

Vinicius Alves de Pinho

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Professional experience:

Deutsche Bank Derivative Sales & Trading – FX & IR

June 2013 - Currently

Responsible for the daily FX derivatives flow and structuring for corporate clients. Focus on options, vanillas and exotics, FX forwards and structured forwards and also funding solutions with derivatives. Working closer to treasury desks to develop trading ideas, market colors and insights to develop a more technical approach to that type of client and delivery better hedge structures.

ItauBBA Derivative Sales & Trading – FX, IR, Commodities and Equities

July 2009 - Currently

I am responsible for Derivatives pricing and sales focus on institutional clients in Brazil and US, very active in CDI and FX options pricing and trading ideas, taking advantage of market conditions (volatility and price). Interact with all line of business to create products that meet client's expectations, and helping the desk on pricing. I execute the trades in the market place and taking care of settlement issues. I also take care of sales & trading of corporate and sovereign bonds in BRL and USD.

Citibank Latam Capital Market Desk – FX Derivatives, FI, Commodities and Equities

Nov. 2007 – Aug. 2008

I worked as derivative trading advisor, responsible for all the trades to Brazilian clients on the offshore market, in FX (Asian, Europe and Latam), Libor swaps, crude and gold. I was responsible, on the desk, for structuring trading ideas on FX derivatives and directional trades, execute them on the market and risk control. Also, responsible for exotic and vanilla option trade structures, structure note sales, IR swaps to hedge loans, currency forwards positions and equity OTC ideas, macro plays using FX. I had direct contact with clients, in approximated 10bi USD under management.

Unibanco Treasury Sales – Equity, IR and FX options

July 2007 – Nov. 2007

I was responsible for institutional clients FX and IR structures and single options sales and options market making for middle market institutions and small hedge funds.

Prosper Bank Trader Brokerage House

Aug. 2004 - April 2007

I was responsible for derivative trading to institutional clients like Investment banks and also investment management for a private client in derivatives, equities and futures. I developed the international sector in the company, writing reports, conference call about Brazilian economy and trading ideas to international Hedge funds and banks.

Education:

Graduated in Economics. 2000-2004. UERJ, Rio de Janeiro.

- Certification ANBID CPA 20 2008
- Fluent in English, basic Spanish and Portuguese Native
- Derivative Professional Formation. 2005. BM&F
- Agriculture markets course. 2004. BM&F
- FX products and trades course. 2004. BM&F
- Financial Market specialization. 2002. ANDIMA
- Financial Math course. 2002. BVRJ

Computer Skills:

- Word, Excel, Bloomberg, Internet, Windows.

International Experience:

- Working in the Latam Capital Market Desk in NY and São Paulo until be transferred definitely in 2009
- 16 days in NY visiting treasury desks, which trades EM markets, talking about Brazilian investment opportunities. August 2006
- Two months living in US. Janeiro 1998