

RAZVAN POPESCU

Bucharest, Romania

Management Profile: Investment Banking/ Portfolio

- Highly acclaimed and accomplished Banker with **10+ years** of progressive experience across banking sector.
- Hold **MSc Degree in Investment Management** from Cass Business School, London, **Bachelors of Science degree in Law** from Spiru Haret University, Bucharest and **Bachelor of Science degree in Economics**, Bucharest Academy of Economic Studies, Bucharest.
- Expert in **Portfolio Assessment & Management, Investment Banking and Risk Assessment and Analysis**.
- Comprehensive knowledge of, and experience in, leveraging numerous **investment instruments** in a variety of complex scenarios.
- Skilled at consulting with clients to delineate and **analyze financial situations** while **developing strategic solutions** that **strengthen investment goals**.
- Exceptional **relationship building skills**, along with a proven ability to **learn new products, theories, strategies** and tactics – all while retaining the ability to stay abreast of rapid changes in technology, markets and industry trends.
- An individual with strong ethics capable of driving teams to achieve results, communicating with people across the organizational hierarchy and consistently delivering results in high-pressure environment.

Key Skills

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|------------------------------|------------------------------------|------------------------------------|
| ◆ Portfolio Risk Assessment | ◆ Bonds and FX | ◆ Foreign Exchange |
| ◆ Investment Banking | ◆ Corporate Governance | ◆ Business Best Practices |
| ◆ Portfolio Trend Analysis | ◆ Business Retention & Growth | ◆ Change Management |
| ◆ Business Analysis | ◆ Financial Forecasting & Modeling | ◆ Customer Relationship Management |
| ◆ Market Research | ◆ Stakeholder Management | ◆ Trading & Hedging |
| ◆ Financial Risk Measurement | ◆ Statutory Reporting & MIS | ◆ Team Management |

Professional Experience

Chief Financial Officer, Dec 2020 onwards
SNGN Romgaz, Medias, Romania

Key Responsibilities:

- Responsible for the planning, implementation, managing and running of all the finance activities of a company, including business planning, budgeting, forecasting and negotiations.
- Obtaining and maintaining investor relations and partnership compliance.
- Providing leadership, direction and management of the finance and accounting team.
- Providing strategic recommendations to the CEO/president and members of the executive management team.
- Managing the processes for financial forecasting and budgets, and overseeing the preparation of all financial reporting.
- Advising on long-term business and financial planning.
- Establishing and developing relations with senior management and external partners and stakeholders.
- Reviewing all formal finance, HR and IT related procedures.

Portfolio Manager May 2012 - Dec 2020

National Bank of Romania, Foreign Reserve Management Division, Bucharest, Romania

Key Responsibilities:

Strategic Planning

- Assess market trends; collaborate with all members of the team and developing strategic financial solutions.
- Contribute to the development of national-level investment plans in target geographies including identification and analysis of priority sectors for investment.
- Monitor regulatory environments and assess eligibility of different types of enterprises.
- Attend and contribute in investment policy committee meetings; provide recommendation for the development of policies and processes, investee reporting, portfolio analysis and management.
- Track investment pipeline in assigned geographies and sectors and design customized investment solutions for the clients depending on their financial needs.

Portfolio Development

- Develop investment pipeline through the identification of potential investees, and aggressively provide service to prospective and current clients to generate portfolio.
- Design tailor made investment solutions for individuals which guarantee maximum returns and benefits within a stipulated time frame.

- Evaluate the performance investment, against an appropriate benchmark in order to make investment decisions with the performance in mind.
- Prepare credit appraisal reports and investment proposals. Present eligible investments to the senior management.
- Ensure appropriate currency risk management through currency hedging contracts on proposed investments.
- Lead finalization of investment documents by working closely with investees and legal counsel.
- Collaborate with other departments; ensure timely disbursement/ investment of funds including satisfaction of conditions precedent and local regulatory requirements.

Portfolio Risk Management

- Collect and analyze investment portfolio data to monitor investment returns and risk levels.
- Monitor performance of the portfolio through regular audits to identify potential risks including stressed assets and defaults and propose strategies to mitigate risk.

Reporting

- Daily monitor, analyzing and report on financial markets events, trends and developments, with an emphasis on the factors affecting the performance of fixed income portfolios, money market, foreign exchange and commodity markets.
- Ensure that the daily, weekly and monthly reports are in place prior to any unit building up a financing portfolio.

Team Management

- Provide leadership to departmental structuring, establish operational performance measurement frameworks and create relevant awareness amongst teams.
- Built and sustain a work environment promoting competitive teamwork and enthuse staff in enhancing productivity and achieving all performance targets.

Junior Analyst, Jun 2007 - Feb 2010
S.S.I.F Vienna Investment Trust, Bucharest, Romania

Highlights:

- Successfully managed the stock portfolio of the biggest Norwegian real estate fund in Romania.
- Was an active participant of the team that introduced the European Union Emissions Trading Scheme (EU ETS) to Romania.
- Part of Vienna Investment Trust, the only Romanian company member of the BlueNext Exchange.

Key Responsibilities:

- Examined and assessed economic and market trends, earnings prospects, financial statements and various other indicators and factors to determine suitable investment strategies.
- Monitored closely financial press and kept a track of market trends, opportunities, risks and new investment products.
- Compiled advisory reports and make informed recommendations on new investment opportunities and funds that could enhance or diversify portfolios.
- Assessed the performance of stocks and bonds, analyzed profit and loss sheets and made informed recommendations to the clients regarding financial directions.
- Determined account objectives and recommended investments accordingly.
- Communicated with institutional and retail customers on a regular basis to provide information.
- Maintained continuous contact with brokerage trading desk personnel to relay real-time information and accept buy/sell orders; executed trades based upon customer specifications.
- Ensured accurate and timely confirmation of trades and notified clients of trade execution.
- Involved in financial analysis of different companies and sectors, generated reports and identified opportunities with focus on equity analysis and sector analysis.
- Wrote financial research summaries and compiled data into comprehensive reports.

Previous Assignments

- **Trainee**, KTD Invest, Bucharest, Bucharest, Romania, Jan 2007 – Jun 2007

Education

- **MSc. in Investment Management**, Cass Business School, London, Sept 2011
- **Bachelor of Science in Law**, Spiru Haret University, Bucharest, Sept 2009
- **Bachelor of Science in Economics**, Bucharest Academy of Economic Studies, Bucharest, sept 2008

Professional Development

CERTIFICATIONS:

- Broker for financial investment services,
- Trader on the Bucharest Stock Exchange,
- Trader on the Sibiu Monetary Exchange,
- Cambridge Certificate of Advanced English,

- I.E.L.T.S Certificate (Grade 8.0).

Personal Details

Nationality: Ramanian ~ Date of Birth: 19 Dec, 1985 ~ Marital Status: Unmarried ~ Languages: Romanian, English, German
Hobbies and Interests: Technology Startups, Mezzanine Financing, Automatic watches, playing Chess