

DAVID BEDNARCZYK

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WORK EXPERIENCE

Bank Leumi

Vice President, Emerging Markets Debt Trading, New York, NY

January 2014 – November 2016

- Responsible for strategically managing up to a \$50mm portfolio of high yield LatAm credit including sovereigns, provinces, and corporates, where the main emphasis is on Argentina, Brazil, and Mexico
- Work closely with strategist and financial advisors to recommend buying and selling out of client's portfolios.
- Constantly monitor the LatAm credit markets for technical opportunities.
- Solely developed and implemented a trading model that displayed credit metrics and communicated input and output with several ECNs in order to optimize pricing efficiency.
- P&L for 2016 was 908k, with positioning of not more than 15mm on an aggregate long/short basis.

Investment Placement Group

Director, Emerging Markets Debt Trading, New York, NY

April 2013 – January 2014

- Tasked with executing in house orders as well as coming up with trade ideas for private wealth clients.
- Focus on global emerging markets with emphasis on high yield paper.
- Developing in house model to evaluate relative value trades throughout different sectors in EM credit.

HSBC CORP. LTD

Vice President, Emerging Markets Debt Trading, Hong Kong, China

August 2010 – February 2012

- Successfully built and implemented an e-commerce platform covering the whole LatAm scope of sovereigns and corporate bonds in Asia. Created liquidity for Asian investors while supporting the vast new issue market.
- Main area of focus was high grade and high yield Brazilian corporate debt marketed to institutional and private banking accounts.
- Marketed the business through aggressive pricing, research, and trade ideas, with intent of gaining more market share in the Asia time zone, while capturing the bid/offer spread.
- Developed an e-commerce platform, as well as analytical tool to price securities quickly and accurately, and to provide timely execution.
- Maintained risk books in Asia, not more than 5K DV01 in corporates and sovereigns respectively, to trade around the market and provide solid axes to generate flow.

HSBC SECURITIES (USA)

Assistant Vice President, Emerging Markets Debt Trader, New York, NY

February 2008 – August 2010

- Responsible for the Colombia, Peru and Panama external debt curves, as well as Brazil dual currency curve.
- Traded Argentina and Venezuela over an e-commerce platform (2mm or less usually a clip).
- Traded cash, CDS, US Treasuries (cash/futures), Swaps, and FX, providing liquidity for clients, as well as managing the bank's own positions in emerging markets.
- Focused on exploring credit curves in emerging markets, identifying optimum opportunities within emerging market debt where the bank could profit.
- Strategically positioned the book, while generating relative value trading ideas, and providing constant information about the markets to the sales force.
- Averaged USD 2mm a year in P&L with no more than 50M notional book and up to 25K DV01 limits.
- Advised clients over market conditions, liquidity, news, and trading opportunities in the curve or in relative value, helping them to develop strategies for their asset allocation in emerging markets debt.

HSBC SECURITIES (USA)

Associate, Emerging Markets Fixed Income Sales, New York, NY

May 2006 – February 2008

- Junior EM salesperson for local market debt, external debt, CDS, and IRS.
- Provided backup coverage for senior salespeople, sold EM fixed income to broker dealers, and provided post trade support for a desk of 8 salespeople.

EDUCATION

TEMPLE UNIVERSITY, Fox School of Business & Management
Bachelor of Business Administration, Finance Major; GPA: 3.23/4.0,
Officer of Financial Management Association

Graduated September 2005
Philadelphia, PA

PROFESSIONAL LICENSES

FINRA (NASD) Series 7, General Securities Registered Rep
FINRA (NASD) Series 63, Uniform Securities Agent State Law
HKSI Paper 1

ADDITIONAL

Technical Skills

- Bloomberg, including BBG API; Reuters; Murex; Various Electronic Trading Platforms
- Microsoft Excel, Access, Word, PowerPoint, Visio, Project, Outlook
- Financial Modeling; Data mining and analysis; Technical specification writing; Project management
- VBA; HTML, CSS; Python