Absolutely — here are all **three formats** of your pitch:

**✅ 1. TALKING POINTS DOCUMENT (Full Pitch – 5–10 min)**

**🔹 Opening – Set the Context**

* Thank the director for the time.
* “I’d like to go beyond the tracking list and highlight what this team *actually does* — much of which isn’t tracked but is critical.”
* “Each member brings unique strengths. Together, we complete each other and keep RFDM running while enabling innovation.”

**🔹 What the Team Delivers (Beyond the Tracker)**

* Handles untracked but high-impact work: PoCs, ad hoc analytics, quick-turnaround ideas, reconciliation support, cross-platform debugging.
* These often start as ‘side tickets’ and grow into strategic initiatives — because of the team’s proactive effort.

**🔹 Individual Spotlights**

**🔸 Jonathan – The RFDM Anchor**

* Not managing everything — but manages **everything that breaks**.
* Covers daily BAU, high-volume support, and “lights-on” ops that others rely on.
* Without him, small issues would become fire drills.
* During PTO, his absence is *clearly felt* — BAU pressure is real.
* Provides **stability** and buys time for the team to work on deeper initiatives.

**🔸 John – The Analysis Engine**

* Rising star; works nights/weekends when needed, never complains.
* Drives analysis: quick insights, Python automation, data stitching.
* Two major 2024 efforts:
  + **EMR for Capital**: Took ownership of verifying RFDM implementation + detecting MDSOR mismatches (>3 million rows); now classifying and categorizing for recon.
  + **Capital Enhancements**: Delivered advanced analytics proving our team can take on work typically done by Risk Analytics (e.g., Yield Book expansion).
* Often the first point of contact for “can you try this before we formalize a project?”

**🔸 Yong – The Tech Polyglot**

* Python, Java, SQL, Mars → no ramp-up needed.
* Eliminates tech dependencies: once exposed to a domain, he runs with it solo.
* Key wins:
  + JW6 to VSSW migration: decoupled RFDM from Mars Tech, reduced complexity.
  + In Capital Enhancements: exploring and replicating Mars PnL vectors.
  + Supported Model Materiality project (SQL), helping the quant team (Mads).
* Brings **versatility** and **resilience** to both projects and BAU.

**🔹 Closing Message**

* "Each person brings something irreplaceable: Jonathan provides stability, John provides speed and analytics power, Yong removes technical barriers."
* “The tracking list shows deliverables, but it doesn’t show what keeps RFDM running — this team does.”

**✅ 2. SLIDE VERSION (Summarized for a Slide Deck or Presentation)**

**RFDM Team: Beyond the Tracking List**

| **Team Member** | **Role & Impact** | **Highlights** |
| --- | --- | --- |
| **Jonathan** | Stability & BAU Anchor | Keeps RFDM running daily. Shields team from BAU noise. Reliable under pressure. |
| **John** | Analytics & Insight | Leads EMR recon, Capital Enhancements. Python expert. Delivers speed and clarity. |
| **Yong** | Technical Flexibility | Covers Python, Java, SQL, Mars. Removes tech dependencies. Key in JW6/VSSW & PnL modeling. |

**Summary**:

* Beyond tickets, the team delivers advanced analytics, rapid PoCs, system stability, and BAU ownership.
* Each member completes the other — together, they keep RFDM stable and scalable.

**✅ 3. SHORTENED VERSION (2–3 min Time Limit)**

*"Thanks for the time. Rather than just walking through trackers, I want to highlight what the RFDM team truly does.*

*Our work goes beyond projects and JIRA tickets — we handle production fires, quick-turn analytics, and data PoCs that help other teams move faster.*

* **Jonathan** anchors daily ops. He’s the one who handles constant pings, BAU fires, unplanned disruptions — the stuff that breaks when he’s away.
* **John** is our speed & analysis engine. He’s led the charge on EMR for Capital (3M+ mismatches), advanced analytics for Capital Enhancements, and countless PoCs.
* **Yong** is our tech bridge — fluent in Python, Java, SQL, Mars. He’s helped eliminate dependencies on Mars Tech and replicated PnL logic to support Capital initiatives.

