



## SKILLS

- fluent Russian & English;
- strong sales skills;
- strong management skills;

## EDUCATION

09/2021

**CFA** | City of London

12/2015

**Investment Advice Diploma level 6** | City of London

07/2004

**Saint-Petersburg Institute of Commerce and Economy** | Saint-Petersburg  
Diploma: economics, accounting, audit

# Nikolai Klimov, CFA



+447435205128



nickolaiklimoff@gmail.com



FLAT 3, 87 ERICKSON GARDENS, BROMLEY, United Kingdom BR2 9FZ

## WORK HISTORY

12/2015 - Current

**Citibank** | City of London

Citi Private Clients Relationship Manager, Vice President

- Advising on different kind of investment products (Mutual Funds, Structured Notes, Bonds, asset allocation models etc.);
- Developing existing customers' base;
- Acquiring new HNW clients;
- Top Performer of 2019, participant of Chairman Council

02/2015 - 12/2015

**Globexbank** | Moscow

Private Banking Deputy Head

- Coaching the sales team;
- Advising on different kind of investment products (Mutual Funds, Bonds, equities etc.);
- Developing existing client base;
- Acquiring new HNW clients;
- Negotiations with partners;

08/2014 - 02/2015

**Sberbank CIB** | Moscow, Moscow

Financial Advisor

- Acquiring new HNW clients;
- Advising on different kind of investment products (Mutual Funds, Structured Notes, Bonds, asset allocation models etc.);

02/2011 - 07/2014

**Citibank** | Moscow

Branch Manager, Assistant Vice President

- Managing of Tverskaya branch in Moscow;
- Coaching of sales people;
- Personal sales of investment products;
- Top Branch Manager in Moscow 2012;

02/2009 - 02/2011

**Citibank** | Rostov-on-Don

Deputy City Head

- Managing of Donskoy branch in Rostov-on-Don;
- Coaching of sales people;
- Personal sales of investment products;
- Top Regional Branch Manager in 2010;

02/2006 - 02/2009

**Citibank** | Saint-Petersburg

Senior CitiGold Executive

- Top Performer of 2008, participant of Chairman Council;