

## Jubin Majlessi

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Nationality: American with residence in U.S. and The Netherlands.

### Summary

13+ years of international experience within Global Financial Markets solutions including two years achieving an MBA. My predominant focus has been front-to-back change solution focusing on equity derivatives and interest rate linked structured products as well as managing large project teams within global investment banks. Credentials include:

ABN AMRO | Rabobank | ING | Citigroup | Fidessa | Bank of America Securities | HSBC | Merrill Lynch | Fox-Pitt Kelton | Friedman Billings Ramsey | several tier-2 investment banks in the U.S., U.K., the Netherlands and Belgium.

### Specialties

- Program/Project Management, Program Assessment
- Front to Back-Office, Finance and Risk/VaR projects
- Structured Products, Equity Derivatives and Cash Equities
- Sophis, Fidessa, Sungard Front Arena & GL Trade, Web-based solutions
- Basel 2 & MiFID
- English (Mother Tongue), Spanish (Proficient), Mandarin (learning)
- MBA from IESE Business School, Series 7 & 63 US Trading Licenses

### Experience

#### Managing Director at CapitaSelect BV

2009 - Present

- Consulting in Capital Markets.

#### Equity Derivatives Project Manager & Team Lead at ABN Amro

2009 - Present

- Running ABN AMRO and Fortis Equity Derivatives Integration projects with the Sophis Risque platform at the core.
- Running Equity Derivatives Basel 2 & VaR project.
- Managing 30+ project resources covering business analysts, developers, testers, infrastructure and offshore.
- Chairing project boards with constant communication to all functional stakeholders.

- Rebuilt ABN Amro front-to-back Structured Products solutions during separation from Royal Bank of Scotland with Sophis Risque as the primary trade capture, risk management and VaR platform.
- Created a Target Operating Model for product issuance and secondary market trading incorporating Front & Back-Office, Risk, Finance, Product Control and Basel 2.
- Market-making and hedging tools for global cash equities, options and futures markets (Sungard Front Arena & GL Trade).
- Web application for STP of structured products to Sophis Risque.

## **Senior Manager at m.a.partners (acquired by Detica)**

*2006 - 2009*

- Business consultant for Global Financial Services focusing on Investment Banks and Regulators in the Netherlands, Belgium and the U.K.
- Business Development Account Manager, (2 recommendations available upon request).

## **Consultant & Project Manager at Rabobank Securities**

*2008*

### **Equities Project Manager**

- Performed project initiation, project management and program management based on the Prince 2 methodology.
- Replaced fragmented, in-house order management systems, GL-Trade, Sungard-Front Arena and Omni with a fully hosted ASP, Fidessa, covering all front-, middle- and back-office client and proprietary trade flow.
- Ensured a single work flow principal with all activity flowing through the Sophis global risk system followed by the Dimension back-office confirmation system and the Peoplesoft general ledger.
- Aligned stakeholders throughout the workflow covering multiple projects and users in Amsterdam, Utrecht and London.
- Delivered within a short time frame including management board approval and end-to-end implementation to save over Euro 1 million annually.

## **Consultant at ING Wholesale Bank**

*2007 - January 2008*

### **Program Assessment**

- Performed a program assessment across 40+ projects for Business Lending & Support Services Solution Delivery. Delivered a model and

framework to ensure intra-dependencies within the Wholesale bank and inter-dependencies with the Retail bank would be continuously assessed and accounted for in the future.

### **Project Manager**

- Part of ING's Markets in Financial Instruments Directive (MiFID) central program to ensure regulatory compliance in the Netherlands, UK and Belgium. Collaborated with the Front Office, Operations, I.T., Compliance and Legal to ensure compliance throughout the trade lifecycle through technology and procedural solutions.
- Represented ING in inter-bank meetings chaired by the Dutch regulator.

### **Associate at Citigroup GTS London**

*Summer 2005*

- Marketing Intelligence for Corporate Client Coverage.

### **Project Manager at Fidessa (formerly Royalblue Financial)**

*2000 - 2004*

#### **Project Manager / Delivery Manager**

- Participated in and delivered over 10 equity based straight-through-processing solutions incorporating Front-, Middle- and Back-Office functions in NYC, Washington D.C., San Francisco, Chicago, Boston and Los Angeles.

#### **Internal Optimization**

- Streamlined and normalized Fidessa's project approach and procedures to optimize delivery timeframes and costs (1 recommendation available upon request).

#### **Consultant at FBR in Washington D.C. - Project Manager**

- Delivered an Equity based straight-through-processing technology solution to 100 users in the Front-, Middle- and Back-Office across 5 cities in the U.S. replacing a fragmented solution (1 recommendation available upon request).

#### **Consultant at Bank of America Securities - Server-side Resource**

- Delivered Supermontage, the NASDAQ Stock Market's trading system to aggregate quotes and orders.
- Collaborated with the Front-Office and client-side developers to ensure a successful roll out to all traders on the largest trading desk in the west coast of the U.S.

#### **Consultant at HSBC Securities in New York - Server-side Resource**

- Analyzed and upgraded the trade capture and position keeping systems through two versions for the Cash Equities Desk.

## **Quality Assurance Analyst at iNautix**

*1999 - 2000*

- Analyzed front-end institutional and retail trading functionality based on front-end and server-side change solutions (1 recommendation available upon request).

## **Investor Services at Etrade**

*1998 - 1999*

- Licensed Equities Trader.
- Investor services and real-time order flow monitoring.

## **Summer Associate at Merrill Lynch**

*Summer 1997*

- Supported high net worth client group that managed a \$3.5 billion portfolio.

## **Education**

### **IESE Business School – Barcelona, Spain**

*MBA, Master of Business Administration, 2004 – 2006*

### **Columbia University – New York, NY, USA**

Database Design Track, Process Optimization, 2001 - 2001

### **Microsoft Certified System Engineer – New Jersey, USA**

Systems & Networks, 1999 - 1999

### **Lafayette College – Easton, PA, USA**

BA, Business, 1994 – 1998

**Activities and Societies** - Minor in Spanish (semester abroad in Barcelona), Sigma Alpha Epsilon fraternity, Varsity Tennis.