

FRANK TUTUME

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BANKS – STRUCTURING / SALES / BUSINESS DEVELOPMENT

QUALIFICATIONS

- Solid comprehensive understanding of financial markets developed in corporations such as BM&F Bovespa, Original, Itaú, BankBoston, Toepfer International (an Archer Daniels Midland company) and BBA.
- Steadfast background in financial instruments opportunity raising, structuring and negotiation.
- Expertise in institutional relationship management, business development, complex deals, customer satisfaction, partnership building and maintenance.
- Significant experience in advanced segments of Treasury management.
- Ability to progress team, resources and processes, with the focus on people development, mentoring and training, creating synergy and productivity enhancements.
- Focused on innovation aligned with business strategy and core values.
- Experience with Continuous Improvement projects management based on Six-Sigma and Kaizen concepts.
- Economist with MBA in Business Strategic and Economic Management. Fluent in English, advanced knowledge in Spanish and native Portuguese

PROFESSIONAL EXPERIENCE

FT INVESTIMENTOS

OCT15 – NOW

FUTURES TRADER AND INVESTOR

BANCO ORIGINAL

APR 14 – SEP 15

TREASURY PRODUCTS SR. MANAGER

Responsible for Fixed Income products including design and implementation of respective trading channels (Internet Banking, Mobile, Commercial Platform and Call Center) and assessment and design of related Treasury systems.

BM&F BOVESPA

AUG 10 – FEB 12

ASSOCIATE DIRECTOR - DERIVATIVES AND FIXED INCOME PLATFORMS

Reporting to the Director of BM&F BOVESPA Market Operations and leading 19 employees my main responsibilities consisted of: ensure broker adherence to rules and regulations relating to trading along with CVM (Brazil's SEC) and Brazil Central Bank standards, participate in settling Business Chambers demands concerning trading rule amendments, act as an arbitrator to aid in trading related demands or resolving disputes amongst brokers and represent the Market Operations Division in institutional relationships. Responsibilities also included: oversee the operational integrity of the trading platform and market data dissemination, which also consisted of partaking in various solutions and new releases mock-tests, and represent Market Operations Division in PUMA (the new trading platform developed with CME) deployment committees.

- Led PUMA implementation in Derivatives segment. The flawless implementation provided notorious performance gains to trade execution.
- Headed the delegation that visited CME in order to transfer the platform operation knowledge to BM&F BOVESPA. Built and applied a theoretical and hands-on training at BM&F BOVESPA for 60 Market Operations employees.
- By taking the derivatives platform management, I redistributed the area's human resource attributions and deployed management enhancements achieving gains in time, quality, people development and ownership.
- Implemented the Crisis Management Process in the trading environment mitigating crisis solution time, leading to better customer service and lowering the chance of recurrence.

BANKBOSTON / BANCO ITAÚ

MAR 00 – JUN 09

ITAÚ – TREASURY SR. SALES TRADER (JAN 08 – JUN 09)

Financing and investment instruments and derivatives sales to full prospective customer wallets. Responsibilities consisted of visiting potential customers with consultative approach, identify and make sure that the suitable product concepts were fully understood, keep contact and monitor the appropriate sale timing considered each customer needs (e.g. economic segment seasonality, financial

market trend and asset/liability maturities) and customer conversion and revenue goals. Same routine applied to “converted” customers additionally driven by customer and credit risk rating historical revenues monitoring.

- Converted customers and sales of foreign currency assets (Res. 2770, NCE and import financing), liabilities (CD) and derivatives (NDF and options) consistently and significantly above targets.

ITAÚ - CONTINUOUS IMPROVEMENT LEADER (JAN 07 – DEC 07)

Continuous Improvement Projects based on Six-Sigma and Kaizen concepts.

- Implemented 3 Continuous Improvement projects simultaneously training and enabling customer areas to identify and deploy future enhancements on a stand-alone basis.

BANKBOSTON - CORPORATE DESK SR. TRADER (MAR 00 – JAN 07)

Financing, Investment and Guarantee Instruments and Derivatives Sales to prospective and recurring customers. Responsibilities consisted of the same described in Jan08 – Jun09 period above, but additionally oriented by “self-made” customer historical revenue statistics and credit risk rating policies.

- Picked wide disparity profile wallets – different revenue levels, various economic sectors, knowledge and use of banking instruments and credit strength. Generated structuring and sales consistently above targets for an extensive range of products such as working capital (*compror, vendor*, receivable discount, 2770 and 4131 Central Bank resolutions), leasing, trade finance instruments (export pre-payment, import financing, forfaiting), local and off-shore guarantees, governmental credit lines (*BNDES*), agriculture sector credit (*Crédito Rural*) and derivatives.

TOEPFER INTERNATIONAL (TRADING COMPANY OF THE AGRIBUSINESS SECTOR – AN ADM COMPANY)

MAR 93 – JUL 98

HEAD OF TREASURY

Reporting to CFO, my responsibilities consisted of strategically managing the cash flow, taking risk financial positions and generating arbitrages and structured financial deals. This role included exposure control, headquarter reports, six employees leadership and financial institution relationship management.

- Expressively increased the financial profit by cash flow management optimization and generation of unbudgeted financial arbitrage opportunities backed on uncommitted export and import contracts. The resulting financial deals increase contributed to the improvement of the company’s attractiveness for financial institutions and the reduction of paid spreads.
- Actively worked in headquarters communication, at a time of low understanding of Brazilian financial market peculiarities, providing clarity about assumed financial risks. Also designed functional mark-to-market reports.
- Deployed enhancements in the Treasury routines through activity study and employee guidance, thus generating financial waste reduction, productivity gains, staff development and greater ownership intellect.

ERGONDATA TRADING SYSTEMS (IT SERVICES)

AUG 92 – FEB 93

TREASURY CONSULTANT

BBA CREDITANSTALT (CURRENTLY ITAÚ BBA)

APR 91 – AUG 92

PROPRIETARY TREASURY TRADER

EDUCATION AND CREDENTIALS

- MBA in Business Strategic and Economic Management. FGV/SP, 2011.
- Continuous Improvement Consultant. Itaú/McKinsey, 2007.
- CPA20. Anbid, 2004.
- Economics. PUC/SP, 2002.
- Fluent in English, advanced knowledge in Spanish and native Portuguese.

COURSES

- TNT Professional Trading – Portal do Trader, 2015
- Managing Development, BM&F BOVESPA/FDC, 2011.
- Value Building Strategies. FGV, 2009.
- Business Managing Development. FGV, 2008.
- Sustainability. Itaú, 2008.
- Efficient Communication. Itaú, 2008.
- Leadership Journey. Itaú / McKinsey, 2007.
- Assertive Behavior – Boston School, 2005.
- Selling Ideas. BankBoston, 2004.
- Consultative Sales. BankBoston, 2004.
- Consultative Sales. Alberto Couto Treinamento e Consultoria em Vendas, 2000.