

PROFILE

- I am a highly experienced professional with a diverse background in Financial Services and IT Consulting, who has served as a Financial Markets Trainer for **major global investment banks** as well as an IT Consultant for world class Consulting firms such as **Accenture**.
- My recent engagement with outsourcing firm Staff India as the Training Manager resulted in **60% growth** in client acquisition year on year, and improving employee retention rate **from 70% to 90%** year on year.
- An excellent communicator with strong oral, analytical and written skills with proven ability at managing relationships and influencing senior people.
- Proven excellent presentation and delivery skills in training a variety of audiences from Tier 1 Investment Banks as well as IT professionals.
- Significant experience of **developing and delivering training strategies and plans**, including resource planning, across multiple project streams and multiple geographies.
- Former Proprietary Trader with **electronic trading experience in Futures & Options** in on UK & US Markets.
- Self-starter with **excellent management skills** and ability to work on my own initiative while leading a team.
- Strong willingness to learn new systems, concepts and broaden knowledge in the industry.
- Very high professional work ethic, entrepreneurial spirit and commitment.

EXPERIENCE

2015 - Virtual People LLC
Current

[London/Dubai]

Managing Director

- Promote a strong 'can do' culture within the organisation
- Design, communicate, implement, and execute strategies in support of organizational goals.
- Develop team members and foster their professional growth on an ongoing basis through effective and regular formal and informal coaching.
- Attract and retain top talent through focus on employee engagement, creation of a positive work culture and a strong orientation to personal growth and development.
- Ensure that all staff are effectively employed and adequately trained to perform their responsibilities and operational tasks in an ethical and responsible manner.
- Monitor and control the company's performance and finances in accordance with the budgets
- Manage contract budget, staff utilization rate, deliverables and timelines
- Devise strategic annual plans to move the company forward, and implement operational strategies.
- Develop operational plans which incorporates goals and objectives that work towards the strategic direction of the organization
- Ensure that the operation of the organization meets the expectations of our clients and Partner with clients to develop high-impact strategies and implementation plans that drive towards effective and efficient solutions.
- Foster and manage positive client relationships, including anticipating and addressing shifting priorities and circumstances
- Actively lead in outreach and business development opportunities and market full range of services to prospective clients

2014 - BPP Professional Development
Current

[London]

Financial Markets Trainer

- Liaising with clients and conducting training needs analysis and preparing proposals to fit the requirements gathered.
- Design and delivery of training programmes to a spectrum of clients operating within financial services, ranging from top end Law Firms through to Investment Banks.
- Provide technical training for financial products covering all the main asset classes including interest rates, credit, foreign exchange, equities, commodities and derivative products.
- Tailoring bespoke courses to suit a varied audience ranging from juniors to senior management.
- Ongoing evaluation and development of training course based around client feedback in order to raise the profile of training and enhance future classroom experience.

2013 -2015 Staff India BPO

[London]

Training Manager

- Provide training to offshore professionals based in Indian offices to equip staff with the tools and skills to be able to effectively work, communicate and deliver a high standard of professional service to clients based in the UK, US and EU on assigned roles.
- Develop and deliver IT and Soft Skills training programmes and facilitating change through training.
- Create and maintain a rolling training plan using tools such as MS Project, to include resource requirements, timelines, costs and training delivery options.
- Ensure that all project life cycle requirements such as test, training and transition plans are defined and completed using standardised methodologies & templates.
- Design and deliver training modules and reference materials for a range of IT related initiatives and user roles using a variety of delivery mechanisms i.e. face to face, webex, eLearning.
- Working with stakeholders to understand requirements and translate them into agreed detailed training plans.
- Where necessary at times of peak demand build a network of colleagues within the organisation who can assist with delivery of training programmes.
- Manage stakeholders to ensure business readiness and acceptance of training solutions.

