

0. Why UBS? Why Global Markets? Why do you fit?

I chose to apply for UBS because I see it as a place where I can grow both professionally and personally in a **culture** that matches my **values**. What really attracts me is UBS's balance between **scale** and **stability** — **capital strength** and **risk management** give the firm a unique **long-term** perspective, while the focus on simplification and **efficiency** makes it **agile** and forward-looking. I want to be part of a firm that combines both **resilience** and **innovation**.

What differentiates UBS for me is its clear **client-centric** culture and **global connectivity**. I'm impressed by how UBS positions itself as a **trusted partner**, not only delivering financial solutions but also **connecting people**, ideas and opportunities across markets. I also value UBS's commitment to **sustainable** impact, which goes beyond short-term results and creates lasting value. Finally, the behaviors of **accountability**, **collaboration** and **innovation** resonate with me personally: **I take ownership, I thrive in diverse teams, and I'm constantly looking for ways to improve**. That alignment makes UBS the right environment for me to contribute and grow.

What makes a good trader?

1. Analytical thinking and Quantitative Analysis.
2. Global Mindset & Culture Awareness
3. Excellent communication skills
4. Ability to perform under pressure
5. Curiosity, willingness to learn, and attention to detail.
6. Technical proficiency using AI, coding skills to make accurate simulations.
7. Teamwork and collaboration.
8. Integrity and professionalism.
9. Client focus mindset.

1. What was your most significant achievement in the last year? Tell us what you did and what made your performance outstanding?

Situation

“This past year I moved from Spain to Munich to pursue a Master’s in Mathematical Finance at TUM, one of the most demanding programs in Europe. It was both academically challenging and personally demanding as I adapted to a new culture, climate, and financial pressure.”

Task

“My goal was to succeed academically while also developing my interest in financial markets and gaining professional experience.”

Action

“I achieved the second-highest grade in continuous-time finance, where I applied stochastic calculus to model equity markets. In parallel, I co-founded the first Quant Trading Club in Munich, launching a project on gamma scalping strategies in crypto options. Finally, I started as a working student at Allianz SE, helping modernize pricing tools in the Life & Health Reinsurance division.”

Result

“As a result, I managed to perform academically, build a trading initiative from scratch, and gain hands-on industry experience. For me, this achievement shows that I can adapt quickly, thrive under pressure, and turn challenges into opportunities.”

2. Give us one example of a time when you had to quickly analyze a situation and make a quick decision.

Situation:

During the final week of writing my bachelor thesis at the University of Granada, I was working on reviewing and duplicating a statistical model used to simulate defects in medical imaging devices as part of a research project.

Task:

I had completed about 95% of the work when I received a new set of input parameters from my tutor. Running the model with these inputs did not produce the expected results, which risked delaying the submission.

Action:

I quickly cross-validated the model to identify if I had made an error. After thorough investigation, I discovered a subtle flaw in the original model: one of the random variables was approximated incorrectly with a single fitting parameter instead of two. I immediately discussed this with my tutor two days before submission, and we decided to shift the thesis's focus from just reviewing the model to proposing and validating an improved version.

Result:

Despite the time pressure, I rigorously adapted the work to implement and validate the new model. This effort was rewarded with the highest distinction for my thesis ("matrícula de honor") and opened the door for me to conduct research at the German Aerospace Center and later pursue Mathematical Finance studies at the Technical University of Munich.

3. Tell us about a time where you have come up with a new idea or new way of doing something

Situation:

During my internship at Allianz SE, I was involved in migrating an old Excel-based pricing process to a new web-based platform programmed in Java.

Task:

My responsibility was to review and validate the pricing model with existing parameters and support underwriters and pricing actuaries during the migration.

Action:

I noticed that the underwriters were struggling because the old tool could only process one treaty at a time, taking about 40 minutes per treaty. To solve this, I linked the Excel input sheet to a Python script that allowed batch processing of multiple treaties simultaneously. This enabled the underwriters to run all pricing simulations overnight.

Result:

The automation reduced waiting times drastically, allowing underwriters to receive all pricing results the next day. This optimization improved their workflow significantly during the busy renewal period, saving time and increasing efficiency.

4. Passions and interests and how they might help you succeed at UBS

I'm passionate about mathematics and science because I love solving complex problems through **logical** analysis and the **scientific** method. Competing in math olympiads and studying a double degree in Mathematics and Physics has sharpened my **analytical thinking** and **attention to detail**—skills essential for navigating global markets. Reading Emanuel **Derman's** journey from physics to finance inspires me to apply **adaptability, innovation**, and rigorous quantitative skills to real-world challenges.

Outside academics, **tennis** has taught me **resilience, emotional control**, and performing **under pressure**—qualities I admire in Rafael Nadal and I aim to embody. These traits are critical in **fast-paced**, high-stakes environments like UBS, where **staying calm, focused**, and **collaborative** under pressure drives success. Together, my passion for analytical rigor and mental toughness prepares me to contribute effectively and grow within UBS's dynamic and global culture.

5. Stock Pitch: IBM (Ticker: IBM)

1. Introduction:

IBM is a \$140 billion technology leader transforming itself through innovation in AI and quantum computing, offering a solid mix of stability and long-term growth potential.

2. Thesis:

Quantum computing is poised to revolutionize industries like finance, healthcare, and logistics within the next decade. IBM leads this space with one of the world's largest quantum programs, focusing on scalable, error-corrected quantum systems using advanced trapped-ion and superconducting qubit technology.

IBM's commercial quantum cloud services, integrated with its AI platform WatsonX, provide early revenue streams and real-world applications. Partnerships with enterprises and governments worldwide validate its leadership and growth prospects.

3. Valuation & Upside:

IBM trades at an attractive ~13x forward P/E with a 4% dividend yield, offering both income and growth. With quantum computing and AI adoption accelerating, I see potential for IBM to re-rate, targeting an 18% upside in the next 12 months.

4. Risks:

Key risks include slower-than-expected quantum adoption and legacy business challenges. However, IBM's diversified revenue base and strong cash flow mitigate these risks.

5. Conclusion:

IBM combines the safety of a mature tech company with significant optionality in quantum computing, making it an attractive stock to gain exposure to this transformative technology while maintaining portfolio stability.

6. If UBS would consider sponsoring another sport than Formula One on a global level, what would it be and why

If UBS were to sponsor another global sport, I believe tennis would be the natural choice. Over the past five years the sport faced challenges with the retirement of Federer and Nadal, and the transition generation not fully filling the gap. But recently, the rise of Carlos Alcaraz and Jannik Sinner has reignited global attention and created fresh rivalries, making it a perfect moment for UBS to engage. UBS already has a connection to Roger Federer through the RF Foundation, so extending this to major tournaments like Wimbledon or the US Open would feel authentic. Most importantly, tennis embodies UBS's values: performing under pressure, mental resilience, and the creativity to pursue excellence. For me, it's the sport that most naturally matches the brand's global, high-performance identity.

Backup is F1

One strong candidate would be Formula One. It's one of the fastest growing sports globally, with a rapidly expanding fanbase thanks to Netflix's *Drive to Survive* and its increasing presence in the U.S., Middle East, and Asia. F1 represents precision, speed, and innovation — values that align strongly with UBS's identity. Sponsoring a team or a major event would allow UBS to connect with a diverse, international audience that's passionate about performance and cutting-edge technology, while also continuing a partnership where UBS already has recognition.