
FINANCIAL INVESTMENT PROFESSIONAL

Goal-driven Head of Sales and Trading, Portfolio Manager, and Investment Advisor with >18 years of institutional and ultra-high-net-worth experience for both buy and sell side. Remarkable in-depth and diverse experience in NYC trading floors (NYSE, COMEX, and CBOE); comprehensive understanding of market correlations. Bilingual (English & Spanish).

Expert in: Fixed Income (Investment Grade, High-Yield, MBS, US Treasuries, Distressed and Non-Dollar instruments), Equities (US and International Arbitrage, Structured Products, Blocks Trading), FX (Euro, Latin America, and Asian), and commodities (both futures and spot – LME and COMEX). Experienced in:

Core Competencies

- Leading Securities Trading Operations
- \$500M Portfolio Management
- Proprietary Trading & Wealth Management
- Most Current Performance Measurement Models, Systems & Platforms
- Long-Term Relationships: High-Worth Clients & Renowned Buy/Sell Institutions
- Financial Team Leadership
- Project Leadership: Opened Broker Dealers, Mainstreamed Various Desks

PROFESSIONAL EXPERIENCE

Madison Capital Markets Inc., Miami, FL

7/2013-2014

Vice President Institutional Fixed Income Sales and Trading

Formed institutional fixed income brokerage business covering specific company clients and initiated new formal international and domestic accounts. Member of sales of Private Placement investment banking group.

Head of Trading, Sabadell Securities Inc. (2009–2013)

2008-2013

Leveraging in-depth brokerage-side constructed a top of the line broker dealer giving the Bank an extra arm to facilitate and bring new types of clientele and trading products.

- Established the new broker-dealer Sabadell Securities (opened mid-2009), increasing trading revenue and bottom-line efficiencies and providing another avenue for new business.
- Reduced costs in equity trading 40% and upgraded bond counterparties (direct to the source), allowing for most competitive pricing in the Miami private banking sector.
- Introduced current P&L and trading system upgrades, which generated over 20% of Banco Sabadell Miami's profits in 2010/2011.
- Established new risk controls, trading practices and order flow, reducing errors 75% and increasing profitability through better pricing and mark ups.

Head of Trading and Advisory, Banco Sabadell (2008-2013)

Managed all aspects of trading and built relationships with the largest bank clients. Offered trade ideas, conducted Relative Value bond analysis, and utilized innovative knowledge of macroeconomics and monetary theory. Co-managed various portfolios totaling over \$500M.

- Augmented ultra-high-net-worth equity trading by presenting swap and RV trading strategies, and recommendations (trade idea performance returns: 2010 +83.95%, 2009 + 168.99%, 2008 +44.00%).
- Increased volumes and new account inflow by supporting sophisticated high-net-worth clients and institutions and offering complex advisory information and direction on key markets.
- Performed all aspects of trading in Bonds and Equities, including co-managing proprietary 9-10 figure portfolios with MBS, Agencies, Investment Grade and High Yield bonds (both International and Domestic), US Treasuries, and Municipals.
- Given \$30-50M to trade Distressed Assets for specific clients (up 30-40% 2012).

BBVA, Miami, FL**2006-2008****AVP Head of Trading**

Provided service and execution in all major markets and exchanges for Miami Agency, Institutional, and ultra-high-net-worth clients; interpreted relevant market events (micro/macro), reviewed recommendation lists, and created emerging market bond portfolios.

- Member of the BBVA Investment Committee and co-manager of a \$400M Fixed Income Prop book.
- Reduced costs by >60% in multiple trading areas, eliminated errors 90% and increased desk profits 30% first year.
- Reorganized trading team and mentored junior traders, maximizing potential and motivations.
- Completely upgraded trading platforms and counterparties bringing the desk up to par with high level sophisticated banks.

Beta Capital Management, Miami, FL**2001-2006****Vice President Institutional Sales and Trading**

Joined group as trader and promoted to assist with the firm's largest account via execution, various portfolio assessments and hedging with dynamic ideas.

- Managed and actively traded Colombian pensions flow in excess of \$25-\$35M daily in Yankee bonds and \$30-\$50M in FX (P&L, strategy and hedging).
- Traded arbitrage strategy with local markets, derivatives, block trades, and all types of bonds in all currencies.

Salomon Brothers, New York, NY**1996-2000****Institutional Foreign Equities Sales and Trading**

Assisted Head of Foreign Trading with institutional client flow via the Salomon global model. Included local settlements of trades and engaging with all the major brokers, banks and accounts over \$100M.

- Traded ADR's and non-US local shares, outright, and via arbitrage and crosses (blocks of up to 10-20M shares) with trading desks around the globe and Salomon's Institutional worldwide group.
- Worked both on the trading exchange floor (NYSE) and Salomon trading floor.
- Completed Salomon Brothers Equity Program.

ING Capital Inc., New York, NY**1996****Assistant Trader ING Global Repo Desk**

Assisted REPO desk with daily volumes over \$3-\$4B daily.

Cargill Investor Services, New York, NY**1994-1995****Trading Floor COMEX/Head Office Internship (2 summers)**

Internship – Commodities Trading at COMEX pit in Gold and Silver (Two Summers)

EDUCATION & PROFESSIONAL QUALIFICATIONS

Bachelors of Arts & Sciences, Economics | Bachelor of Arts & Sciences, Spanish

University of Vermont, Burlington, Vermont

Other Courses and Seminars:

- Completed all Bank FED yearly exams required for compliance, FED regulations.
- Assisted and participated yearly in various seminars and conventions including BONY Insite (invited as speaker), Knight ETF Conference, London Metals Exchange Yearly Dinner/seminar, ABS East conference, BERKSHIRE HATHAWAY INC. Shareholder Meeting, Goldman Sachs Wealth Management Yearly Conference, and HC Hedge Fund Conference.
- Analytical and New Technology Bloomberg Seminars.
- Series 7 with 10 years of continuing education.

COMPUTER SKILLS: MS Office, Bloomberg (advanced), Reuters, Bond Central, Market Access, Algorithm's, Constructed own Arbitrage platform, BARX, Technical Market Studies (advanced)