2011 - 2012 Fitch Learning

[Singapore]

Financial Markets Trainer

- Responsible for the analysis, design and delivery of training programmes to clients of Fitch Learning in Financial Markets, primarily Investment Banks in relevant Investment Banking and Markets related topics.
- Some clients I have trained include:
 - Deutsche Bank
 - Morgan Stanley
 - Credit Suisse
 - Barclays Investment Banking
 - Thomson Reuters
 - Royal Bank of Scotland
- Course topic range includes, Securities & Investments (IOC), **Fixed Income**, Money Markets, Futures, Options, Swaps, FX, **Credit Derivatives**, Hedge Funds, Investment Banking, **Trade Life Cycle**, Equity & Options Trading Simulations, Financial Maths, **Operational Risk**, Credit Crisis, **Trading strategies** using derivatives.
- Provide technical training for financial products covering all the main asset classes including interest rates, credit, foreign exchange, equities, commodities and derivative products for clients in APAC.
- Working as part of the Financial Markets team to prepare, develop and present their suite of core product training as required primarily in APAC.
- Preparing and delivering exam based and non-exam based courses to Graduates and experienced cross-divisional delegates.
- Tailoring bespoke courses to suit a varied audience ranging from juniors to senior management.
- Adapting courses on the fly to suit the target audience and revising material at late notice as

required.

- Analyze and assess the clients' training needs on an ongoing basis and prepare proposals to fit the requirements gathered.
- Develop strategies and plans for multiple training programmes and ensure they are delivered.
- Strategic business development identifying areas of new business and implementing.
- Ongoing evaluation and development of training course based around client feedback in order to raise the profile of training and enhance future classroom experience.
- Delivering training to internal and external Trainers.

Key feedback:

"Excellent communicator" (Moody's)

"Very knowledgeable" (Barclays)

"You're the best trainer we have had from Fitch" (Credit Suisse)

"Very passionate about the financial markets" (Deutsche Bank)

2006 - 2010 De Vere P.E [One Canada Square, London]

2009 - 2010 Financial Markets Trainer

- Delivering Futures & Options Trading courses to audiences of up to 300 delegates in UK & India.
- Devise and implement a 6 week training programme in Stock Trading & Technical Analysis based on focus group requirements elicitation.
- Design and deliver training modules and reference materials for a range of topics using a variety of delivery mediums i.e. face to face, webex, eLearning.
- Topics covered include but not limited to :
 - The Financial Market, Securities & Derivatives
 - Financial Maths
 - Candlesticks & Chart Patterns
 - Technical Indicators
 - Trading Psychology
 - Money Management
- Ongoing evaluation and development of training programme based around client feedback in order to raise the profile of training and enhance future classroom experience.
- Conduct ongoing TNA based on client evaluations and focus group meetings.
- Regular guest speaker at universities in London on Financial Markets.

2006 - 2009 Proprietary Trader

- Proven ability of intraday and medium term trading in futures & options markets, demonstrating a realised portfolio Sharpe ratio of above 1.5 throughout my tenure.
- Use trading models on major electronic exchanges to trade profitably and developing mathematical models to improve trading results and efficiency of analysis process.
- Devise trading ideas and design overall strategies at a high level.
- Extremely analytical and probabilistic mindset with superb problem solving skills.
- Proven quantitative and analytical skills in analysing the market trends using both fundamental and technical skills and ability to devise and implement trading strategies
- Monitoring executions to ensure best execution at all times
- Assist with ongoing IT developments incorporating spreadsheet and macros.
- Developing complex spreadsheets and proprietary tools using VBA, C# to facilitate analysis and stock position monitoring process.
- Manage risks and issues effectively and play a pro-active part in problem resolution.
- Developing close working relationship with fund managers and understanding their specific requirements/objectives.

2004 - 2006 Accenture [Fenchurch Street, London]

**2006 Technical Consultant
Client: Barclays Capital (Canary Wharf)**

- Gathering functional/technical requirements from Management and articulating these into

technical solutions.

- Engaging with Business Representatives of all levels and communicate in a structured and professional manner.
- Presentation of processes and business requirements to senior stakeholders using excel and Powerpoint.
- Developing Wire-frames, Storyboards, Database Diagrams, Swim Lanes and Functional Specs.
- Devising and developing a Web-Service in ASP.NET, SQL Server and C# for Barclays Capital to better manage their procurement system.
- UAT to ensure integrity of final product before Go-Live.
- Contribute to in technical design, data modelling, test scripts, define test data, business case etc.
- Business analysis - compiling and maintaining project documentation such as business specifications, test packs, and project plans, planning and coordinating UATs, obtaining necessary sign offs, and managing implementations.

