

Robin Bruce Gubbins

Ch. de la Colette 4
1268 Begnins, Switzerland.

+41 79 236 12 58
robin.gubbins@gmail.com
Swiss/UK, D.o.B. 09.09.1969



Trading & Sales

15+ years of Financial Markets Experience

Strengths :

Proven client relationship skills with a highly demanding client-base.
Successful track record of Team Management and Business Development
In-depth knowledge across the entire spectrum of Major and Emerging markets and products.
Excellent understanding of the regulatory environment.
Ambitious and competitive drive to succeed in pressurised environments.
Computer literate and experienced in front to back office systems.

Languages : English - Mother tongue
French - Fluent
Chinese – Degree level written and spoken.

Previous Experience : -

Apr16 – Present

Financial and Operations Manager, Goodness Gracious Foods Ltd.

Running the Financial and Operations side of the family business through an explosive time of growth. Designing predictive systems for inventory, FX exposure and cashflow management as well as running the day to day operations.

Apr16 – Present

Consulting to start-ups and small businesses on setting up and operating. Advising on FX and liquidity issues. Designing spreadsheets for operations and finance.

Oct 11 - Mar 16

G.F.I. Securities, Nyon, Senior Broker

Broking Emerging Markets Fwd FX, Debt and Interest Rate Derivatives to a wide range of Tier 1 Investment and Commercial Banks.
Trade idea generation and pricing model creation.

Aug 06 – Oct 11

Continental Capital Markets, Nyon, Broker.

Providing pricing to Tier 1 banks in FX, Debt and Derivatives.

Dec 04 - Jul 06

Journey around the world.

Sep 00 – Nov 04

Credit Agricole Indosuez, London Chief Dealer, Emerging Markets.

Responsible for the set-up, and subsequent day to day running, of a team of eight traders covering Global Emerging Markets FX products, Derivatives and Debt.
Hedging of G8 risk for the team, P&L Management, Risk Management & Reporting.

Sep 98 – Aug 00

Merrill Lynch Capital Services, London, Director, Local Currency Trading.

Managing Spot and Forward FX exposure for the bank in Eastern Europe, Africa and Middle East.

Advising Institutional and High Net Worth clients on investment strategies in high yielding currencies.

Managing of Nostro balances for all currencies managed by the desk.

Sep 95 – Aug 98

HSBC, London. Manager, Emerging Markets Currency Group.

Proprietary and Interbank trading Emerging Market FX, Debt and Derivative products.

Trade idea generation for Institutional investors

Hedging strategies for corporates.

Sep 92 – Sep 95

HSBC, London. Corporate Dealer.

Sales of full range of Treasury products to UK based Corporate and Institutional clients.

Developing and maintaining relationships with key clients to the bank and advising them on hedging and investment strategies.

Qualifications :

ACI Forex Diploma December 1993 - First place with Distinction

SFA General Representative

Tradermade Technical Analysis Course.

Currently studying for ACT Certificate of Treasury

Trading Systems : Bloomberg, Reuters, Tradermade, involvement with creation and management of various in house pricing and matching systems.

Windows literate, in particular Excel spreadsheet creation

Education :

1990 - 1991 Tianjin University, China

1988 - 1992 University of Westminster - **BA Hons Chinese (Mandarin) & French 2:1**

Dec 04 - Jul 06

Between December 2004 and July 2006 I was travelling and visited Asia, Africa, South America and Antarctica. I continued to be involved in the markets via day trading in Equity and FX markets. During this time I also indulged my passion for sailing and became an RYA Ocean Yachtmaster and Instructor as well as a Scuba Instructor for 2 different organisations.

Personal Interests :

Sailing Instructor (commercially endorsed)

Scuba Diving Instructor

Skiing

Wine (WSET level 3 certificate) and owner/founder of Grand Cru Investments Ltd - a wine investment company.