

Name:

DAN PODARIU

Location:

Romania

Tel:

+40 722 426 524

Email/LinkedIn:

dan.podariu@gmail.com/https://ro.linkedin.com/in/dan-podariu-cfa-7581147

Availability:

By Arrangement

PROFILE

A confident, versatile and enthusiastic bilingual Chartered Financial Analyst, with extensive experience gained providing financial solutions to multinational corporate clients and an in-depth knowledge of global environments, processes and transactional flows.

Acknowledged as a highly focused analytical strategist and natural leader with the ability to develop and maintain long-term, productive relationships at all levels of seniority. Anticipates risks and provides plans and solutions that reduce costs and improve profitability, thereby meeting top priority business needs. Is financially aware when implementing strategies, consistently exceeding targets to ensure maximum impact and results. Possesses excellent communication, technical and analytical skills needed to monitor and evaluate financial activities, as well as broad trading experience of money markets, commodities, and a wide range of derivative products. Liaises effectively with various stakeholders to determine the risk appetite of the business, along with executing multiple project opportunities, winning various incentives and awards.

Is now seeking an opportunity to work in a role that will enhance existing expertise within an innovative remit.

KEY KNOWLEDGE, SKILLS & EXPERTISE

- **Leadership** – Strong leadership skills promoting drive and focus within teams as a strong forward planner. Experienced in coaching and mentoring, staff training and development.
- **Teamwork** – Team management liaison expert, working effectively and confidently within cross functional teams to achieve the correct outcome and towards the attainment of shared goals.
- **Analytical** – Macroeconomic and market research, market trends, scenario analysis, following regulatory compliance.
- **Strategic** – Develops a clear vision and planning goals against a wide range of KPIs, building an effective strong delivery team via communication, negotiation and influencing. Experienced in business process improvement, change management, project management, risk management and stakeholder management.
- **Relationship management** – Effectively builds and develops collaborative strategic and business partnerships through respect and trust with internal and external stakeholders and colleagues. Possesses a strong understanding of client business from a risk perspective.
- **Communication** – A confident and articulate communicator, liaises and collaborates effectively with all stakeholders, with the ability to clearly explain complex financial information. Provides guidance and relevant information to achieve business objectives.
- **Customer service** – Delivers consistent, proactive and exceptional customer service to maximise client satisfaction by explaining services in a comprehensive manner, detailing features, benefits, impact and costs.
- **Financial** – Financial markets information and pricing: Bloomberg, Reuters, Wall Street, Kondor, Summit, Murex, financial risk, FX platforms, commodities markets and hedging (oil, metals, agriculture).
- **Technical** – MS Office (Word, Excel (VBA), PowerPoint).
- **Languages** – English, Romanian.
- **Dedication** – A reliable and flexible professional that thrives in a demanding environment that is keen to continuously learn and develop new skills. Always delivers accurate results on time and within tight timescales and is adaptable to change.

KEY ACHIEVEMENTS

- Accelerated profit by devising and implementing settlement trades with other banks, making ING the first bank in Romania to employ this product (*ING Bank N.V.*)
- Optimised client engagement by building tools to make clients aware of market risk exposure, including scenario analyses.
- Spearheaded changes with front office systems, improving workflows (*ING Bank N.V.*)
- Exceeded position expectations and achieved two ING Wall of Fame awards (*ING Bank N.V.*)
- Enhanced business development by becoming one of the first dealers in ING Bucharest to trade complex structured derivative products (*ING Bank N.V.*)
- Instrumental in the launch of new products, increasing options for private wealth management clients (*ING Bank N.V.*)
- Collaborated with team to implement new front office system and electronic transaction platform (*ING Bank N.V.*)
- Achieved the highest number of structured deposits traded and the biggest notional value (*Raiffeisen Bank Romania SA*)

- Managed a project to improve operational flows and systems, saving the team two hours per day (Raiffeisen Bank Romania SA)
- Increased organisational efficiency by coordinating the eTreasury trade platform project (Raiffeisen Bank Romania SA)

PROFESSIONAL EXPERIENCE

MET Romania Energy Risk Manager

July 2017 – present

- Responsible for credit risk, market risk, KYC compliance and profitability reporting.
- Implementing strategies to minimise exposure and maintain control.
- Developing risk management controls and contingency plans.
- Communicating recommendations to senior management.
- Determining the risk appetite of the business, implementing and monitoring credit and risk policies.
- Structuring deals with clients from a credit risk perspective.

ING Bank N.V.

Senior Corporate Sales Dealer

August 2007 – July 2017

October 2009 – July 2017

- Oversaw trading of all types of derivatives products, including foreign exchange, interest rates, and commodities, within natural resources, automotive chemicals, and real estate industries.
- Monitored changes in the local and offshore markets to identify and act on potential business opportunities.
- Advised €100M+ corporate clients on designing, implementing, and rolling hedging strategy.
- Applied macroeconomic and market research towards marketing initiatives.
- Maximised client satisfaction by delivering top quality sales services.
- Established and cultivated superior client relationships in close collaboration with relationship managers.
- Responsible for product management for interest rates derivatives, managing the entire product flow including indicative pricing and execution.

Corporate Sales Dealer

August 2007 – September 2009

- Managed, maintained, and developed client portfolios.
- Conducted client meetings and presentations.
- Performed proactive selling of different hedging structures.
- Generated trading ideas to maximise profit.
- Collaborated with the IT department to test several front office systems.
- Trained employees on company road show processes.
- Coached and mentored new hires.

Raiffeisen Bank Romania SA

Treasury Sales Dealer

2005 – 2007

- Client-facing role relating to contract rescissions and payroll processing using specialised and general software.
- Consistent communication with accounts department to ensure projects delivered on time.
- Always met deadlines and developed and maintained excellent client relationships.

SSIF Confident Invest SA

Broker

2004 – 2005

- Managed client portfolios and advised clients on issued securities.
- Monitored financial markets to develop portfolios.
- Purchased and sold securities for clients.

PROFESSIONAL QUALIFICATIONS, EDUCATION & TRAINING

Professional memberships

CFA Institute

CFA Charter holder

Education

Academy of Economic Studies, Bucharest, Romania

Bachelor of Science (BSc) Banks and Capital Markets

Training

London Financial Studies

AAA Learning

The ING Group

The RZB Group

Structured Products: Design, Pricing, and Implementation,
Presentation, Selling, and Negotiation Skills
Negotiation training, Sales Masterclass: Raise the Bar
Skills training

Dan Podariu