

# FRANK TUTUME

franktutume@uol.com.br • <http://www.linkedin.com/in/franktutume>  
(55 11) 99271 4336 and (55 11) 3729 1508  
Rua Correia de Lemos, 407, aptº 164 • Chácara Inglesa, São Paulo, SP, Brazil

---

---

## OBJECTIVE: SALES AND RELATIONSHIPS / TREASURY / OPERATIONS

---

---

### QUALIFICATIONS

- Economist with MBA in Business Strategic and Economic Management. Fluent in English and native Portuguese
- Solid comprehensive understanding of financial markets developed in corporations such as BM&F Bovespa, Itaú, BankBoston and BBA.
- Steadfast background in financing, investment and derivatives opportunity raising, structuring and negotiation with customers from several economic sectors.
- Expertise in institutional relationship management, complex sales, customer satisfaction, partnership building and maintenance.
- Experience in advanced segments of Treasury management and IT consulting positions.
- Ability to progress team, resources and processes, with the focus on people development, mentoring and training, creating synergy and productivity enhancements.
- Focused on innovation aligned with business strategy and core values.
- Significant experience with Continuous Improvement projects management based on Six-Sigma and Kaizen concepts.

### PROFESSIONAL EXPERIENCE

#### BM&F BOVESPA

AUG 10 – JAN 12

#### **MANAGER - DERIVATIVES AND FIXED INCOME PLATFORMS – SYSTEMS PUMA/GTS, SISBEX AND BOVESPAFIX**

*Reporting to the Director of BVMF Market Operations and leading 19 employees my main responsibilities consisted of: ensure broker adherence to rules and regulations relating to BVMF trading along with CVM (Brazil's SEC) and Brazil Central Bank standards, participate in settling Business Chambers demands concerning trading rule amendments, act as an arbitrator to aid in trading related demands or resolving disputes amongst brokers and represent the BVMF Market Operations Division in institutional relationships. Responsibilities also included: oversee the operational integrity of the BVMF trading platform and market data dissemination, which also consisted of partaking in various solutions and new releases mock-tests, and represent BVMF Market Operations in PUMA (Plataforma Unificada Multi-Ativos) deployment committees.*

- Led PUMA first phase implementation in Derivatives segment acting in three lines of action: (1) test scope planning with involved IT teams; (2) ongoing identification and evaluation of anomalies in the new platform and consequent redesign of testing and implementation schedule; and (3) reallocation of staff and respective skills to each test. This human resources reallocation allowed the knowledge sedimentation among employees over the new platform operation. The flawless PUMA implementation provided notorious performance gains to trade execution.
- Headed the delegation that visited GLOBEX, CME trading platform, which formed the basis of PUMA, in order to transfer the platform operation knowledge between CME and BVMF. Coordinated with the CME instructors teaching program adjustments and built a theoretical and hands-on training at BVMF for 60 Market Operations employees, replicating the new platform environment in the training facilities.
- By taking the derivatives platform management, I redistributed the area's human resource attributions through their mapping and goal setting along with the necessary skills. I also deployed management enhancements like methodology use definition, systematic accountability allocation by process, vacation planning, communication and transparency, thus achieving gains in time, quality, people development and ownership.
- Implemented the crisis management process in the trading environment using tools such as process mapping, benchmark process identification and model conception, routine and duty definitions, including the management practice of the knowledge acquired in each crisis. Led team trainings and crisis drills in parallel production environment. This process mitigated crisis solution time, led to better customer service and lowered the chance of recurrence.

#### BANKBOSTON / BANCO ITAÚ

MAR 00 – JUN 09

#### **ITAÚ – SR. SALES TRADER (JAN 08 – JUN 09)**

*Financing and Investment Instruments and Derivatives Sales*

- Opportunities origination in customers and sales of foreign currency assets (Res. 2770, NCE and import financing), liabilities (CD) and derivatives (NDF and options).

#### **ITAÚ - CONTINUOUS IMPROVEMENT LEADER (JAN 07 – DEC 07)**

*Continuous Improvement Projects*

- Implemented three Continuous Improvement projects based on Six-Sigma and Kaizen concepts into the *Cultura de Performance* program. Through process mapping, theoretical and practical training, dissemination of corporate values and improvement opportunity identification, operational and cultural actions were incorporated to customer areas, which were empowered to identify and deploy future enhancements on a stand-alone basis.

**BANKBOSTON - CORPORATE DESK SR. TRADER (MAR 00 – JAN 07)**

*Financing, Investment and Guarantee Instruments and Derivatives Sales*

- Picked wide disparity profile wallets – different revenue levels, various economic sectors, knowledge and use of banking instruments and credit strength. Generated structuring and sale opportunities for an extensive range of products such as working capital (*compror, vendor*, receivable discount, 2770 and 4131 Central Bank resolutions), leasing, trade finance instruments (export pre-payment, import financing, forfaiting), local and off-shore guarantees, governmental credit lines (*BNDES*), agriculture sector credit (*Crédito Rural*) and derivatives.

**BDS / TRADEVIEW (IT SERVICES)**

**NOV 99 – FEB 00**

*FINANCIAL SECTOR CONSULTANT*

**TOEPFER INTERNATIONAL (TRADING COMPANY IN THE GRAINS AND DERIVATIVES SECTOR)**

**MAR 93 – JUL 98**

*TREASURER*

*Reporting to CFO, my responsibilities consisted of strategically managing the cash flow, taking risk financial positions and generating arbitrages and structured financial deals. This role included exposure control, headquarter reports, six employees leadership and financial institution relationship.*

- Expressively increased the financial profit by cash flow management optimization and generation of financial arbitrage opportunities backed on uncommitted export and import contracts. The resulting financial deals increase contributed to the improvement of the company's attractiveness for financial institutions and the reduction of paid spreads.
- Actively worked in headquarters communication, at a time of low understanding of Brazilian financial market dynamics, providing clarity about the incurred risks on exposure of financial deals. In addition, designed understandable and functional periodic mark-to-market reports.
- Deployed enhancements in the Treasury routines through activity study and employee guidance, thus generating financial waste reduction, productivity gains, staff development and greater ownership intellect.

**ERGONDATA DO BRASIL (IT SERVICES)**

**AUG 92 – FEB 93**

*FINANCIAL SECTOR CONSULTANT*

**BBA CREDITANSTALT (CURRENTLY ITAÚ BBA)**

**APR 91 – AUG 92**

*FUTURES AND OPTIONS ARBITRAGE*

**EDUCATION AND CREDENTIALS**

- MBA in Business Strategic and Economic Management. FGV/SP, 2011.
- Continuous Improvement Consultant. Itaú/McKinsey, 2007.
- CPA20. Anbid, 2004.
- Economics. PUC/SP, 2002.
- Fluent in English, basic knowledge in Spanish and native Portuguese.

**COURSES**

- Management Development, BVMF/FDC, 2011.
- Business Continuity Management – BS 25999-1 and BS 25999-2 standards. BSI Training, 2010.
- Value Building Strategies. FGV, 2009.
- Business Management. FGV, 2008.
- Human Resources Management based on Competences. Cavalcante Consultores, 2008.
- Sustainability. Itaú, 2008.
- Efficient Communication. Itaú, 2008.
- Leadership Journey. Itaú / McKinsey, 2007.
- Continuous Improvement Itaú Leader. Itaú, 2007.
- Reinvent Yourself. Boston School, 2005.
- Assertive Behavior – Boston School, 2005.
- Selling Ideas. BankBoston, 2004.
- Consultative Sales. BankBoston, 2004.
- Consultative Sales. Alberto Couto Treinamento e Consultoria em Vendas, 2000.