

John Smith, CFA

Your Address ▪ City, State Zip Code

Phone Number ▪ E-Mail Address

**CAPITAL MARKETS
FIXED INCOME**

Leadership ... Team Commitment ... Superlative Business Acumen ...

Focused, analytical and quick thinking financial professional with strong communication skills and ability to comprehend, translate and act upon market fundamentals and breaking news. Offer experience in: performing autonomously and/or collaboratively in a rapid-paced, high-pressured environment and developing trade concepts and strategies that generate alpha while minimizing risk. **Core competencies include:**

- Asset Liability/Risk Management
- P&L Monitoring
- Strategic Hedging
- Macroeconomic Fundamentals
- Relative Value
- Trading Concepts
- Technical Analysis
- Trade Execution
- Relationship Development

CMOs ▪ Foreign Exchange ▪ Options ▪ Futures ▪ Interest Rate Swaps ▪ Swaptions ▪ TBAs ▪ U.S. Treasuries

KEY ACCOMPLISHMENTS

- ✓ Progressed from the role of Junior Trader to acting Head of Trading Desk at Major Investment Firm in less than three years. Contributed +25 basis points, in Q4-2008, to \$5 billion portfolio's total return via buying Eurodollars and other long gamma strategies.
- ✓ Selected as Head Trader and Strategist for Major Bond Fund with \$2 billion assets under management.
- ✓ Designed the hard-copy trainee template which was implemented and utilized firm-wide in the training of all new Junior Trader hires.
- ✓ Formulated a multi-factor swap spreads model that enabled and recommended optimal hedging strategy based on model output, changes in market and economical variables and the most recent trading patterns that added approximately 30 basis points to the portfolio performance.
- ✓ Integral contributor to the sales group that successfully moved from fifth ranked dealer to insurance counterparties (by notional traded) to the top ranked dealer, within one year.

CAREER TRACK

Company Name

City, State

Associate

09/2009 - Present

- Established relationship and transacted with numerous Tier I and Tier II accounts, with an average of \$25 billion AUM, culminating in a gross production of \$100,000 within 12 months. Products included: derivatives and mortgages.
- Pitched trade concepts based on client's cash flows, market support/resistance levels, portfolio duration requirements and potential/realized rating changes.

Company Name

City, State

Trader

Fixed Income

06/2006 - 09/2009

- Conducted relative value analysis, monitored news flow and macroeconomic fundamentals, collaborated with portfolio managers to formulate trading strategy and executed trades for actively managed funds with \$100 billion AUM.
- Oversaw proprietary trading and hedge trading P&L.
- Proactive in the trading of fixed income bonds and derivatives with average face values of \$100 million, including: T-Bills/Bonds and European Governments.

Company Name

City, State

Intern

Private Wealth Management

05/2005 - 06/2006

- Interfaced with clients to determine investment goals, constraints and risk tolerance. Utilized mean-variance optimization to determine favorable products that fit these parameters.
- Incorporated the Monte Carlo simulation to aid in evaluation of portfolio risk and probability of achieving imposed goals.

CERTIFICATIONS ▪ EDUCATION ▪ LICENSES

Chartered Financial Analyst - 2010

Bachelor of Arts ▪ Economics - 2006 ▪ Your University - City, State

FINRA Series 7 ▪ 63

SOFTWARE/TECHNOLOGY PROFICIENCIES

Bloomberg ▪ YieldBook ▪ STAR ▪ TradeWeb ▪ Charles River
Microsoft Word ▪ Advanced Excel/VBA ▪ PowerPoint ▪ Outlook