



Serban Marin

Date of birth: 24/08/1976 | **Nationality:** Romanian | **Gender:** Male |

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[REDACTED], Bucharest, Romania

WORK EXPERIENCE

01/10/2020 – CURRENT – Bucharest, Romania

MEMBER OF THE BOARD OF GOVERNORS – DEPOZITARUL CENTRAL

12/10/2020 – CURRENT – Bucharest, Romania

HEAD OF TRADING DEPARTMENT – EVERGENT INVESTMENTS

01/08/2020 – CURRENT – Mangalia, Romania

MEMBER OF THE BOARD OF ADMINISTRATORS – THR MAREA NEAGRA

01/03/2010 – CURRENT – Bucharest, Romania

MEMBER OF THE LISTING COMMITTEE – BUCHAREST STOCK EXCHANGE

- Providing consultancy in order to ensure conformity, order and efficiency in the process of admission, upgrading, downgrading and withdrawal to/ from the regulated market and the alternative trading system administrated by BSE

01/07/2018 – 30/09/2020 – Bucharest, Romania

MANAGING PARTNER – DANUBE ADVISORS

Advisory services to various corporate clients, Tourism

01/09/2015 – 31/07/2018 – Bucharest, Romania

DEVELOPMENT MANAGER – IEBA TRUST

- Market prospecting and identifying investment opportunities for clients in the real estate sector (office and residential)
- M&A origination (aviation, IT, agriculture)
- Building up a solid institutional business with international partners from brokerage, asset management and investment banking areas
- Promoting the local capital market in conferences and events, organized with international partners in London, Munich, New York
- Roadshow activity in both Europe and US, promoting local listed companies

01/01/2013 – 31/08/2015 – Bucharest, Romania

HEAD OF TRADING - INSTITUTIONAL CLIENTS DIVISION – SSIF BROKER

- Managing the sales-trading team and building-up the Institutional Clients Division
- Sales-trading on Bucharest Stock Exchange to European and US accounts, to major local private pension funds and asset managers
- Bookrunner for the largest listed corporate bond issue (UniCredit-Tiriac Bank)

01/07/2006 – 31/12/2012 – Bucharest, Romania

HEAD OF SALES-TRADING – UNICREDIT CAIB SECURITIES

- Managing the sales-trading team
- Sales-trading on Bucharest Stock Exchange in for Unicredit London and New York offices (both European and US accounts) and London based 1st tier brokerage houses
- Actively involved in designing and trading a warrant product for Fondul Proprietatea (FP RO) shares, along with UniCredit Munchen structured products team
- Intermediary for several takeover processes (e.g. Kandia Excelent / Cadbury, Petrom Aviation / OMV Petrom)

01/04/2005 – 30/06/2006 – Bucharest, Romania

SENIOR SALES-TRADER – BRD SECURITIES

- Sales-trading on Bucharest Stock Exchange for European accounts
- Portfolio management for high wealth individuals
- Intermediary of the first state owned Co IPO (Transelectrica)
- Intermediary in the takeover process of Romportmet Galati by Mittal Steel

01/11/2003 – 31/03/2005 – Bucharest, Romania

STOCK BROKER – IEBA TRUST

- Trading on Bucharest Stock Exchange
- Portfolio management for high wealth individuals

01/03/2002 – 31/10/2003 – Bucharest, Romania

GENERAL MANAGER – GM INVEST

01/08/1996 – 31/12/2001 – Bucharest, Romania

STOCK BROKER – GELSOR

- Trading on Bucharest Stock Exchange

● **EDUCATION AND TRAINING**

2004 – 2005 – Bucharest, Romania

BANKING AND STOCK EXCHANGE MANAGEMENT, POSTGRADUATE STUDIES – Academy of Economic Studies

1998 – 2000

ACCOUNTING AND INFORMATION MANAGEMENT SYSTEMS – Academy of Economic Studies - Graduation diploma - State University, Oradea

1995 – 1998 – Bucharest, Romania

ECONOMIC COLLEGE BUCHAREST – Academy of Economic Studies

● **LANGUAGE SKILLS**

Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Microsoft Word | Microsoft Excel | Outlook | Power Point | Zoom

● **DRIVING LICENCE**

Driving Licence: B

● **HOBBIES AND INTERESTS**

Skiing, Sailing, Fishing, Traveling

● **PROFESSIONAL TRAINING**

06/2020 - 01/2021

Tourism Manager - CEDES

2021

Principles of Sustainable Finance - Erasmus University

2020

Private Equity and Venture Capital - Universita Bocconi

2020

Successful Negotiation: Essential Strategies and Skills - University of Michigan

1996 - 2006

Various trainings - Bucharest Stock Exchange, Rasdaq, ANSVM, BMFMS, SNCDD, IFR Milenium

Sales, Trading, Clearing & Settlement for equities and derivatives

Fully licensed for all instruments on the Romanian capital markets, between 1996-2018

2005

Operations of US Derivatives Markets - University of Georgetown

2000

HR Specialist - Ministry of Labor

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28.01.2022