

# Patrick F. Lefler

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Senior Executive | Business Builder | Risk & Quantitative Analysis

**Engineering enterprise value by integrating quantitative risk frameworks with automated operational excellence to secure regulatory standing and accelerate growth in high-stakes financial environments.**

- **Pioneered scalable risk architectures** across Wall Street trading floors, U.S. Marine Corps aviation, and high-growth FinTech firms, transforming risk from a cost center into a strategic revenue enabler.
- **Engineered multi-domain frameworks** spanning cybersecurity, operational, and financial risk that unified disparate teams and instilled a proactive, data-driven culture in high-velocity environments.
- **Delivered measurable business impact** by designing robust policies and quantitative processes that secured regulatory standing and optimized complex technical operations.
- **Accelerated operational efficiency** through deep expertise in quantitative modeling and automated workflows, consistently solving critical business and technical challenges for institutional global firms.

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## Professional Experience

### FIA TECHNOLOGY SERVICES

Washington, DC | 2020–2025

#### Senior Vice President, Risk & Information Security

**Executive Leadership | Strategic Risk Management:** Recruited as a strategic partner to the executive team, transforming risk management from a compliance function into a competitive advantage and revenue driver.

- **Unlocked \$400K in new revenue within 12 months** by spearheading the end-to-end SOC2 Type II audit and certification, enabling expansion into high-value industry segments.
- **Reduced preventable incidents and increased internal risk reporting** by engineering a proactive risk culture and launching comprehensive quantitative reporting channels.
- **Eliminated 120 annual manual hours** by architecting an automated OFAC screening pipeline using Jira, R, and Quarto, significantly boosting regulatory compliance and operational speed.
- **Institutionalized data-driven decision-making** by embedding risk considerations directly into the SDLC and establishing open-communication quantitative risk training programs.

### SPRUANCE GROUP

Princeton, NJ | 2009–2020

#### Founder/Consultant

Spearheaded risk and operational transformations for high-growth firms, delivering scalable frameworks that secured regulatory standing and optimized cost structures.

#### Israeli-based FinTech Startup:

- Mitigated existential regulatory risk by architecting comprehensive business continuity and risk policies, successfully preserving critical partnerships with US-regulated entities.
- Accelerated executive decision-making through the development of complex data visualization suites, transforming raw operational data into actionable risk intelligence.
- Optimized market positioning by delivering strategic product marketing advisement that aligned technical capabilities with institutional client requirements.

#### Global Cloud-Based Futures Systems Provider:

- Institutionalized a scalable risk culture by embedding an integrated framework across the firm, effectively unifying cybersecurity, operational, and compliance risk management.

#### Large European Bank:

- Slashed operational overhead and cost structures by engineering automated risk measurement workflows and visualization tools using R, Python, and Tableau.

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**WALL STREET SYSTEMS, INC.**

New York, NY | 2000–2008

**Marketing/Business Development/Product R&D Executive**

Propelled market expansion and internal capability growth for a transaction solutions provider serving the world's largest financial institutions.

- **Redefined market approach and increased sales revenue** by initiating and leading a three-year project to develop a flagship product solution, delivering innovation and functional flexibility to institutional clients.
- **Accelerated high-value deal closures** by serving as a subject matter expert in key sales efforts, leveraging deep technical knowledge to present Fixed Income, Interest & Credit Derivatives products to sophisticated financial entities.
- **Secured critical executive alignment** for complex, multi-departmental initiatives, navigating an agile structured environment to transform conceptual product R&D into scalable market-ready solutions.

**FINANCIAL TRADING****Vice President, Proprietary Trading Desk | AUBREY G. LANSTON & CO., INC.**

- **Introduced formal tools** for the trading and sales desk to assess global trading risk better
- **Established new processes** for implementing risk controls firm-wide, as a member of the Risk Committee.

**Vice President, Government Securities | CITICORP SECURITIES, INC.**

- **Independently generated \$5M+ trading profits** each year, performing in the top tier of traders at the firm.
- **Drove the development and adoption** of advanced measurement techniques to evaluate risks for specific trades and the overall portfolio, resulting in more precise risk measurement processes.

**Vice President, US Government Trading | GOLDMAN SACHS**

- **Grew trading profitability nearly 3-fold** during a seven-year stint. Introduced advanced quantitative measurements to measure risk and reduce P&L volatility

**Captain/Naval Aviator | U.S. MARINE CORPS**

- **Top-performing junior officer** in flight squadron for two years running. Commanded flight missions throughout the U.S. and Asia.

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**Education****MBA**, Major in Finance | THE WHARTON SCHOOL, University of Pennsylvania, Philadelphia, PA

- Select appointment to the Dean's Advisory Committee

**BS**, UNITED STATES NAVAL ACADEMY, Annapolis, MD

- Recipient, Naval Academy Foundation Scholarship

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**Additional**

- **American Corporate Partners (ACP):** Mentor military veterans and active-duty spouses in transition from military to the civilian workforce.
- **Marine Corps Scholarship Foundation:** Founder and major benefactor of "1<sup>st</sup> Lieutenant Donald Woollett Beirut Peacekeeper Memorial Scholarship" benefiting the children of active-duty Marine Corps personnel.
- **Avid runner & outdoorsman:** Four-time Boston Marathon finisher. Climber of high peaks in North and South America.