2004 - 2006 **Functional Consultant**

Client: NHS (Leeds)

- Main point of contact for the Messaging area of the solution architecture
- Produce and own all Messaging Functional documentation for NHS Trusts
- Meeting clients, liaising with other companies also working on the project to ensure the deliverables were to the clients' requirements and standards.
- Gathering requirements from NHS Trusts and interfacing into Accenture for all functional architecture-related queries
- To recommend improvements to existing processes or systems for our clients.
- To manage, or assist with managing and developing our client relationships by identifying client needs, defining problems, producing proposals and recommending courses of action.
- To effectively manage relationships with other team members across geographical and organisational boundaries.
- Functional and non-functional requirements gathering from all stakeholders.
- Documenting functional requirements into suitable form that can be carried through to technical design.
- Carrying out impact assessment of change on other projects and other systems areas.

2003 – 2004 **Swanlea, Business & Ent. College**

[London]

Mathematics Teacher

- Teaching GCSE and SATS Level Mathematics.
- Managing extra-curricular classes for pupils & preparing learning resources for pupils.
- Initiating GT Project for Mathematics Department to prepare advance level maths pupils.
- Developed excellent classroom management skills managing 30 pupils whilst addressing individual pupil needs.
- Liasing with senior members of school as required to achieve objectives.
- Invigilating GCSE and SATS exams.

SKILLS

Personal Skills

- Well-polished in terms of my delivery and style when addressing a varied audience.
- Disciplined and patient, a core skill required in Trading & Training.
- Reflexive, sharp and able to make quick decisions even whilst under pressure.
- Highly motivated and self-driven with a strong positive attitude.
- Strong interpersonal and relationship building skills and entrepreneurial spirit.

Professional skills

- Strong Financial Markets, Outsourcing and IT background.
- Thorough knowledge of the Investment Banking domain and various areas of Financial Services.
- Proven **excellent people management** and leadership skills.

- An **excellent communicator** with strong oral, analytical and written skills, and strong stakeholder management.
- Excellent classroom management and teaching methodologies suited to adults.
- Strategic thinker who is able to adapt to changing markets and business strategy.
- Strong knowledge of Risk and Risk Management in a financial environment.
- Extremely **analytical and probabilistic mind-set** with superb problem solving skills.

Technical skills

- Ability to transfer skills and knowledge to a diverse audience, and communicate complex ideas in a clear and concise manner.
- Enthusiastic learner, highly inquisitive and willing to learn new systems, concepts and broaden knowledge in the industry.
- Technical Analysis on markets, financial instruments, analysing charts & datasets and interpreting complex information.
- Strong portfolio management focused on consistent returns and minimizing risk.
- **Excellent programming skills** – Excel VBA, ASP.NET, C#, SQL and other languages.
- Proficient use of numerous software such as Flash, Dreamweaver, Visual Studio.
- Solid experience and **knowledge of SDLC**.
- Experienced in Web Development and building Web Services from user requirements, employing various technologies.
- Working knowledge of AGILE and **PRINCE2**.
- Project planning and resource management, facilitated with the use of technical tools such as MS Visio, MS Project, UML, Use Cases, Swim Lanes.

QUALIFICATIONS

Attained:

2012	Introduction to Securities and Investments (IOC unit)
2009	NVQ Level 2 Management
2006	Microsoft Certified Professional (MCP)
2005	Java Certified Professional (JCP)
2003	BSc Hons Mathematics & Computer Science
2000	A-Levels - Maths, Further Maths, Computing, Business Studies

In Progress:

- Financial Risk Manager (FRM)
- Project Management Professional (PMP)
- Prince 2
- SIX SIGMA

OTHER INTERESTS

- Building ASP.NET, C#, SQL web applications, recent engagement www.thousand.careers.
- Private Tutor for GCSE and A-Level Maths, Science & IT.
- Passionate about and actively involved in various charities in third world countries
- Extremely passionate about supporting and training youth.