

Summary

Accomplished financial industry professional experienced in the development and support of investment products and institutional investment services. Experience ranges from back-office trade support to management of an entire business and includes problem resolution, production system build-out, integration and enhancement projects, business group management and administration, and business development. Responsibilities grew to managing a business group and preparing it to meet future challenges while also ensuring various integral items were in place each day in support of over 1,300 investment products. Success was achieved through working closely with product issuers, portfolio managers, custodians, financial technology firms, and internal groups to ensure that respective goals and objectives were aligned.

Professional Experience

NYSE Euronext, New York, NY

2006 – 2014

Vice President – U.S. Global Index and Exchange Traded Product Group

Oversaw a staff of five responsible for 1,300+ real-time financial model calculations covering a broad spectrum of methodologies. Supported \$1+ trillion of financial products through administration and publication of 7,000+ data series each day. Solicited and worked directly with clients to evaluate their current and future business needs in establishing service solutions.

- Added \$10 million annually to Licensing and Services revenue stream.
- Integrated American Stock Exchange index business group into NYSE Arca index business.
- Issued and maintained licenses covering \$24 billion in financial products.
- Retained high-value clients representing 50%+ of revenue during drastic increase in competitive environment through negotiation and implementation of new license and service agreements.
- Increased efficiency through automation of procedures behind most complex services supporting key clients.
- Maintained consistent and reliable client support through successful management of business operations.

Expanded business through Identification of new products and services, then implementing through development of business requirements and coordination among other NYSE divisions and/or external partners. Promoted and developed various products and services across multiple venues such as conferences, internal presentations, website videos and individual client meetings by establishing marketing topics and creation of presentations and collateral.

- Created \$6 million revenue stream through development and implementation of NYSE Euronext Global Index Feed.
- Facilitated \$2+ million in new revenue by enabling migration of Russell Indexes' RussellTick services to NYSE from NASDAQ.
- Expedited listing and trading of ETPs through implementation of index/portfolio value 'Pass-Through' service.
- Developed performance and attribution analysis for various indices
- Co-developed series of smart-beta indices.
- Enabled support for several fixed-income products through development and implementation of fixed-income basket calculation service at NYSE Euronext.

Represented business and developed business requirements in coordination and implementation of operating platform build-out and enhancements across U.S. and European offices. This included translating multiple financial models into discrete processes around which programmers could work. Analyzed vendor products and services necessary to support business while developing and maintaining requisite vendor relationships. Negotiated fees and other commercial terms, reviewed contracts and coordinated with internal legal resources. Communicated status of projects and budget projections to senior management.

- Eliminated over \$500k annually in costs through integration or retirement of various legacy systems.
- Removed \$375k annually in costs by leveraging remaining enhanced systems to insource services wherever possible.
- Succeeded in integrating various platforms resulting from Euronext and American Stock Exchange mergers.
- Transitioned core data provider feeding production platform to Thomson Reuters from IDC.
- Cut \$600k annually in costs through consolidation or termination of vendor and service provider contracts.
- Achieved \$250k reduction in annual market data and software license fees through renegotiated contracts.
- Produced margins of 50%-60% through management of infrastructure related expenses.

McGraw Hill Financial - Standard and Poor's, New York, NY
Associate Director – S&P/Citigroup Global Equity Indices

2004 – 2006

Collaborated with internal business and technology resources to inventory requirements during integration of Salomon Smith Barney indices into Standard and Poor's business and ensured necessary materials, support and resources were successfully migrated. Worked with external consultants to document business lines and requirements. Enabled declaration of data and reports as final/official at end-of-day versus preliminary through creation of new or enhanced daily processes.

- Helped clients to better utilize model values and underlying data on a same-day-basis.
- Facilitated smooth transition to Standard and Poor's from Salomon Smith Barney.

Managed production of Property Index and associated client relationships.

- Fulfilled client requests for accurate measurement of the performance of a specialized US sub-industry through development of the group's REIT Index.

Produced widely distributed monthly publication summarizing S&P/Citigroup BMI index performance; highlighted specific industries, sectors, countries/regions and market cap ranges to illustrate equity market performance.

- Enabled clients to quickly determine which countries, industries or companies outperformed or underperformed based on equity market returns.
- Enhanced report through presentation of data in context of geo-political and economic current events.
- Developed and added content enabling clients to determine those companies which had biggest impact on performance of respective equity markets.

Citigroup, New York, NY
Vice President – Salomon Smith Barney Global Equity Index Group

1992 – 2004
1997-2004

Managed daily production of Salomon Smith Barney Global Equity Indices. Established proper data sources and monitored accordingly via development and review of respective daily reports. Managed merger and acquisition processing and distribution of Developed World Index corporate activity log to clients. Ensured timely calculation and publication of data series covering thousands of indices representing up to 25 countries, dozens of geographic regions, a four-tier industry classification structure and several market cap ranges. Managed market capitalization research performed during annual reconstitution of Developed World indices.

- Enabled clients to access Salomon Smith Barney Developed World Index values at end-of-day by accelerating publication of daily index data nearly five hours through enhanced production processes and incorporation of new data sources.
- Provided annual reconstitution data to clients earlier and with increased accuracy by incorporating new logic across multiple data sources to greatly reduced manual validation effort.

Salomon Brothers
Analyst – Global Support Organization, Tampa, FL

1993-1997

Provided enhanced support to the Salomon Brothers Global Equity Index Group through research and analysis of data on companies and currencies in the firm's research database.

- Promoted to work directly within Index Group in New York.

P&S Clerk – Global Support Organization, Tampa, FL

1992-1993

Supported OTC trading desk via Purchase and Sales operations. Selected as member of initial production team hired by Salomon Brothers in their transition of support operations to Tampa, FL from New York, NY.

Education

B.S. Finance
University of South Florida, Tampa, FL

Chartered Financial Analyst
CFA Institute

Skills/Experience

Thomson Reuters – Elektron/RDF, RMDS, ATS, Eikon, DataScope Select; IDC; Bloomberg terminal; FactSet; MS Office suite; limited Unix