

Alan Greene

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OPTIONS TRADER

Intelligent and highly diligent **Options Trader** with 10+ years' progressive experience working for brokerages and an international bank. An impressive track record of meeting and exceeding company targets and objectives to positively impact bottom-line results.

Areas of expertise:

- **Formulates innovative ways to increase profits** within broking and trading environments.
- **Initiates the implementation of new systems and processes** to increase productivity.
- **Forges and maintains solid, ongoing relationships and networks with clients and inter-bank customers** with an innate ability to effectively communicate complex theories to non-technical clients.

KEY SKILLS

- | | |
|-----------------------------|------------------------|
| • Options Product Knowledge | • Training |
| • Relationship Building | • Mentoring |
| • Networking | • Multi-tasking |
| • Communicating | • Process improvements |

PROFESSIONAL EXPERIENCE

Campbell Jones Ltd: London

Mar 2016 – Dec 2017

Head Exotic Options Desk

Recruited to build an Exotics Desk for this commodity broker from scratch. Recruited, trained and managed a highly capable team consisting of five brokers and seven back-office employees

- **Set up all front and back-office systems; developed an admin trail to comply with SFA regulations.**
 - ✓ Designed the computer-generated input methods and confirmation/brokerage systems.
 - ✓ Installed and set up various communication and pricing systems.
- **Exceeded set targets by over 100%;** produced revenues of U\$650K in the first year and U\$700K in the following six months.
 - ✓ **Established a market presence in London**, which was then extended to New York and Singapore.
 - ✓ **Grew the client base from zero-base to 40 clients** within the first three months of trading; initiated new business, attracting clients that previously had no relationship with the brokerage.
 - ✓ **Built future expansion links;** developed and maintained a professional relationship with other desks and senior management worldwide,

Harris Futures Ltd: London

Feb 2011 – Feb 2016

Joint Head Exotic Options

Joined this commodity broker as part of a successful global exotics team. Promoted to Assistant Manager within nine months, managing a remote team of nine brokers based in London, New York, Tokyo and Singapore. Visited various countries including Hong Kong, New York, Chicago, Vegas and Sydney, constantly forging relationships with clients.

- **Achieved consistent profits of \$500K per month, being 60% higher than the number two desk;** maintained the desk as the number one desk globally between 2011 and 2015.
- **Following a seven-month secondment to Tokyo, rebuilt the Asian Desk from a ranking of four out of five to the number one desk and largest brokerage in Asia.**
- **Managed a team of brokers that consistently ranked as top two in the risk magazine awards.**
- **Selected to train graduates and brokers worldwide;** provided them with product knowledge, an understanding of various processes and a greater awareness of the company's products.
- **Introduced new structures to be brokered,** which included executing and building a long-dated options business, where previously none existed.
- **Augmented the existing desk by developing new technical processes and systems that were used to initiate new structures;** installed new pricing systems and computer terminals, which enhanced both product knowledge and accuracy.
- **Saved time and improved productivity levels;** rewrote the P & L and audit trail.

HSBC: London

Mar 2004 – Feb 2011

Options Trader

Hired as an Assistant Dealer for currency options. Promoted inside a year to a trader with sole responsibility for a portfolio with a maximum overnight position of \$180M.

- **Increased the portfolio from one currency pair to the whole range of Euro crossed and majors** that were traded at the time.
- **Traded all currency pairs within the Euro zone,** primarily USD/DEM, STG/DEM, USD/STG and USD/CHF, quoting inter-bank and customer desks.
- **As proprietary trader, took positions on futures (YEN and STG) and cash (forwards and spot),** following discussions with the Desk Head.
- **Assisted with the set-up of front and back office systems,** Murex and Devon.
- **Consistently met and in most cases exceeded profit targets.**
- **Authorised to run a separate book in tandem with senior management,** which was a proprietary trading account, after one year.

EDUCATION

Bachelor's Degree in Computer Science

2011

ADDITIONAL DETAILS

Location: Willing to travel or relocate

IT Skills: Proficient with Microsoft Office products - Word, Excel, Access and PowerPoint.
Fully Conversant with Reuters, Fenics, Murex, Devon, Topic, Telerate and Bloomberg.
Experienced with Visual Basic, Sinclair Basic, Unix and HTML.

Interests: Enjoy building and repairing computers, flying (private pilot's licence) and motor-biking. Keen sporting interest - football, cricket, rugby and fishing.