**SAM TANG, CFA**

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**PROFESSIONAL EXPERIENCE**

**Vice President, Global Banking Americas** March 2018 – Present

**Associate, Global Banking Americas** August 2015 – March 2018

*BNP Paribas SA*, New York, NY

Analytics & Business Development

* Contribute to the strategic development of Global Banking Americas, with a focus on the Trade & Treasury Solutions (T&TS) Americas business lines. Responsible for providing analysis and insight spanning the organization including business development, analytics, and resource management (costs, capital and liquidity).
* Lead analysis and management of various Global Banking and T&TS business and strategic initiatives, including coordination on audit and regulatory requests, forecasting and budgeting, pipeline and sales management, and strategy.
* Managed and developed 2 direct reports who I recruited.
* Emerging leader: Inducted into Leaders for Tomorrow program in March 2019 and will be a member of the GBA NExCo.

*Selected Projects / Initiatives:*

* Perform ongoing portfolio analysis of Trade & Treasury Solutions and pipeline; develop and support strategic plans.
* Design/collect/present KPIs for business units within Trade & Treasury Solutions and Global Banking Americas.
* Conduct analyses of country, client, and product strategy for Trade & Treasury Solutions business lines.
* Analyze product penetration across multiple relationship and capital metrics to maximize return.

**Analyst, Corporate and Institutional Banking** July 2013 – July 2015

*The Royal Bank of Scotland*, Stamford, CT

Capital Resolution & Restructuring March 2015 – July 2015

* Developed and managed the strategic exit plan of Global Transaction Services (GTS) Americas across the corporate and institutional client base (over 800 clients in 34 countries) to minimize exposure and release capital efficiently.
* Collaborated with product experts to manage unwinding of short-term trade finance portfolio, including review of bespoke documentation and supporting due diligence activities associated with the exit plan.
* Contributed to front-to-back project planning and governance across all aspects of the strategic exit – including client management and communication, resource planning, and risk management.

Global Transaction Services Business Management April 2014 – March 2015

* Implemented the strategic agenda of GTS through support of business development and sales management efforts.
* Collaborated with risk managers to design and deliver risk measures for supply chain and trade finance transactions.
* Identified and executed initiatives to consume capital more efficiently, including implementing return and credit enhancement strategies on a transactional level.

Financial Institutions Origination July 2013 – April 2014

* Analyzed client accounts, reports, and accounting statements of bank, broker-dealer, insurance, asset manager, and other financial institution clients and prospects for international cash management and global trade finance opportunities.

**Summer M&A Analyst, Investment Banking Division** May – July 2011

*China Renaissance Partners*, Beijing, China

* Conducted strategic fit and economic analyses, including DCF and comparables, on $1B mobile software target.
* Researched over 100 acquisition targets in technology sector and made evaluations based on financial criteria.

**EDUCATION**

**CFA Charterholder**

**The Wharton School, University of Pennsylvania**, Philadelphia, PA May 2013

*B.S. in Economics* (Concentration: Finance) **Honors:** Magna Cum Laude, Dean’s List

**SKILLS & INTERESTS**

**Technical Skills:** Tableau; Alteryx

**Interests:** Penn Alumni Volunteer Interviewer, Doubles Tennis, Running/Fitness, American History, Green Bay Packers