

–SUMMARY OF EXPERIENCE–

- Detail oriented manager, with broad experience, strong relationships and versatile skillsets.
- Interests include business development, risk management & transfer, data analysis, modeling and process codification

–EMPLOYMENT HISTORY–

BUSINESS DEVELOPMENT | PROJECT MANAGEMENT

DARIEN, CT (2017 - PRESENT)

PRESIDENT /CFO / BUS DEV MGR / PROJ MGR

- Started successful macro-oriented trading business that produced audited 70+% ROA (JBS Capital)
- Reorganized and presented business strategy for optical blood glucose detection device (St. Louis Medical Devices)
- Successfully renegotiated technology transfer agreement with major academic institution (St. Louis Medical Devices)
- Implemented Agile project management principles into prototyping and production processes for new dermatological medical device (Sheard & Drugge)

RISK MANAGEMENT & FINANCE

BOSTON, CHICAGO, GREENWICH, NEW YORK (1996-2018)

DIRECTOR | CREDIT & VOLATILITY PRODUCTS

- Managed \$2bln US HY credit portfolio using corporate securities, credit derivatives, equities and volatility products (2003-2009)
- Implemented CDX arbitrage models and electronic risk transfer pricing across entire single name CDS trading desk (2006-2010)
- Responsible for developing and executing derivative strategies to augment U.S. & European convertible bond portfolios (2002-2003)

–EDUCATION–

BOSTON COLLEGE

CHESTNUT HILL, MA

- B.S. in Finance

ACCOMPLISHMENTS

RISK MANAGEMENT & FINANCE

- Built #1 ranked customer facing derivative and delta-one risk facilitation business
- Implemented complex pricing and risk models into succinct reports for senior management
- Produced highest single year trading revenue (\$280mm) in department history

BUSINESS DEVELOPMENT

- Cured company's default and added \$500mm proforma EBIT through successful renegotiation of technology transfer agreement
- Established & presented credible strategy and business plan to current and prospective stakeholders

KEY SKILLS

- FRM Certification (March 2019)
- PMP Certification(Pending)
- Completed rigorous SBIR/STTR grant writing workshop
- Detail oriented & disciplined
- Fluent in MS Office, HTML, CSS, JavaScript, jQuery
- Bloomberg, TOMS & API functions
- MatLab, IHS Eviews, Wolfram
- CT Insurance License (Health & Accident)
- FINRA Series 7 & 63
- Regulation guidelines and policy interpretation specialist
- Effective communication skills