

DAVID BEDNARCZYK

Huntingdon Valley, PA 19006 ~ (215) 260-5770 ~ davidbzyk@yahoo.com ~ www.linkedin.com/in/david-bednarczyk

Accomplished professional seeking to combine technical acumen, diverse background, and project management experience to fulfill a challenging new position supporting/leading project delivery. Excel in developing project plans, optimizing available resources, managing onshore and offshore contributors, and predicting potential problems to ensure on time delivery of all specification with the highest possible quality. Unique appreciation for the business aspects of technology and ensuring all solutions provide a measurable return on investment. Successfully manage multiple projects at various stages. Life-long learner who thrives in a fast-paced, challenging environment that provides exposure to new responsibilities, technologies, and project levels. Hands-on manager who provides example-based leadership to create team-oriented working environments, a culture of commitment and accountability, highly motivated employees, and a cooperative environment.

AREAS OF EXPERTISE

Project Lifecycle Management ~ Agile Methodology ~ Continuous Improvement & Integration ~ Automating Operations
AWS Devops ~ Spatial/Geospatial Data Storing & Manipulation ~ Process Improvement ~ Data Mining ~ Technical Requirements
Team Leadership ~ Outsourcing ~ Problem Solving ~ Data Analysis ~ Financial Modeling ~ Emerging Technologies

PROFESSIONAL EXPERIENCE

StockUp, Inc. / New York, NY

CO-FOUNDER & PROJECT LEAD

2017-Present

Provide expertise in project management, software engineering, and finance to manage all aspects of product development for new app that takes the guesswork out of investing by streamlining equity purchases based on the brands each client knows and trusts. Act as Project Lead and Technical Lead, performing and overseeing engineering from start to current state, all infrastructure work. Supervised outsourced team members that performed daily aspects of back/front-end development and testing. Additionally, worked with partners on patent application.

- Project managed development/infrastructure as company's sole technical lead, guiding project from concept to patent pending.
- Created Continuous Integration pipeline for all developers using multiple branches in a CodeCommit repository, streamlining process of deploying and tearing down new environments for each branch (a new product feature); system used elastic beanstalks autoscaling features to reduce costs on new environments.
- Ensured full understanding of business requirements and product scope then planned entire project using Scrum framework principals.
- Held daily scrums, sprint reviews, and retrospectives over upwork and slack to keep geographically divided team on schedule and adapt to impediments.

Ramirez & Co. / New York, NY

VICE PRESIDENT, EMERGING MARKETS DEBT TRADING

2017-2018

Work focused on LatAm debt, both sovereign and corporations. Responsible for developing trading system/method for institutional clients that provided aggressive and accurate pricing. Additionally, managed relationships with all external product vendors to find cost efficiencies and determine best strategy for product buildout.

- Project managed build out of electronic trading platform, a price aggregator that took in interdealer broker, offscreen broker, and multiple ECN prices then sent markets to ALLQ for more than 600 securities, providing an accurate market context while being sole trader and minimizing risk exposure.
- Designed first-of-its-kind screen scraper using Python that focused on Reuters' interdealer screen prices (which at the time did not appear to have FIX connects), streamlining pricing and allowing for greater price clarity.
- Launched program to develop alert system for LatAm corporate bonds, researching machine learning methods that predicted direction on liquid bonds based on trace flows, news, and Twitter sentiment.

Bank Leumi / New York, NY

VICE PRESIDENT, EMERGING MARKETS DEBT TRADING

2014-2016

Senior-level position responsible for strategically managing \$50M portfolio of high-yield LatAm credit, including sovereigns, provinces, and corporations. Focused interest and trade in high-yield, hard-to-source bonds in Argentina, Brazil, and Mexico. Partnered with strategists and financial advisors to identify and recommend buying/selling out of client's portfolios for maximum return on investment. Constantly monitored the LatAm credit markets for technical opportunities such as reversion. Additionally, managed projects to improve trading opportunities and ensure optimal pricing.

