

Connor Spencer

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SENIOR EXECUTIVE – INVESTMENT MANAGEMENT

- ✓ Self-confident, highly competent **Senior Executive** with seventeen years' progressive experience of working for one of Britain's leading investment boutiques.
- ✓ Successful track record of managing various high-profile, multi-million-pound transactions and for steering the bank through the financial crisis in 20xx, unharmed.
- ✓ Possesses superb leadership, organisation and management capabilities, with a natural talent for leading, inspiring and developing large teams of up to 65 staff.

AREAS OF EXPERTISE

- **Treasury** – Controls the day-to-day management of the bank's balance sheet and A&L policy and making investment decisions on behalf of the bank.
- **Strategic Planning** – A macro-banking expert with a proven ability to anticipate and analyse competitors and global trends.
- **Risk Management** – Provides advice to the Risk Management team and controls interest rate risk and credit exposure.
- **Credit Risk Management** – Oversees the provision of finance to both local and international banks.
- **Investor Relations** – Acted as the spokesperson for XYZ Bank to both local and international markets.
- **International Funding Activities** – Expert in executing and managing securitisation, syndications, corporate bonds, BA's and prefinancing transactions.
- **Networking** – Boasts an extensive network of senior contacts at local and international financial institutions across the globe including Rating Agencies and top corporate, legal and regulatory bodies in the UK.

PROFESSIONAL EXPERIENCE

ACW123 Limited: Midlands, UK

2013–Date

Founder and Co-Partner

- Set up this foreign trade company from scratch from developing the product structure, identifying premises through to creating an effective working environment.
- Recruited the team including a chemical specialist to handle all sales and marketing.
- Secured an exclusive distributorship from Germany, a mammoth task, which ensured long-term cash flow for the company.

XYZ Bank: London, UK

1996–2013

Executive VP – Financial Institutions/IR/Strategic A&LM

2006–2013

Appointed to negotiate and manage DCM transactions involving securitisation and funding deals, organise and run road shows to augment investor relations, and conduct meetings and develop relationships with equity and debt investors. Reported directly to the CEO and managed a team of 60 across treasury and financial institutions.

- Actively participated in strategy meetings and formulated corporate and commercial strategy in collaboration with the Board of Directors.
- Executed the biggest ever sub-ordinated loan for a Spanish bank worth €850m. Managed the entire process from agreeing the transaction with lending banks through to negotiating with and receiving approval from the Spanish Banking Regulators, renowned for being difficult to deal with.
- Successfully steered the Bank through the 20xx financial crisis through the efficient use of liquidity and effective management of country and bank reviews (stringent control of limits). Unlike many British banks, incurred no losses from inter-bank lending.
- Consistently met and exceeded financial targets, producing circa £250m revenue per annum through various non-client driven initiatives.

- Led a ten-month project that involved converting the Spanish Pesetas to the Euro. Successfully planned, monitored, administered and executed the conversion on time and was commended by the Spanish Regulators for a job well done.
- Managed the execution of the UK's largest ever debt capital market transaction for a non-governmental entity, totalling £1.2b.
- Completed the largest syndication facility in 2007 (£450m), involving 65 participant banks.
- Managed two sub-ordinated loan transactions worth £850m for XYZ and DRW Banks. Securitisation, origination and execution of transactions exceeded £500m.
- In 20xx, successfully executed the largest IPO in British history involving a mobile telecommunications company.
- Managed and negotiated various syndication transactions worth £2b+ and led execution teams of 15 people.
- Set up and determined the capital allocation for various international business units, in conjunction with the Board of Directors.

Executive VP – Treasury and Financial Institutions (concurrent)

Nominated to manage the Bank's liquidity and market positions and appointed as representative of various Steering Committees: Commercial Committee, A&L Committee, Communication Committee & HR Committee.

- Developed solid relationships with UK Regulators, UK Treasury, the Capital Markets Board, Banker's Associations and with senior players at other UK investment banks.
- Enhanced Treasury and client relationships, generating client fee income of £500m; initiated a system permitting clients to contact Treasury direct for quotations.
- Despite initial resistance, introduced and received Board approval for a £6m project to improve the bank's risk management system. The implementation of ABC system took 24 months and was well received by traders for being efficient and fast.

Executive Board Member – Various Subsidiaries (concurrent)

Appointed as Executive Board member for several of the Bank's subsidiaries.

- Set up dividend policies for each subsidiary, supervised their financial affairs, devised and implemented risk management guidelines, and planned their dividend distribution policy.

FI Desk Manager/FX Desk Manager/Money Market Desk Dealer/Trainee

1996–2006

EDUCATION AND PROFESSIONAL DEVELOPMENT

BA in Economics, ABC University, Istanbul

Banking and Strategic Planning, CAS Institution

Courses – Management & Leadership; Banking Law & Practice; Banking Products & Services; Banking in many different regulations; Presentation Skills; Strategy Setting; Risk Analysis & Management

Seminars and Conferences – International Banking; IMF & IFF meetings in Washington, Dubai, Prague; Capital Markets

INTERESTS

Enjoy reading business and financial books.