

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 performance, 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 responsibility for AUD& NZD local book for the entire time, as well as EUR and Skandies during 2008. (Aside of backup cover and direct responsibility 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.

## **TECHNICAL SKILLS**

- Extensive VB Coding Excel main frame interactive, program controlling, forms etc
- Web development front end: JavaScript, JQuery, CSS
- Git Hub interface and process management

## **LINKEDIN / GitHub**

<https://www.linkedin.com/in/jeff-woda-1033933/>

<https://github.com/wodaje>