

# DAVID GUILLERMO SANTOS RODRIGUEZ

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**Bogotá – Colombia**

Double Bachelor's degree in Economics and in Management from Universidad de los Andes and fluent in Spanish and English. My career developed in Economic and Financial Analysis with emphasis in valuation modelling and experience in the capital markets of Colombia, Chile and Peru. I have led teams dedicated to analyzing companies and investments, strategy and portfolio management with the ability to identify different alternatives in an ever changing economic and investment environment. Communication skills with clients

## WORKING EXPERIENCE

**July 2011 to November 2018**

**Compass Group**

Latin American Asset Manager present in the main countries of the region and with assets under management over US\$6bn in fixed income, equities and alternative assets.

*Portfolio Manager & Sr Investment Analyst (December 2014 to November 2018)*

- Together with my team, we managed the equities portfolios investing in Colombia and in the Andean region and led the coverage of Colombian equity and fixed income issuers, with direct responsibility over the financial and utilities sectors and the Latin American Airlines universe. We routinely followed the economic and political situation of Colombia for our foreign funds.
- Reporting to Compass CIO in NY and worked with a team of 2 analysts.
- We reached the first quartile in the equities locally domiciled funds of Dinero magazine ranking both in 2016 and 2017.

*Sr Investment Analyst and Head of Research Colombia (July 2011 to November 2014)*

- I led the coverage of Colombian equity and fixed income issuers, with direct responsibility over the financial and utilities sectors and the Latin American Airlines universe. The whole Colombian research team supported the portfolio construction for the local and regional fixed income and equities strategies.
- Reporting to Compass Colombia CIO and worked with a team of 2 analysts.
- We increased coverage of the Colcap index to close to 80% and 50% for the international bonds of Colombian companies. For the Latin American Airlines, exMexico, coverage reached 100%. We generated positive Alpha for local and regional strategies over the years thanks to the local insight provided.

**December 2006 to July 2011**

**Serfinco S.A. (now Ultraserfinco)**

Main independent stock broker and asset manager in Colombia, headquartered in Medellín and with offices in Colombia's main cities.

*Equities Product Manager (June 2010 to July 2011)*

- I developed investment strategies in equities for private wealth and institutional clients and created commercial tools aimed at increasing revenues generated by equities for the firm, always putting the clients' needs first. I periodically reviewed and analyzed the clients' portfolios for rebalancing if necessary.
- I helped Improving the dividends profile of the private wealth clients, above the median paid by the Colombian market. I implemented strategies aimed at reducing volatility of the clients' portfolios. I managed to achieve positive returns on the clients' portfolios in the order of 20%.

*Head of Economic Research (August 2008 to June 2010)*

- I led the Economic Research team at the firm for the local and international markets. We followed the macroeconomic variables and wrote documents on the current economic situation. We made presentations for internal and external clients. I was also the firm's spokesman in economic issues.
- Reporting to the Commercial Director and worked with a team of 4 analysts.
- We consolidated the Economic Research Department as a market referent in the investment decision making process. We developed support tools for the portfolio managers, traders and clients of the firm that helped them make more informed decisions.

*Sr. Equities Analyst (December 2006 to July 2008)*

- I created from scratch the equities research of the firm and, when the team grew, I led them. We developed a set of tools to perform fundamental analysis and equities valuation. We wrote equities research documents up to international standards. We made internal and external presentations on the analyses performed.
- Reporting to the Head of Economic Research and worked with 1 analyst.
- We developed coverage of the main equities composing close to 80% of the former IGBC Index. We designed and wrote equity research document with international standards- to support the clients' investment process.

**Other**

**October 2003 to November 2006                      Publicar S.A.**

Main phone book company in Colombia and Latin America exMexico and main company of Grupo Carvajal, a Colombian industrial conglomerate with presence in several industries and countries throughout Latin America

- Positions held: *Sr. Financial Planning Analyst and Jr. Financial Planning Analyst*

**July 2000 to December 2000 and January 2002 to September 2003**

**Corporación Invertir en Colombia-COINVERTIR**

Colombia's foreign investment promotion agency

- Positions held: *Investor Services Coordinator, Economic Researcher, Intern*

**August 2002 to May 2003**

**Universidad de los Andes, School of Economics**

- Positions held: *Graduate Assistant for Introduction to the Colombian Economy (for Juan Carlos Echeverry)*

**EDUCATION**

Universidad de los Andes, Bogotá

2003                      Management

2002                      Economics

**CONTINUING EDUCATION**

Universidad de los Andes, June 2006

School of Management – Desarrollo Gerencial (Managerial Development)

Seminary in EQUITY VALUATION AND NEGOTIATION

June 2019

CFA Institute Level II Candidate

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**LANGUAGES**

English (spoken, written and read) 100%

German (basic, ZD Certificate)

Spanish (Native)

**SCHOLARSHIPS AND AWARDS**

Andrés Bello Award 1996 National Category for being in the top 20 high school students in Colombia's ICFES Public Tests