

# DANIEL KUPRATIS | dkdan.eth

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Exceptional record of achievement in operations, account management, customer success, partnerships and business development efforts. Inspired by innovation in the financial technology sector. Self-starter with a proven ability to increase revenue retention, market and account penetration, and customer satisfaction while improving efficiency and delivering solutions to meet changing business needs. Special expertise in high-volume trading desk functions, prime brokerage, ESG investing, financial modeling, asset servicing, project management, securities clearing and transition management. Strong background in cash management, treasury, operations, securitized products, foreign exchange and emerging industry technologies. Recognized for grit, integrity, problem solving and work ethic.

## Core Competencies:

Strategic Planning – Account Management – Customer Success – Customer Engagement – Sales Leadership – Continuous Improvement – Business Development – Partner Relations – KPIs Opportunity Identification – Pipeline Management – Business Operations – Analysis – Staff Training

## PROFESSIONAL EXPERIENCE

**LIT COMMUNITIES**, New York, NY

2020 – Present

*Builder and operator of next-generation network infrastructure to create digital equity for residents and businesses*

### VP of Operations/(Acting Chief Financial Officer)/Controller

- Serve as a partner to the leadership team focusing on strategic design of plans and procedures, and execution of business processes, working across departments to drive profitability and efficiency.
- Key capital team member supporting the closing of a \$10mm private capital equity deal.
- Responsible for cash management/financial infrastructure and controls, financial institution relationships. Allocate operational budgets. Manage partner relations, accounts payable/receivable, full cycle bookkeeping and General Ledger, prepare monthly books & records/financial statements. Lead on first annual corporate audit.
- Lead on payments and billing; oversee settlements, integration, customer support. Implemented corporate card and expense management policy, manage company expenses.

**NEIGHBORLY**, New York, NY

2018 – 2020

*Democratizing access to the multi-trillion dollar municipal bond market and connecting communities with capital to fund vital world-positive public projects*

### Chief Executive Officer (Neighborly Securities)

- Acted as functional lead for Neighborly Securities and oversaw/supervised broker-dealer activities.
- Oversaw custodian, compliance, financial operations, regulatory and other key stakeholders.
- Led the effort to withdraw membership with FINRA, unwound the firm balance sheet and 700 client account relationships with Neighborly Securities.

### Client Account Manager

Served as Director of Capital Markets and Operations with responsibility for managing and performing sales of securities. Managed the Sales and Operations departments.

- Worked closely with business development and underwriters to own and expand the capital network process by aiding clients in identifying and selecting securities, developing pipelines, advocating client needs, and partnering with product managers & engineers on process improvement.

- Set up new accounts; ensured customer success; coordinated deal flows; created best practices. Recipient of Level Up award for superior performance after only 3 months with company.
- Negotiated, closed and placed a \$14M deal with the City of Atlanta on the first-ever public environmental impact bond (EIB) in a pay for success financing model. Served as key driver and liaison of a team that negotiated and closed 8 impactful projects focused on community improvement during all facets of the process from inception to close.

**JP MORGAN**, New York, NY

2013 – 2018

**Vice President, Global Prime Brokerage & Account Management** (2016 – 2018)

**Associate, Global Prime Brokerage & Account Management** (2013 – 2016)

Oversaw relationship management, financial services delivery, cash management, customer relations, client communications, asset servicing, and client advocacy to facilitate prime brokerage financing services and coverage for 16 hedge funds, insurance companies, corporations, and money managers.

Directed margin financing and security lending, along with equity swaps, synthetic financing, futures, options, FX, and OTC derivatives activities. Worked with global teams to implement tools for optimizing client portfolios. Supported domestic and international cash management processing, including wire transfers, payment releases, and troubleshooting of failed payments. Provided clients with a variety of solutions to enhance capital efficiency, such as prime collateralization, risk-/rules-based margin, and cross-margin. Identified opportunities to capture market share and increase revenue.

- Increased client balances – through delivery of exceptional service – which drove revenue growth.
- Served as a brand ambassador to help increase brand visibility and expand the JPMorgan franchise.

**CREDIT SUISSE**, New York, NY

2008 – 2013

**Analyst, Fixed Income & Securitized Products Sales**

Carried out the analysis and performance of market data integration with client systems in the areas of bank portfolios, money managers, hedge funds, mortgage originators and servicers, regional dealers, mortgage market, and market color. Executed bids and offers for accounts. Conducted agency MBS, private label RMBS, ABS, CMBS, CLO, repurchase agreement, financing, interest rate swap, and volatility product trades. Coordinated client onboarding for new desk accounts.

- Supported 3 senior sales people in a fast-paced, entrepreneurial environment involving the trading of billions of dollars in bonds daily.
- Increased client base and long-term retention by establishing meaningful relationships.
- Gained in-depth market knowledge and developed versatile, agile leadership capabilities honed from hands-on experience navigating high-pressure situations.

## EDUCATION

**BS in Business Administration, Double Major: Accounting & Finance, *cum laude***, McDonough School of Business, Georgetown University, Washington, D.C.

- Completed a program in Comparative Strategic Management at Oxford University-Trinity College.

## LICENSURE & CERTIFICATIONS

FINRA Series 7, 24, 53, and 63 (*lapsed*)

Adaptive & Inclusive Trainer (Adaptive Training Academy)

## TECHNICAL SKILLS

G Suite, MS Office, Bloomberg, Salesforce, Tradeweb, Intex, SwapsWire, Asana