

# NIKOS KONTAROUDIS

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## PROFESSIONAL EXPERIENCE

### **Pantelakis Securities, Athens, Greece**

#### **Market Making Director**

*01/17 - now*

Set up and directed the market making (proprietary trading/arbitrage) desk in Futures, Options and Cash Equities. Inception, design and implementation of business plan, selection of system providers, strategy, system calibration, risk monitoring, trading, reporting. Achieving exceptional profitability while servicing and expanding company's clientele.

#### **Advisor to the Board / Head of Retail Sales**

*03/14-01/17*

Directed the retail sales network. Responsible for the in-house team of account officers as well as of setting up new collaborations with other financial services companies. Managed to enlarge the team and established foundations for a bigger expansion despite unfavorable market conditions (capital controls).

### **Investment Bank of Greece, Athens, Greece**

#### **Deputy CEO**

*07/07-02/14*

Executive Member of the Board of a 200-employee investment bank. Non-executive member of the board of the affiliated companies: IBG AEDAKES, IBG Leasing. Directly supervised: Derivatives Sales & Trading, Risk Department, Operations, Retail Sales, Proprietary Trading, Human Resources, MIS. Responsible for all communication with Local Regulators, Athens Exchange, Local and European affiliated investment firms. Endured major transformation in the shareholder status of the company as the mother company CPB was hurt by the Greek financial crisis and finally shattered in March 2013. During my term as DCEO the bank changed six CEOs. Had to explain and validate the philosophy and strategy of all desks I directly supervised. In order to keep our branch network I redesigned the whole structure. Did take painful decisions and implemented personnel cuts as well as salary cuts.

#### **Head of Market Making**

*10/02 -07/07*

Redesigned and changed strategy of one of the pioneering – but not at that time profitable - market making desks in the local market. The Desk soon became local leader holding the first place among competitors for 8 consecutive years. Leader in options trading, the desk frequently reached maximum allowed open interest of 30%. Leader in futures trading with average 18% market share in trading volumes. Introduced index arbitrage and quasi-arbitrage strategies. Achieved exceptional profitability with outstandingly low risk characteristics.

**Artion Securities**, Athens, Greece *10/00-10/02*

**Head of Equity Derivatives Desk, Partner**

Joined the newly formed brokerage firm to establish a derivatives sales desk to support the firm's clientele. Organized the trading desk as well as the derivatives clearing desk, hired derivatives trading and clearing staff, performed seminars to firm's sales force, retail and institutional clients.

**P&K Securities**, Athens, Greece *06/99-10/00*

**Head of Equity Derivatives Market Making**

Joined one of the most prominent brokerage houses in Athens when the Derivatives market was introduced. Designed strategies, organized operations and realized outstanding results.

**National Westminster Bank**, Athens, Greece *01/96-06/99*

**Senior Trader, FX Trading Desk, Treasury**

Run the Greek Drachma book, market making in GRD. Achieved exceptional results despite significant losses from local's currency devaluation in March 1998.

**Midland (HSBC) Bank**, Athens, Greece *12/93-01/96*

**Junior Trader, FX Trading Desk, Treasury**

Introduced to treasury products and operations, currency pair trading and arbitrage. Representation of the bank to central bank daily 'fixing' operations.

## **LIFELONG EDUCATION**

**London School of Economics**, London, UK *09/18-10/18*

**Cryptocurrency and Disruption**, online course

The blockchain technology and its use to modern companies.

**University of Chicago, Booth School of Business**, London, UK *04/13-06/13*

**Accelerated Development Program, Business Administration & Mgmt.**

Leadership, Negotiation, Decision Making, Strategic Thinking.

**Fitch Learning**, London, UK *01/05-06/05*

**Certificate in Quantitative Finance (CQF)**, online course

Rightfully considered a 'must' for quantitative analysts in finance.

## **UNIVERSITY EDUCATION**

**Stanford University**, Palo Alto, USA *09/91-06/92*

**Master of Science in Mechanical Engineering**

**Imperial College**, London, UK *09/88-06/91*

**Bachelor in Mechanical Engineering**, First Class Honours