Example 3

JOHN R. DOE

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SUMMARY

Money market economist with background in commercial/investment banking; areas of expertise include financial futures markets, cash markets, foreign exchange; interrelationships among domestic and foreign markets, and development of quantitative techniques as aids to trading.

CAREER HIGHLIGHTS

ABC-DEF, INC., New York, NY 1992– Present
Vice President, Director of Research

PRODUCT DEVELOPMENT

- Futures parity table for various deliverable T-bonds for futures contracts.
- Hedge ratio table for cash/cash arbitrage, taking into account yield and maturity effects.
- Devised *new* formula for hedge ratio for T-bond spread vs. T-bill futures trades.
- Developed innovative weekly chart package for firm's trade/sales personnel, permitting "ahead of the pack" Fed's policy monitoring.
- Created Implied Repo Rate Table for deliverable T-bonds, taking into account accrued interest.

RELATED PROFESSIONAL ACTIVITIES

- Lecturer to financial professionals under the auspices of the American Management Association and the Financial Executives Institute.
- Designed and implemented course on money markets for firm's trainees.
- Conducted weekly information sessions for firm's trade/sales personnel on Fed's monetary policy and economic developments and their impact on financial markets.
- Authored articles on short-term money market investments, use of financial futures, and SDRs for *Money Manager*, *Pension and Investment Age*, *Cash Flow Magazine*, and Lombard-Wall's in-house financial markets newsletter.

GHIJK TRUST COMPANY, New York, NY 1978 – 1992
Vice President, International Money Management Group (1990–1992)

- Conducted international cash management studies.
- Introduced innovative procedures
  - -- Quantitative technique useful to exposure management function
  - -- A new approach to evaluation of a firm's cash management phase, resulting in indicated potential savings to client of up to $125,000 annually.
- Performed risk analyses of hedging decisions that utilized forward foreign exchange markets.

Vice President, Portfolio Investment Research Group (1985–1990)

- Performed trade-off analysis of borrowing/lending decisions for bank's international treasury management.
- Developed interest rate tracking models and forecasting techniques applicable to foreign exchange and foreign money markets as aids to traders.
- Organized seminar on fundamentals of portfolio management, including spread and risk analysis and interest rate forecasting, resulting in increased effectiveness of sales staff.

GHIJK TRUST COMPANY (cont.)

Senior Operations Research Officer
Operations Research Department (1978–1985)

- Supervised and motivated staff of analysts charged with research into aspects of portfolio management.
- Developed simulation models
  - -- for U.S. government bond market, used by Portfolio Manager for optimum bidding.
  - -- for federal funds market, as aid to managing bank's daily money position.
- Advised Pension Trust Department on portfolio performance evaluation techniques

LMN AIRCRAFT ENGINEERING CORP., Bethpage, NY 1975 – 1978
Research Mathematician

OPQ AIRCRAFT RESEARCH LABORATORIES, Hartford, CT 1973 – 1975
Senior Mathematician

RST INSTITUTE OF TECHNOLOGY, Hoboken, NJ 1970 – 1973
Research Engineer/Lecturer

EDUCATION

Inter Disciplinary Center (IDC) Herzliya Israel
Master of Financial Economy (2016)

UVW INSTITUTE OF TECHNOLOGY, Hoboken, NJ
M.S., Applied Mathematics

XYZ INSTITUTE OF TECHNOLOG, Hoboken, NJ
B.S., Mechanical Engineering

LANGUAGES

Fluent in Russian and German
Familiar with French and Serbian

MEMBERSHIPS

New York Association of Business Economists