Julian Broche

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An immigrant/first-generation graduate that transitioned successfully from Aviation to Wall Street. A passionate lifelong learner who has extensively iterated between successes and failures, that wields a swiss army knife (breadth) of knowledge, which spans many industries and disciplines. My innate curiosity and intuition powers an ability to connect the dots to discover inefficiencies within data, processes, and ultimately people. I seek to add value to an organization as a Quantitative Researcher by bridging the gap between technical and non-technical internal/external stakeholders.

Skills

Spoken Languages | English, Spanish, Portuguese
Languages/Environments | Python, SQL, Spark, Excel, Word, PowerPoint, Factset, SNL Financial
Packages | Pandas, NumPy, NLTK, BeautifulSoup, TensorFlow
Data Visualization | Seaborn, Plotly, Tableau
Modeling | Statistical Modeling, Regression Models, Classification Models, Time Series Analysis, Neural Networks, Image Classification
Statistics | Statistical Distributions, Bayesian Analysis, p-Values, Hypothesis Testing, Bayes Theorem

WORK EXPERIENCE

STOA Technologies LLC — **Atlanta, GA**
Co-Founder — *May 2019 – November 2019*

- Wrote several macro research notes for prospective clients that focused on the regulatory risk of blockchain assets in a portfolio and external factors driving traditional markets, which spill over onto the digital asset space. Built a differentiated institutional quality pitch deck and led capital raising, which resulted in soft commits of ~$2 million dollars

RBC Capital Markets — **San Francisco, CA**
Specialty Finance, Equity Research Associate — *July 2017 – May 2019*

- Coverage Industries: Aircraft Leasing, BDCs, Consumer Credit, Mortgage REITs, published numerous in-depth research reports and built valuation models that allowed flexibility to perform sensitivity analysis
- Interfaced with company management to conduct extensive due diligence
- Conducted fundamental analysis on coverage names to forecast financials, determine price targets and ratings
- Tracked consumer credit data such as card charge-offs, 30/90+ day delinquencies, NPL balances in addition to commercial aircraft values to produce data-driven value added monthly and quarterly notes

New York, NY
Interest Rates Trading Analyst — *July 2016 – July 2017*

- Executed trades in excess of $500 million for the head trader, in addition to solving trade breaks, calculating daily carry for the U.S Treasuries desk, monetized internal Investment Grade flow to maximize profit across the FICC platform

New York, NY
Equity Derivatives Analyst — *May 2015 – August 2015*

- Researched disparate sources to compile a newsletter and weekly global economic calendar, which provided relevant information in a central location every morning for the sales team, while supporting traders with a range of ad hoc projects that included volatility, stochastic screening and event based back-tests

Voya Financial — **Atlanta, GA**
Financial Control Risk — *October 2014 – January 2015*

- Conducted SOX internal testing and risk assessment on fixed income derivative trades

LEADERSHIP & PROFESSIONAL DEVELOPMENT

KSU Student Managed Investment Fund LLC — **Kennesaw, GA**
Chief Executive Officer — *January 2014 – March 2016*

- Led a team of 6 analysts and executed a macro strategy, that resulted in 8 investments averaging 26.48% ROI during tenure

EDUCATION

Kennesaw State University — **Kennesaw, GA**
Bachelor of Business Administration, Finance — *2016*

General Assembly — **Remote**
Data Science Immersive, Bootcamp — *2020*

- 480+ hrs full time educational program strengthening Data Science skills including: Python, SQL, Data manipulation, Data visualizations, Regression, Classification, Neural Networks, Web scraping, APIs, NLP, Advanced Supervised/Unsupervised ML, Time Series Analysis, Statistics