

OLYMPIA SEUNG-UN WOJCIK

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PROFESSIONAL EXPERIENCE

Morgan Stanley

New York, NY

Associate, Equity Derivatives Sales Trader

January 2016 – June 2018

- Advise the world's largest insurance companies, asset managers, pension funds, endowments, foundations, and hedge funds on multi-billion dollars of listed and over-the-counter derivatives transactions.
- Work in a fast-pace, high volume, transactional environment directly with buy-side traders and portfolio managers to execute single-name / index option, swap, ETF, and exotic derivative trades.
- Leading derivative salesperson across 18 person desk in number and breadth of clients traded with as well as types of products traded – traded with over 140 clients.
- Provide clients with daily macro-economic market color, insights, opinions, and trade ideas.
- Collaborate with software developers to improve the technology around vanilla & exotic equity derivative RFQ workflow and related business intelligence applications in pre-trade pricing and execution.
- Promoted to Associate in June 2016 & selected for ISG Associate Leaders Program in March 2018 (pipeline for VP promo): 1 of 33 Associates selected globally across 5 divisions & 1 of 6 Associates selected in Equities.
- Peer Mentor for Summer Interns: 2016 mentee hired full-time to Swaps Trading, 2017 mentee hired full-time to Alpha Content Team, 2017 sophomore mentee accepted return-offer for junior summer internship.
- Host two Virginia Tech investment clubs – SEED & BASIS – yearly at Morgan Stanley. Groups of 20+ college students tour the trading floor at MS HQ in Times Square and learn about the S&T internship program.

Analyst, ETF Product Marketing & Content Group

June 2013 – January 2016

- 3rd person hired to the ETF Product Marketing & Content Group formed June 2012 to market the US-listed ETF product globally across all asset-classes (equity, fixed income, commodity, currency, & volatility ETFs).
- Manage institutional client relationships & ETF issuer relationships– covered over 800 institutional clients; 80% of Morgan Stanley's top 100 institutional equity clients trade ETFs.
- Created – from scratch – key frameworks for analyzing ETFs: built excel tool for dynamically tracking fund flows for over 2000+ ETFs; developed framework to analyze the holding costs of ETFs vs. Futures vs. Swaps.
- Launched Morgan Stanley's first Annual Institutional ETF Conference in 2014 with my team. We had 80+ clients attend our first year. In 2015, we had 150+ clients attend.
- Travelled to Boston & Canada (Toronto & Montreal) for over 20+ client meetings.

Sales & Trading Summer Analyst, Institutional Equity Division

June 2012 – August 2012

- Rotated through 5 desks. Accepted full-time offer to ETF Product Marketing & Content Group.

EDUCATION

Virginia Polytechnic Institute and State University

Blacksburg, Virginia

Bachelor of Science in Finance

August 2009 - December 2012

- Cumulative GPA: 3.94/4.0. Graduated Summa Cum Laude & a semester early. Dean's List all semesters.
- Organizations: *SEED (Student-Managed Endowment for Educational Development)* – help run \$5mm equity portfolio for Virginia Tech's endowment. *Pi Sigma Epsilon* – sales & marketing fraternity.

NYU School of Professional Studies

New York, New York

Advanced Python

June 2018 – August 2018

- Learning how to use built-in methods, SQL, and pandas for data acquisition, aggregation, and analysis.

Introduction to Python (Grade: A)

January 2017 – March 2017

- Covered concepts such as: objects and object types, functions and methods, looping and conditionals, text processing, sorting, and multi dimensional structures.

OTHER INFORMATION

Computer: Strong working proficiency in Excel, PowerPoint, and Bloomberg. Learning Python.

FINRA Certifications: Series 63 (Aug 2013), Series 55(Aug 2013), Series 7(Aug 2013), Series 3 (Mar 2014).

Interests & Hobbies: Yoga & hiking, crock pot recipes & Korean food; reading/collecting books about RBG.