



**Patrik Jernmark**

**PROFILE**

Experienced credit sales professional across all spread products, having generated both risk & risk-free revenue for employers in the global capital markets. I can contribute with the technical proficiency and experience in marketing/trading IG/HY/EM & ABS/CLO to/with banks, asset managers and pension insurers throughout Europe, and particularly the Nordic region. I have measurable results in building relationships from scratch to becoming institutionalised revenue-generating partnerships together with my colleagues across DCM, Trading, Sales & Research.

With a tenacity to progress conversation into action and an energy that raises the level of the whole team, I will grow business for any future employer.

**WORK EXPERIENCE**

**Pareto Securities Oy, Helsinki**

04/2023 – To date

*Senior Credit Sales*

- High Yield Credit sales to institutional clients in Europe/US, both on the public and private side.
- Onboarding of new clients and consistent generation of trading activity on a day-to-day basis.
- Consistent top 5 performer in secondary trading at Pareto globally.

**OP Corporate Bank PLC, Helsinki**

09/2019 – 02/2023

*Senior Credit Sales*

- Responsible for generating revenue by maximising the bid/offer in our trading business when connecting lenders and borrowers through both risk and risk-free trading of corporate bonds.
- Successfully grew the Credit business by 25% in my first year with the bank and increased the market share of our ECP business for the Treasury by 50% in 3.5 years.
- Part of a team of 3 generating €5-€8 million of revenue in primary & secondary Nordic Fixed Income split between IG/HY and CP/ECP. Doubled the risk-free trading business when the pandemic hit.
- Learned to optimise the time between managing a large book of clients (ca 500) passively to actively pursue high-value clients for maximum revenue generation.

**Liquidity Finance LLP, London**

02/2018 – 05/2019

*Nordic EM Credit Sales*

- Built out the Nordic Emerging Markets business by adding 8 new clients to the business.
- Helped clients to stay in tune with developments in the Emerging Market sovereign and corporate debt markets and provided liquidity through access to a wide network of investors.

**Seaport Group Europe LLP, London**

02/2017 – 02/2018

*Nordic HY/Distressed Sales*

- Expanded the Nordic High Yield credit business by providing liquidity in distressed credit situations.
- Intermediated large blocks of distressed Emerging Market Debt for Nordic AMs into distressed credit funds in London.



**Natixis, London**  
*Nordic Credit Sales*

09/2012 – 02/2017

- Consistent yearly revenue generation of €2-2.5 million for the Nordic credit business distributing/trading HY/IG/CLO.
- Instrumental in distributing the bank's CLO mandates to Nordic insurance asset managers across the whole capital structure.
- The largest trade made generated €900,000+ in revenue by securing the placement of a UK middle-market CLO to a Danish insurance company.
- Effectively provided market colour & seamless execution to Nordic institutional clients and equally was a focal point internally to progress the business with key accounts.
- Supported the origination desk to win several debt mandates in the Nordic region.

**Kleinwort Benson Bank, London**  
*Nordic & Distressed Credit Sales*

01/2011 – 09/2012

- Pivotal in developing the intermediation of bankruptcy claims for the bank, generating more than \$1mm in risk free business.
- Effectively supported one of the largest Icelandic banks in their valuation of a CDO of ABS portfolio, ultimately helping them to maximise the value extracted in the sale of that portfolio.

**CF Partners LLP, London**  
*Structured Finance Broker*

05/2010 – 01/2011

- On-boarded 20+ new clients for the firm in 6 weeks and generated \$400K+ in risk-free revenue over 7 months, intermediating legacy ABS/CLO bonds.
- Connected the firm's CO2 fund with alternative asset managers globally.

**Numerix LLC, Stockholm**  
*Nordic Sales Manager*

05/2009 – 05/2010

- Provided Nordic financial institutions with solutions based on a model library for structuring, pricing, and risk/portfolio management of complex cross-asset derivatives.
- Organised the set up the Nordic office in Stockholm.

**Erik Penser Bank, Stockholm**  
*Institutional Sales Manager*

01/2008 – 01/2009

- Built out the Swedish institutional structured product's business, including client coverage of large foundations, municipalities, pension funds and other asset managers.
- Product development in FICC for sale to both our institutional and retail client base.

**Bear Stearns International Ltd., London**  
*Nordic Credit Sales*

09/2004 – 07/2007

- Built out the flow credit distribution business in the Nordic region to generate \$2 million a year.
- A key counterparty for Nordic banks' synthetic credit businesses, helping them to hedge their synthetic CDO products.
- Cultivated new Nordic treasury clients for the structured credit business to place senior tranches of RMBS & CLOs with.
- The culture of Bear Stearns built an entrepreneurial mind-set that I have had a lot of use for throughout my career.



**Barclays Capital PLC, London**

*Nordic Credit Sales*

02/2002 – 04/2004

- Graduate Program of 2002 with placement in the Credit & Rates sales teams.
- Built out the first Nordic flow rates sales team covering financial institutions.
- Responsibility for the Nordic repo business rolling £2bn+ annually.
- Learned the ins and outs of generating business from asset managers in the fixed income capital markets.

**EDUCATION**

**Jönköping International Business School**

*MSc in Business Administration*

1997-2002

- Finance & Strategic Management.
- Exchange at University of Westminster, London & Handelshochschule Leipzig.
- Pass with distinction.

**LANGUAGES**

- Swedish / Native
- English / Full Professional Proficiency
- German / Intermediate
- Finnish / Beginner