

Experience

2006–2014

Deutsche Bank, Global Markets

Vice President, Capital Markets and Derivative Solutions (2011–2014)

London, UK & Dubai, UAE

Associate (2009–2011)

- Generated annual P&L of \$10 million by developing sales business through geographical and product expansion to include over 40 banks, asset managers and corporate treasuries in the Middle East, Europe (London/Frankfurt) and Asia (Singapore)
- Developed client relationships at senior level (Treasurer/International Banking Head/Corporate Banking Head) to originate new transactions, establish hedging counterparts and grow new sources of liquidity
- Expanded product responsibility for asset side marketing of aviation and shipping assets, structured loans (RE/cash flow credit enhanced) and credit derivatives, as well as liability management solutions and structured repos
- Executed over 50 loan financings with \$6 billion of total notional value, closed Asset and Liability Management deals worth more than \$500 million, placed over \$4 billion of primary bonds and traded bonds and swaps with notionals of more than \$2 billion with financial services, quasi-sovereigns, infrastructure & transportation, oil & gas, hospitality, education, and real estate companies
- Led partnership negotiations and documentation of cross-border financing transactions, managed cross functional teams of structuring, trading, legal and risk management in the pitch and execution process
- Strengthened the bank's regional franchise by leading the summer analyst recruitment and training program, running the candidate selection process, building and executing a teaching plan, and providing mentoring and performance reviews to over 25 junior bankers

Analyst (2006–2008)

- Comprehensive experience of cross asset sales to institutional clients such as central banks, retirement funds, insurance companies, bank prop desks and treasuries in the Middle East
Key strength in cash fixed income (focus on US and European Government paper), structured credit and rates products

2005

Deutsche Bank, Global Banking, Summer Analyst

New York, NY

- Consumer Products Investment Banking Coverage Group
- Summer Wall Street Program including valuations/modeling bootcamp

2004

Ernst & Young Corporate Finance, Summer Analyst

Frankfurt, Germany

- M&A Advisory, Industrials Group
Market analysis, acquisitions target search and valuations work for M&A mandate in Asia

Education

University of California, Berkeley, Haas School of Business

Berkeley, CA

Master of Business Administration, Expected May 2016 (through weekend coursework)

- Haas Investment Management Fellow
- Principal, Haas Socially Responsible Investment Fund, a \$2.6mm+ public equity investment fund
- Principal, EastWest Capital, an EM focused equity fund, part of Hedge Fund Strategies class

University of Pennsylvania, Wharton School of Business

Philadelphia, PA

Bachelor of Science in Economics, Finance Concentration, May 2006

- Graduated Magna Cum Laude
- Delta Phi Alpha, German Honors Society
- Semester Abroad at Sciences Po in Lyon, France

Additional

- US Citizen
- I passed the CFA Level I exam
- Enjoy tennis, riding and sailing, crew/strategist in several international race regattas
- Completing the RYA and US Sailing Day Skipper/Bareboat Course
- Fluent in German and Russian, conversational in French and Spanish