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Profile Summary Multi-disciplined executive with progressive and significant profit contributions in large and small financial service and technology organizations. Background includes extensive experience in information technology, investment banking and money management operations, finance, management controls, portfolio management, risk analysis, marketing, business planning, policy development, compliance, and staff development.

- Selected Achievements**
- θ **Highly Motivated Performer:** Self-starting executive with very strong technology, planning, control, organization, and leadership skills. Initiated or significantly participated in the successful creation or repair of profit centers in large and small organizations.
 - θ **Results Orientation:** Created highly profitable collateralized lending operations in several top tier commercial and investment banking institutions; sold and installed a multimillion dollar computer service contract at a large conglomerate; installed financial data base systems at several financial institutions; created a small business consulting operation within a major bank; and started a technology based money management firm.
 - θ **Finance and Investment Management Expertise:** Highly leveraged equity, bond, and derivative instrument portfolio management, investment planning, asset/liability management, credit review and approval, the management or execution of internal audits, preparation of operational and control budgets, tax planning, banking relations, and cash management.
 - θ **Technology Management Expertise:** Over 2 decades of experience in developing applications for both operational and decision management. This encompassed the operational management of data centers and project management of software development teams. This expertise incorporates technology from the mainframe days through the personal computer explosion to the advent and use of the Internet in decision-making and operational management. Knowledge base includes experience in data base design and implementation, graphics processing, wireless networks, and higher level programming languages.
 - θ **Securities Industry Experience:** Traded fixed income instruments, equities, currencies, futures, and options in commercial banking, securities, and money management firms. Developed fixed income and currency management products for the institutional market. Managed back office processes for money management firms.
 - θ **Marketing Experience:** Sold technology and consulting products to the Fortune 100 marketplace (these products had both high value and a long sales cycle which required a significant development of trust by the potential customer). Positioned and developed the marketing program for a collateralized lending product, which put my business unit into one of the top, market positions for several years. More recent experience has included sale of software, investment publications, and money management to high net worth individuals through direct mail marketing.

Experience 1995 — Company Name New York, NY
Chief Executive Officer
Created a firm to exploit "rocket science" technology for the management of high risk/high leverage transactions in the commodity futures and equity market places. In addition, Company provided a vehicle for personal consulting and investment management activities.

- θ Co-developed a unique software product sold to high net worth individuals to manage their positions in the commodity futures market.
- θ Sold a real-time version of the technology to a large European bank for the management of its foreign currency positions.
- θ Managed the installation of fixed income trade processing software at a NY bank.

1991 — 1995 Company Name Jersey City, NJ
Chief Financial Officer and Treasurer
Senior member of management team that created a proprietary trading and money management firm for a large French bank.

- θ Installed the financial, administrative and technology systems that allowed this organization to manage a multi-billion dollar balance sheet that included investments in US Treasury, Asset Backed, Domestic and Foreign Equity, Corporate Bond and their related derivative instruments.
- θ Created an offshore investment company to provide an investment vehicle for the bank's European and Asian clients. Created a 1 million dollar profit center that operated an asset/liability book to exploit the funding cost advantage of a bank.

