



**Robert von Celsing**

**Professional Profile**

Experienced finance professional with over 20 years of expertise in institutional sales, high yield bonds, structured finance, and Nordic equity markets. Proven track record of working with institutional investors across Europe, the Nordics, the UK, and the US, driving business growth and delivering tailored investment solutions. Fluent in multiple languages and highly adaptable to cross-cultural environments.

**Education**

**Università Commerciale Luigi Bocconi, Milan, Italy** 2002–2005  
*BA in Business Administration*

**Åva Gymnasium, Täby, Sweden** 1997–2000  
*Technical Upper Secondary School Diploma*

**Djursholms Samskola, Djursholm, Sweden** 1994–1997  
*Grundskoleexamen (GCSE equivalent)*

**Professional Experience**

**Clarksons Securities AS, Oslo, Norway** August 2022 – Present  
*High Yield Sales*

- Manage relationships with Nordic and UK institutional investors, offering bespoke high yield solutions.
- Leverage market insights to provide strategic advice on Nordic and UK fixed-income investments.

**Fearnleys Securities AS, Oslo, Norway** October 2020 – August 2022  
*Equity & High Yield Sales*

- Worked closely with US and European institutional investors, specializing in equity and high-yield products.
- Delivered tailored investment strategies within the Nordic and international markets.

**Arctic Securities LLC, New York, USA** September 2015 – October 2020  
*Structured Finance/Fixed Income Sales*

- Focused on trading, structuring, and capital raising for USD-denominated high-yield bonds.
- Built strong relationships with US-based investment funds, facilitating Nordic issuances.

**Arctic Securities AS, Oslo, Norway** May 2012 – September 2015  
*Structured Finance/Fixed Income Sales*

- Worked on complex structured finance deals with a strong focus on the US investor base.
- Contributed to successful capital raising initiatives for Norwegian issuers.



**Pareto Securities AS, Oslo, Norway**  
*Equity & High Yield Sales*

July 2011 – April 2012

- Focused on US institutional investors, providing expertise in offshore and shipping sectors.

**SEB Enskilda AS, Oslo, Norway**  
*Institutional Equity Sales*

October 2005 – May 2011

- Covered European institutional investors specializing in Nordic equity markets.
- Provided market analysis and developed bespoke equity strategies for clients.

**Svenska Handelsbanken AB, Copenhagen, Denmark**  
*Custody Services, Institutional Clients*

Summer 2002

- Supported Danish institutional clients with Nordic securities trading and settlements.

**Svenska Handelsbanken AB, Stockholm, Sweden**  
*Account Manager, Custody Services, Institutional Clients*

October 2000 – May 2002

- Managed a portfolio of large Swedish institutional clients, overseeing trade settlements.
- Delivered exceptional service to institutional clients, ensuring accurate execution and reporting.

### Languages

- Swedish: Mother tongue
- English, Norwegian, Danish: Fluent
- Italian: Basic knowledge Additional Information