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- Solely developed/implemented trading model that displayed credit metrics and communicated input/output with several ECNs to optimize pricing efficiency, allowing competition with large companies using less capital outlay.
- Achieved 2016 P&L of \$1.1M, with uniquely low positioning of not more than \$15M on an aggregate long/short basis.
- Integrated HSBC trading model into existing technology suite, supporting purchase of hard-to-source bonds by providing a hard offer in real time.

Investment Placement Group / New York, NY

DIRECTOR, EMERGING MARKETS DEBT TRADING

2013-2014

Oversaw all aspects of trading and trading operations, with a focus on high-yield emerging markets debt trading. Executed in-house orders and conceptualized trade ideas for private wealth clients. Provided top down analysis of bonds for Latin America companies to identify potential investment opportunities. Attended new issuer meetings to determine if a company's proposed debt aligned with portfolio's allocation strategy and conceptualized trade ideas for private wealth clients.

- Focused on global emerging markets with an emphasis on high-yield paper, performing financial analysis using top-down approach to determine best potential investment return from risky mutual funds.
- Spearheaded project to develop in-house model (transitioning from Bloomberg) that utilized VBA and Excel to evaluate relative-value trades throughout different sectors in EM credit.

HSBC Securities USA, Inc. / Hong Kong, China & New York, NY

VICE PRESIDENT, EMERGING MARKETS DEBT TRADING

2006-2012

Initially, hired as Associate for Emerging Markets Fixed Income Sales (2006-2008), a junior EM sales position for local market debt, external debt, CDs, and IRS. Advanced to Associate VP for Emerging Markets Debt Trading (2008-2010) with authority for Colombia, Peru, and Panama external debt curves as well as Brazil dual currency curve, exploring these emerging markets to identify opportunities where client and bank profited. Ultimately, VP for Emerging Markets Debt Trading (2010-2012) with a focus on high-grade and high-yield Brazilian corporate debt marketed to institutional and private banking accounts as well as leading key projects and technical improvements. Marketed business through aggressive pricing, research, and trade ideas to gain market share while capturing bid/offer spread.

- Project managed development of global electronic trading system that aggregated all desks, providing a means to market Asia, London, and Middle East. System automatically read portfolios and made seamless bond recommendations and offers for emerging markets 24 hours a day based on trader's input for long/short on the portfolio instead of waiting for markets to open.
- Built and implemented e-commerce platform covering all LatAm markets for sovereigns and corporate bonds in Asia, creating liquidity for Asian investors while supporting vast new issue market.
- Created analytical tool (pricing models in Excel) using Bloomberg API that provided quick and accurate pricing to clients for exotic products not covered by pricing vendors as well as timely execution of orders.
- Key in helping firm navigate Lehman Brothers bankruptcy, including determining desk's VAR during the Lehman bankruptcy and all other counterparties with CDS exposure, simplifying risk mitigation, management of outstanding exposure, and hedging CDS exposure.

EDUCATION & PROFESSIONAL ACTIVITIES

EDUCATION

- BACHELOR OF BUSINESS ADMINISTRATION, FINANCE ~ *Temple University, Fox School of Business & Management*

PROFESSIONAL LICENSES

- Certified Scrum Master ~ *Scrum Alliance*
- Amazon Web Services (AWS) Associate Engineer Certification
- FINRA Series 7, Series 63, Series 57 & Hong Kong Securities Institute (HKSI) Paper 1

TECHNICAL SKILLS

- *Frameworks:* Django, Flask
- *Web Technologies:* HTML, CSS
- *Python Libraries:* Pandas, Numpy, Celery, Awscli, Plaid-Python, Pillow, Django-Storages, Tornado, Wekzeug
- *Tools & Software:* Pycharm, Visual Studio Code, Visual Studio, VSTS, GIT, SVN, Microsoft Office Suite
- *Databases:* PostgreSQL, SQLite
- *Operating Systems:* Windows, Ubuntu, OSX (Triple Boot)
- *Cloud:* AWS (Devops, Elastic Beanstalk, Lambda, EC2, RDS), Azure (Web Apps, Logic Apps)
- *APIs:* Bloomberg, Reuters, Murex, Plaid, Stripe