

## Damon Reynolds

Personal

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### Personal Profile

A results-driven, dedicated manager with significant experience in managing change within the banking industry. An effective communicator at all levels with good problem solving, analytical and organisational skills, and highly motivated either in a team or working on own initiative.

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### Current Career

*October 2012 - Present*                      **Royal Bank of Scotland / Nat West Markets**                      *London*

#### Global Head of FX Trading

- Global Head of G10 and EM Spot trading
- Global Head of FX Forwards G10 and EM and EM Rates
- Global Head of FX Options
- Service RBS's corporate, institutional and central bank clients by providing pricing, trading and execution services in EMEA Cash & NDF / EM STIRT and Local Market products
- Provide interbank liquidity via both the direct and broker markets in those products
- Manage and hedge the resulting risks all within the appetite and parameters set out in the prevailing EMEA Cash & NDF / EM STIRT and Local Market Dealing Authorities, and potential further limits and restrictions present in this Trader Mandate

### Achievements

- Strong risk culture with management of Global Risk on a holistic basis by ensuring no significant p/l drawdown or risk breach.
- History of building highly driven and loyal trading teams.
- Management responsibility for 42 staff in 3 locations (London, US and Singapore)
- Identified synergies in trading business and integrated trading teams across EM and G10 to form cohesive client offering.
- Direct client relationships with large Real money and Hedge Fund community. Organised successful client road shows across continents resulting in positive franchise momentum.
- Managed successful businesses to meet and exceed p/l budget whilst delivering positive customer momentum.
- Promoted RBS and NWM throughout significant changes in strategic direction.
- Delivered successful returns from local branches whilst having to navigate sanctions, credit and balance sheet constraints
- Identified go forward business and overseen sale of exited products.
- Driven changes to Dealing Authorities to recognise and include 24/7 trading concept.
- Sponsored development of electronic offering in FX Forwards to streamline efficiency on desks.
- Managed development of centralised pricing tool to ensure consistent pricing between trading centres

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### Previous Career History

*July 2010 – Oct 2012*                      **Bank of America Merrill Lynch**                      *London*

#### Head of Emerging Markets Rates

- Responsible for all trading activity for Emerging Markets in London and Istanbul branch

### Achievements

- Increased client enquiries by over 300% in first year by undertaking sales road shows to highlight trading capabilities.
- Delivered significant returns increasing p/l by 200% over 2 year period
- Highlighted client base and drove policy to align the desks to be client orientated operation.
- Restructured desk offering to meet client demand.
- Successfully integrated G10 Cash desks with EM to form cohesive client offering.
- Business sponsor for client pricing application enabling any team member to accurately price client enquiries.

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*June 1999 – April 2015*

***ABN AMRO / RBS***

*London*

**Head of ABN AMRO EM trading desk.**

**Achievements**

- Built EM STIRT desk at ABN AMRO
- Business leader in successful integration / migration of ABN AMRO business to RBS.