nordea, Axcel, and Mærsk; boosted membership by 6x

LANGUAGES & SKILLS

- Languages: Slovak (Native), English (Fluent), Danish (Fluent), Italian (Fluent), Russian (Advanced) and Swedish (Basic)
- Technical skills: Microsoft Office (Excel, Word, PowerPoint, Outlook), Salesforce, Bloomberg, Preqin, PowerBi and Northstar
- Certifications & Memberships: CFA Level II. Candidate, 100 Women in Finance member, and Female Invest member



- Interests: Dance (2nd in National Dance Cup), Public Speaking (1st in Regional Competition & Award for the Best Speaker), Scuba
- Diving (completed > 20 dives, received PADI Open Water certificate), Tennis and Golf