JEFF WODA

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(203) 482-7693 jeff@wodahouse.com

Multi faceted professional, extensive experience in financial markets, sales, talent management, process management and currently expanding on full stack web development.

Relevant Experience

COLDWELL BANKER, Ridgefield, CT **Mar 2017 – present**

Sales

- Built out Wodahouse team.
- Consistently recognized for sales preformance, sterling club, diamond club, agent of the month etc

KELLER WILLIAMS REALTY, Ridgefield, CT **Mar 2016 – Mar 2017**

Sales

- Year net commission of $185k.
- Recruited to join Coldwell Banker with undisclosed incentive.

WEICHERT, REALTORS, Ridgefield, CT **Dec 2014 – Mar 2016**

Sales

- First year net commission of $85k.
- Recruited to join Keller Williams.

NEW YORK INSTITUTE OF FINANCE, New York, NY **Jul 2014 – Dec 2015**

Instructor

- Delivering keen insights into high finance principals and applications.
- Received special recognition from senior officials from the Bank of Communications Class in August 2015

BANK OF NOVA SCOTIA, New York, NY **Nov 2012 - Jan 2014**

Global Banking and Markets

Director, Global Funding

Responsible for USD Treasury funding desk, with focus on global opportunities, coordination and efficiencies.

- Hired to fix coordination between NY and Toronto office, problem solved within 6 weeks.
- Researched Muni bond liquidation contingencies - part of the bidding/evaluation process 4 bil portfolio.

UBS AG, Stamford, CT **Aug 2010 - Aug 2011**

Executive Director, Swaps Trading

Responsible for revenue generation, risk management, client pricing.

- Called in to assume responsibility on troubled portfolio; re-wrote the Risk and Pricing Sheet as well as identified core positioning issues. Halted p&l losses by Q4 2010, while keeping hedgefund clients happy.
- Identified the need to improve market making capabilities therefore worked on adding ability to hedge with USD risk.

UBS AG, Stamford, CT **Jan 2001 – Dec 2010**

Executive Director, Global Currency Portfolio Manager – CAD, & AUD, NZD local book manager

Responsible for funding, revenue generation, liquidity management, global strategy, business expansion, and market making. Member of STIR management team 2005-2009 covering all aspects of trading within the Global STIR function.

- Consistent P&L producer without a single negative quarter and never a draw down.
- Spearheaded key project for funding curve fix during 2008 crisis to allow global STIR desk to function properly.

- In depth experience of US Treasury desk and global funding differences within various currency markets.
- Direct responsiblity for AUD& NZD local book for the entire time, as well as EUR and Skandies during 2008. (Aside of backup cover and direct responsiblitiy for all G10 currencies as Forward Desk Head)
- Established solid relationships within the Market that allowed optimizing liquidity and market color.
- Market presence was leveraged by the B4B desk, impacting the bottom line well beyond CAD portfolio.
- Built UBS into dominant market presence by making meaningful prices to all stakeholders under all circumstances.
- My initiatives and interactions with upper management were base for the expansion of the management team to include the CAD SILO.
- Analyzed and forecast for the budget process within STIR and yearly reviews of KPI (Key Performance Indicators).

UBS AG, Stamford, CT **May 1998 – Dec 2001**

Rho Risk Manager - Associate Director

Responsible for the Global Foreign Exchange Options Portfolio responsible for interest rate risk, overnight to 10 year term, part of 2 man team globally. In Addition managed Rho Risk on Global Precious Metals Portfolio for the early fall 1999 Gold Price Spike.

- Created tools via excel dumps in order to track derive, P&L variance, and position management.
- Wrote model to help analyze and properly predict and subsequently manage rate derive portfolio. This was the key to achieving huge p&l efficiencies and finally crack the second order derivative effects within the portfolio exposure.
- Reduced cost to positive first and only time in history of the bank for 1999 and 2000.
- Established global Rho risk limits for all currencies.
- Priced many complex long term and exotic structures - first in the industry to properly asses and charge for underlying rate risk exposure in longer term fx option structures.

SWISS BANK CORP., Chicago, IL **Oct 1997 – Apr 1998**

Foreign Exchange Front Office trade Support

Ad Hoc Projects, Daily Expiration Execution, General Trade Support

SWISS BANK CORP., Philadelphia, PA **Aug 1996 – Sep 1997**

Foreign Exchange Options Trader PHLX (Philadelphia Stock Exchange)

Held seat on exchange.

SWISS BANK CORP., Philadelphia, PA **Jul 1995 – Aug 1996**

Foreign Exchange Options Clerk PHLX (Philadelphia Stock Exchange)

EDUCATION & LANGUAGES

UCONN School of Engineering, CT
Full Stack Coding Boot Camp oct 2020-Apr 2021

NEW YORK UNIVERSITY, New York, NY
Stern School of Business – Bachelor of Arts – Finance and Marketing
Summa Cum Laude

Fluent in German, proficient in French.