*They complete each other. And together, they keep RFDM resilient, responsive, and quietly powering multiple business lines.*

Would you like this exported as a PowerPoint slide or formatted as a PDF?

Here's a strong **5–10 minute pitch** you can use in your meeting with the director — structured, respectful, and leadership-toned — to highlight the **real value your team delivers beyond the tracking list**, and to shine light on your “hidden gems”:

**🔹 Opening: Set the Tone (1 min)**

*"Thanks for the opportunity to speak. I’d like to take a moment to go beyond the tracking sheet and give a high-level overview of what our team is doing – not just in terms of project names or tickets, but in terms of the impact we’re delivering every day.*

*This team is the backbone of RFDM and a critical link in the broader Capital Data Strategy. We’re keeping the lights on, yes – but we’re also quietly powering innovation, solving production issues before they escalate, and running the advanced analysis that others depend on but rarely see. Each person brings something unique, and together, we complete each other."*

**🔹 What the Team Delivers Beyond the Tracker (1–2 min)**

*"Beyond the visible projects, this team handles dozens of 'side' requests: PoCs, analysis tasks, internal reconciliations, can-we-try-this questions — the kind of experimental work that later becomes full-fledged initiatives.  
These efforts aren’t always reflected in formal trackers, but they often create real business value and accelerate decision-making for our stakeholders."*

**🔹 Individual Spotlights (5–6 min)**

**🔸 Jonathan – The Foundation & the Anchor**

*"Jonathan is often perceived as someone who 'manages everything' — and while that’s not fully accurate, what is accurate is that he’s the reason RFDM runs as smoothly as it does today.*

He handles an enormous share of the **BAU workload**, **daily disruptions**, and **unplanned urgent issues** that keep RFDM stable. When something breaks, when someone needs a fix now, it’s usually Jonathan who gets pinged.

He may not be on the loudest projects, but his consistency provides **peace of mind** to the rest of the org. And when he’s out — like during PTO — the gap is very real."\_

**🔸 John – The Rising Star & Analysis Powerhouse**

*"John is our analytics engine. He brings speed and clarity to messy situations.  
He’s taken on* ***nights, weekends****, and urgent crunches without being asked — and he’s now a go-to for Python-based analysis and exploratory work.*

Two of his biggest efforts this year were:

* **EMR for Capital**: He’s been instrumental in both verifying RFDM’s implementation and detecting mismatches in MDSOR. With over **3 million mismatches**, John has been classifying, categorizing, and pushing clarity where there was chaos.
* **Capital Enhancements & Advanced Analytics**: John helped prove that **our team can handle advanced/statistical analysis**, like those typically done by Risk Analytics. He delivered quality results when the Yield Book expansion requests hit at the worst possible time — right before the EMR firestorm.

He’s also the one people come to when they want to test an idea before writing a spec — helping accelerate stakeholder feedback."\_

**🔸 Yong – The Multilingual Fixer (Python, Java, SQL, Mars)**

*"Yong is our joker — in the best sense. He does* ***Python, Java, Mars debugging, SQL****, and he’s been a game changer since day one.  
He removes dependencies. He removes bottlenecks. Once he’s exposed to a domain, he owns it.*

A few key examples:

* In the **JW6 to VSSW shift**, he helped **decouple us from Mars Tech**, reducing reliance and simplifying what used to be a messy, manual process.
* In **Capital Enhancements**, he’s exploring how **PnL vectors are computed in Mars**, aiming to replicate and explain the logic to others.
* He provided strong support for **Model Materiality**, especially helping Mads with complex SQL work — all while handling BAU.

Yong is just getting started, but he’s already covering entire areas on his own."\_

**🔹 Closing: The Message to the Director (1 min)**

*"To wrap up — each person here is doing fantastic work in their own lane.  
Jonathan gives us peace of mind. John gives us speed and clarity. Yong gives us agility and depth.  
And together, we’re not just executing tickets — we’re keeping RFDM operational, responsive, and innovative.*

*We may not always be loud, but we are consistent, dependable, and pushing RFDM forward one solved issue at a time."*

Would you like this turned into a **presentation slide**, a **talking points doc**, or a **shorter version** to fit tighter time constraints?