

# LOUIS H. FRIEDMAN

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Global Markets Professional: Accomplished senior manager with a proven track record of generating significant revenue in both developed and emerging markets. Senior reporter/journalist covering currencies, interest rates, and commodities. Strong team leadership and communication skills.

## PROFESSIONAL EXPERIENCE

**Conventus Capital, New York, NY, Senior FX Portfolio Manager** December 2016-Present

- FX trader/analyst covering G7 and emerging markets for privately held fund.

**Market News International, New York, NY, Senior Reporter/Journalist** August 2015-July 2016

- Produced the MNI Asian Morning FX Analysis, a daily commentary on the Americas global markets; topics included FX market reaction to daily economic data, central bank decisions and political events, as well as technical analysis.
- Contributed to the MNI Edge and Bullet Points; intraday updates on the currency, fixed income commodities, and US equity markets.
- Daily interaction with MNI clients.

**Standard Bank of Americas, New York, NY, Director** May 2003-December 2014

- Built a sales and trading desk in New York, since 2003 profits increased 300%. Expanded markets covered and traded from G7 and South Africa, to most emerging markets including CEEMA, Latin American and all of Africa.
- Markets traded, South African Rand, G7, CEEMA, Latin America, Africa, options and interest rates.
- Wrote the daily Standard Bank of Americas market commentary that was distributed to global clients and internal global markets staff. Commentary covered economic and political events of the day, plus technical analysis and trade recommendations.
- Increased global client volume in New York by 20%. Established, maintained and improved many client relationships with Standard Bank's New York office. Identified and advised South African clients on opportunistic hedging strategies in the North American time zone.
- Instituted an Etrading platform; streamed rates to many online currency trading platforms, banks, and other financial institutions. Provided liquidity for South African Rand, G7, African Currencies and other emerging market currencies.
- Managed the FX group's overall market exposure through the bank's VAR system. Maintained an active dialogue with the credit/risk group to continuously update and analyze market risks within Standard Bank and to external clients. Conducted all trading according to bank policy and professional market standards.
- Recruited, hired and trained several sales and trading members of the desk.

**J.P. Morgan Chase & Company, New York, NY, Vice President** April 1986-December 2002

- G7 and emerging markets trader; consistently achieved yearly trading budgets. Delivered aggressive market prices to clients and interbank counterparties; built and expanded market share.
- Wrote the *Policies and Procedures Manual* for the Foreign Exchange Department. Manual outlined proper procedures for clients, traders and sales people.
- Partnered with the sales desks to market new corporate and institutional clients

## EDUCATION

- Brandeis University, Waltham, MA B.A. Economics