

THOMAS GARCIA

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United Arab Emirates

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PROFESSIONAL PROFILE

Emerging Market credit trader with 7 years' experience in Fixed Income and very strong anchor in Portfolio Management. Proficient in buying and selling investments independently and carrying out the most efficient execution strategy. Professional, with exposure to different asset classes: Fixed Income, Equity, Money Market, REPO and FX. Proven high analytical skills and attention to detail, a great sense of ethics and a strong appetite for Asset Management. Successful in developing strategies that highly contributed to overall performance. Excellent relationship skills, team player and ability to deliver under pressure.

WORK EXPERIENCE

- March 2014 – Present* **National Bank of Abu Dhabi Global Asset Management, Abu Dhabi**
- **Credit Trading & Fund Management**
 - USD 2bn Asset Under Management divided into funds and segregated mandates for institutions and private clients – Execution of Emerging Market sovereign, quasi-sovereign, corporate, and local bonds
 - Core markets: MENA, Sub Saharan Africa, Turkey, and Asia - Generation and Implementation of trade ideas according to EM developments, liquidity, and funds guidelines
 - Exposure to Bonds, FX, Interest Rate SWAP, Deposits, Equity, REPO – Hard and EM Local currency
 - Best Execution driven - Automatization of execution, controls and reporting
 - Analysis and enhancement of portfolio re-positioning - Monitor and respond to incoming market information, economic announcements, and general trading activity
 - Contribution to the investment process by providing technical insights, independent research and suggesting suitable high relative value switches
 - Develop internal tools and systems to improve execution, screening, and research capabilities
 - Responsible for performance reporting, cash management and market makers relationship management
- Mar 2012 – March 2014* **United Arab Bank, Dubai**
- **Fixed Income Manager - Treasury & Capital Markets (EM credits: GCC, Turkey and Asia)**
 - USD 500mio under management (AFS book) – 50mio USD Prop Trading Book (HFT book)
 - Generate and Execute Trade Ideas within Risk limits – Risk assessment reports and presentations
 - Comfort in taking risk within strong management and regulatory framework
 - Establish & Develop Fixed Income solutions and process for distribution to clients
 - Preparing daily fixed income commentary and rates for the internal and external use
- Jul 2010 – Mar 2012* **Wallich and Matthes, Dubai**
- **Institutional Fixed Income Broker**
 - Trading of: Bonds (corporates and sovereigns), Sukuk, Private placements, Deposits facilitation
 - Coverage of: Private banks, Treasuries, Asset Managers, Corporate, Insurance companies, Pension Funds across emerging markets
 - Liquidity provider for end clients
 - Emerging Markets focused: MENA, Sub Saharan Africa, India and Southern Asia bonds
 - Developing new client portfolio in EM markets: Conducting business presentations, client meetings
 - Maintaining durable relationships – On boarding new, active and valuable Fixed Income investors
- Sept 2009 – Jul 2010* **MSH Dubai, Account Manager (Healthcare Insurance), Dubai**
Aug 2007 – Aug 2008 **Oddo & Cie., Business Analyst, Paris**
Jan – Aug 2007 **Pro Capital, Equity Sales Trader, Paris**
May – Aug 2006 **Groupe General Finance, Assistant Wealth Manager, Paris**

QUALIFICATIONS

- 2014 **Islamic Finance Qualification, (CISI Level III)**
2005 – 2009 **SKEMA Business School – Masters in Financial Markets – Sophia Antipolis, France**
2003 – 2005 **Associate Degree - International Trade, Dijon, France**

KEY SKILLS

- Languages** **French: native, Spanish: fluent, English: fluent**
I.T skills **Excellent knowledge of: Microsoft Office, Bloomberg, Bloomberg AIM**
Hobbies & Interests **Sport, Culture, Economics, Geopolitics, Travels**