

Mattia Cecamore

Via Sigieri 10 – 20135 Milan, Italy
Mobile Phone: +39.327.4723649
Email Address: bldv1984@gmail.com

CAREER OBJECTIVES

It would be extremely challenging and gratifying to be part of a motivated group, relying on international Banking Culture together with my solid technical knowledge and experienced sales know how.

PROFESSIONAL EXPERIENCE

2014–2017 Credit Suisse International Wealth Management, Milan, Italy
 Advisory & Sales, Sales Management Team, Assistant Vice President

- Advisory about discretionary, non discretionary and insurance linked products, both internally (towards Relationship Managers) and externally (directly to Clients)
- Direct Sales of the whole products and services offer to Clients
- Organising and participating to systematic advisory and sales meetings with every team of advisors/RMs to coordinate, advise and push front's effort in terms of products and services (Milan, Rome, branches)
- Leading important projects and actions on bank's book in order to align it to management *desiderata* that is de-risking of bank's portfolio, rationalization of Bank's funds book; alternative investments campaign, liquidity reduction

2009–2014 Credit Suisse Asset Management, Milan, Italy
 Multi Asset Class Solutions Division, Client Portfolio Manager

- Supporting relationship managers and private bankers (PB Front) in discretionary products selling to clients, mandate pitch and retention (pre & after sales)
- Meeting clients (affluent, HNWI e UHNWI) in order to present the Bank, its business and the product offer
- Organising and participating to client meetings with existing (mandate reviews) and potential clients (mandate pitch)
- Set-up of *ad hoc* investment proposals and mandate reviews (premium and standard)
- Document release and monthly participation (public speaking) to advisory and sales meetings and road shows, to internal (colleagues) and external (clients) meetings, teaching sessions and info meetings
- Coordination of portfolio managers and risk management output in order to deliver the requested answer to advisors and clients in the most efficient way
- Facing every request or explanation dealing with products and services from simple e-mailing to *ad hoc* client or product specific support

2008–2009 Credit Suisse Asset Management, Milan, ITALY
 Stage in Multi Asset Class Solution's Team, Balanced Portfolios Management

- Analysis and selection of mutual funds to be included in clients' portfolios (GPF), participation to various meetings with fund managers or sales managers
- Management, together with the equity and fixed income team, of high net worth individuals' *ad hoc* portfolios according to clients' restrictions and bank's investment views
- Management, together with the equity and fixed income team, of standard portfolios exclusively invested in stocks, bonds and cash (balanced portfolios)
- Realization of the Credit Suisse Italy document about technical analysis and sentiment

EDUCATION AND TRAINING

- 2016 Certified Specialist of Credit Suisse in Private Banking – Final grades: 95 on 100
Main areas of study: General Investment, Alternative Investments, Mutual Funds and ETFS, Structured Derivatives, Foreign Exchange, Discretionary Mandates, Marco & Markets, Advisory Process, Wealth Management Lending, One Bank Culture
- 2009 Master’s Degree in Economics and Management of Banking Institutions and Financial Markets
“Università Commerciale *Luigi Bocconi*”, Milan, Italy – Final grades: 107 on 110
Main areas of study: Management, Financial and Insurance Institution Management
Thesis: *The new hybrid mutual funds: risk adjusted returns and performance attribution*
- 2006 Bachelor’s Degree in Institutions and Financial Markets Management
“Università Commerciale *Luigi Bocconi*”, Milan, Italy – Final grades: 110 on 110
Main areas of study: Economics and Management of Financial and Insurance Institutions
Thesis on how to manage business risks, particularly in Italy
- 2006 European Computer Driving License got with a very good percentage in all the components (Office, Outlook, Internet, Access, Power Point)
- 2003 High School Diploma in Scientific Studies
“Liceo Scientifico *Leonardo Da Vinci*”, Pescara, Italy – Final Marks: 100 on 100

SKILLS AND COMPETENCES

- LANGUAGES Italian: Mother tongue
 English: Fluent spoken interaction and very good writing (advanced level)
 Spanish: Good command in speaking and writing (intermediate level)
 Chinese: Basic knowledge (elementary)
- COMPUTER Very good knowledge in technical software and tools like @first, Smit2, GPmet, ROAdvisory, InvestNet, Bloomberg, NPMS and StatProRisk
- PUBLIC SPEAKING My fluent, confident and persuasive speaking and interaction abilities have been crucial to succeed in my role, widely recognized by advisors and clients I met. My working activity during my nine-year experience has always required to face Clients and Advisors as well as to take part to road shows, internal and external team meetings, teaching sessions and other several presentations around Italy
- PERSONAL SKILLS Professional Knowledge, Principled Behaviour, Proactive Approach, Flexibility, Problem Solving, Partnership, Leadership & Team Work

OTHER INFORMATION

- *Place and Date of Birth*: 29th July 1984, Aosta (Italy)
- *Nationality*: Italian
- Available to relocate and travel

In compliance with the Italian Legislative Decree 196.2003, I hereby authorize you to use and process my personal data and information contained in this document.