

Peter Johnston

Beaconsfield, Bucks, HP9 1SG

pg_johnston@hotmail.com 07811359777

A Senior Management Professional with Treasury, FX, Funding, Money & Capital Market Trading/Sales expertise, including local currencies, Portfolio Management and a wide product knowledge in Treasury, HY, HG and EM Debt (including restructured loans) products. Held approved Person status with FSA.UK and overseas (GCC) management and team building and development experience. Enjoyed regular, direct, engagement with clients to develop and maintain efficient and effective relationships.

Professional Experience

Amstel Securities

Mar 2010- Apr 2011

Director, Emerging Markets Trading

Recruited to increase market coverage and change company from Agency Broker to boutique Investment Bank within compliance parameters. Increased client on boarding rate and product range.

Vantage Capital Markets

Aug2008- Jul 2009

Established, developed and managed a Fixed Income operation in a start up mode, including compliance factors, determining procedures, outsourcing facilities, staff recruitment and development and the profitable generation, expansion and management of new client relationships. Established and monitored limits and exposures.

VTB Europe plc (formerly Moscow Narodny Bank)

Jan 2002-Dec 2007

Senior Sales/Trader

Recruited to establish and develop trading in, and sales/distribution of, hard currency, non-Russian EM debt, specifically Central and Eastern Europe, including Ukraine, Kazakhstan and Turkey and LATAM.

- Achieved significant increased turnover year on year (35% in 2005, 70% in 2006 and 45% in 2007).
- Cover for market making in Russian bond operation.
- Portfolio management in both fixed and floating rate assets.
- Providing current market information, as to size and client demand levels and requirement, for new products, and anticipated future market movements, for syndicate area.
- Ensured adherence to pre-agreed limits and authorities and reported to senior management on regular basis.
- Sourcing of Investment Grade FRN product for Treasury liquidity management operation.
- Ensuring sales colleagues, and senior management, kept up to date on market developments.
- Futures hedging and trading to minimise risk and enhance performance.
- Regularly conducted client meetings, seminars and presentations across Central and Eastern Europe, with sovereign and corporate entities, looking to develop new, and expand existing, client relationships.

West LB

1995 – 2001

Director, Head of EM Trading, London

Recruited to manage the FRN trading portfolio before being asked to, additionally, take over and expand the domestic South African Rand and Eurorand books and subsequently the Emerging Market credits.

- Overall management responsibility for the London team, comprising three additional personnel, trading in, and requisite hedging of, US\$ and non-\$ Brady bonds, re-structured loans and Eurobonds.
- Specific responsibility for CEEMEA region credits, all Asset Swaps and Bank Debt, primarily FRNs. Additional out of time zone responsibility to trade the Singapore and New York based credits.
- Liaison with the dedicated EM sales teams, in London, New York and Singapore throughout the day, and with other product areas within GFM, to enhance business co-operation and increase cross market business levels.
- Made regular business trips throughout the Middle East accompanying sales personnel to attend presentations and client meetings to raise profile and generate business opportunities. Also regularly travelled to NY, Johannesburg and Singapore branches to develop contacts.

- Attended the regular Risk Management and Credit Risk Committee meetings and supplied hard currency, external debt area input re exposures and potential upcoming opportunities and developments in the wider market arena.
- Established and attained business targets, including P&L and turnover.
- Recruited staff externally and identified internal applicants for front office roles. Conducted appraisals and provided continuing hands on training, support and mentoring for team members enabling them to achieve their potential and career advancement within the organisation. Managed salary and bonus expectations of my team.
- Instigated Bloomberg E-trading system for the London trading/sales area enhancing deal flow and p&l.
- Ensured continuous price making across all the books to meet client requirements.

Tradition Bond Brokers **1994 – 1995**

- Delivered a successful, profitable, five person FRN broking operation in London.

FINANCIAL SERVICES **1991 – 1994**

- Financial Services consultant specialising in investment and pension products.
- Developed personal client base.

Commercial Bank of Kuwait – Kuwait **1988 – 1990**
Deputy Chief Dealer

- Managed all aspects of the Treasury, Money and Capital Markets management for the bank. Responsibilities included managing an FRN portfolio and asset and liability management to ensure the banks liquidity ratios were maintained and ensuring funding requirements were met at all times, both long and short term.
- Proprietary trading in money market instruments, US Treasuries, FRNs, Eurobonds, Futures, FRAs, FX and bullion. Also local money market products.
- Regular direct interaction with clients to determine needs and requirements.
- Frequent inter gulf trips to establish, develop and maintain banking contacts, to enhance the bank's status within the GCC region and expand and develop sales relationships.
- Created and developed an environment whereby locally employed personnel were keen to attend outside of normal working hours to expand their role and thereby develop their career and benefit the organisation.
- Regular engagement with visiting representatives to develop and enhance business relationships.

Bank of Montreal Capital Markets **1986 – 1988**
Associate Director

- Mandated to establish and manage a successful FRN trading and sales operation in the London branch of Bank of Montreal. Recruited additional trader and three sales personnel.

Samuel Montagu **1984- 1986**
Manager

- Initially employed as a money market trader prior to promotion and moving to the FRN trading desk, helping expand it from two to five traders covering all aspects of market making and including fund and portfolio management.