

# MICHAEL BOURKE

## ENTERPRISE SALES + STRATEGY

### PROFESSIONAL PROFILE

With 20 years of experience in selling financial services and products across several key areas including foreign exchange, commodities and investments, Michael has proven expertise in delivery of a wide range of products and tailored strategies to companies. Always demonstrating strong team leadership, focus and business development skills to consistently maximize revenue opportunities.

*"In a busy marketplace, not standing out is the same as being invisible."*

Seth Godin, Author and former business executive

### SUMMARY OF QUALIFICATIONS

Financial services Authority (UK) - CF30 Approved Persons

Australian Financial Markets Association Accredited Dealer

Securities Institute of Australia - Diploma in Financial Markets

### CONTACT

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Los Angeles, CA 90077

### PROFESSIONAL EXPERIENCE

#### CAMBRIDGE GLOBAL PAYMENTS | Los Angeles

**Director, Enterprise Payment Solutions** | 2021 - Present

- Presenting integrated global payment solutions to technology and service oriented corporations in the US and Canada to successfully convert prospects into clients.
- Generating revenue through various channels and leads, creating opportunities, building relationships and converting new business.
- Supporting clients to maximize their potential for business expansion and revenues via our value-added Enterprise Suite of Integrated Payment Solutions

**Director, Currency Risk Management Solutions** | 2019 - 2021

- Implemented full Cambridge product suite to high-value corporate clients with an emphasis on currency options and risk management strategies.
- Managed client's FX hedge positions on an ongoing basis to ensure risk objectives of client's were met.
- Expanded the portfolio of new clients by identifying, accessing and selling prospects the value of Cambridge's FX payment services

#### BANNOCKBURN GLOBAL FOREX | Los Angeles

**Managing Partner** | 2016 - 2019

- Generated new business opportunities through strong referral network and targeted business development.
- Maximized revenue through focussed account management and proactive client servicing for their global payment needs..
- Developed existing and new customer relationships by tailoring risk management solutions linked to the client's global currency exposures.

#### LLOYDS BANKING GROUP PLC | New York & London

**SVP, Global Corporate FX Sales, NY** | 2011 - 2016

- Integrated expansion of the FX Sales business for Lloyds Bank's U.S.A. division.
- Engaged with internal stakeholders (Operations, Legal, Regulatory, Compliance, I.T.) to develop the business to meet U.S. market standards from a UK heritage business model.

**Director, Global Corporate FX Sales, London** | 2004 - 2011

- Provided FX and commodity risk management solutions to portfolio of Major Corporate UK clients (FTSE 250) with main sector focus on Oil & Gas, Utilities, Construction and Transport sectors.

#### COMMONWEALTH BANK OF AUSTRALIA | Sydney

**FX Global Markets Specialist, Corporate Sales** | 2000 - 2004