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Professional Experience

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ACIMA Private Wealth **07/15-Present**
Managing Director, Chief Investment Officer

- Cofounded the Virginia based Asset Management/Registered Investment Advisory firm which began operations in April 2016
- Chairman of the Investment Committee
- Direct all macroeconomic and financial markets/investment research activities of the firm
- Principal investment officer of the firm, responsible for asset allocation, and portfolio design for the firm's individual, family, and institutional clients
- Author periodic economic and financial markets commentary for distribution to clients and prospects.
- Opinion writer for CNBC, the Richmond Times Dispatch, and the Virginian Pilot

Robins School of Business, University of Richmond **07/16-Present**
Adjunct Lecturer of Economics, Finance, and Statistics

- Member of the adjunct faculty in the business school
- Actively involved with the MBA program's Data Analytics program development and course design
- Courses taught include:
    - MBA: Corporate Strategy & Macroeconomics, Statistics, Advanced Applied Statistics
    - Undergraduate: Macroeconomics, Finance, Economic/Financial History

Corporate Economic Strategy Advisors LLC **09/12-Present**
Principal, Chief Investment Strategist

- Organized a consulting practice that designed, developed, and implemented investment strategies for financial institutions/investment funds and corporate clients.
- Projects include:
    - Provided regular macroeconomic analysis of the global economy including; forecasts, scenario design and stress testing for a variety of macroeconomic indicators and financial markets and indices, and asset allocation and portfolio design advisory for clients including:
        - The Investment division of a U.S. Property & Casualty Insurer
        - A U.S. based Independent Broker/Dealer specializing in consumer investment products
        - A Global Investment Management firm specializing in fixed-income products
        - A U.S. based Multi-Billion Dollar Fixed-Income Hedge Fund
        - A U.S. based Paper & Forest Product manufacturer
        - A Global Airline and Air Transport Company
        - A Global Defense contractor
    - Developed quantitative models to understand the sensitivities of key business metrics which economic factors and financial markets for a global health, talent and investment consulting division of a global insurance broker. The models provided the executive committee, regional financial officers and corporate strategy group insights into where the company was generating value-added above and beyond general macroeconomic conditions

Avaya, Inc. **02/14-04/15**

Senior Director, Chief Data Scientist/Economist

- Designed, built, and lead the Big Data/Data Science activities structured and located in the Global Finance and IT Group reporting into the Chief Information Officer
- Hired and managed a team of 60 Data Scientists, Economists, Statisticians, Database administrators, developers, programmers and testers
- Efforts under-taken on the Big Data, Statistical Modeling and Machine Learning fronts included:
    - Significant statistical cleaning of company data, adjusting for variations caused by business and economic conditions
    - Built models that analyzed and assessed the risks inherent in the existing corporate structure from the generation of quotes to the generation of cash and used by Sales and Operations for measuring productivity and improving the revenue to cash generation cycle
    - Collaborated with various corporate divisions in building models of product market share, demand and life cycles
    - Collaborated with the services teams to develop new products, particularly in the area of customer intelligence and the utilization of unstructured data collected by the Unified Communications Group to develop Contact Center Intelligence tools and features to enhance existing legacy products
    - Designed game theoretic based models that analyzed and forecasted revenues, and product pricing based on various producer-distributer models and recommended changes in the existing discounting and revenue sharing models
- Lead the Data-warehouse integration efforts of the company, which integrated 12 Data-warehouses into a single, centralized unit
- Organized and lead the Data Governance Committee which set the guidelines for the management of the data aggregation, collection, and maintenance activities of all company data
- Managed the global macroeconomic forecasting efforts which included:
    - Providing and publishing periodic economic forecasts such as macroeconomic growth, inflation, employment, productivity, interest rates, and foreign exchange rates for use in corporate planning and budgeting via internally built proprietary models
    - Developing models that assessed the relationship between Avaya's business activities and global, regional and local macroeconomic conditions. Forecast various business metrics such as revenues, orders, backlogs, and operating expense by product line, region, and market segment
- Actively communicated findings to executive management at the Executive Council, Monthly and Quarterly Business Review, Corporate Strategy, Board of Directors, and various divisional management meetings
- Tools utilized by the group included but were not limited to: SAS, SPSS, Stata, EVIEWS, R, Python, Hadoop, SAP BO, and OBIEE.

The City University of New York, New York, NY **09/04-12/13**

Adjunct Professor, Department of Economics- Queens College

Adjunct Lecturer, Department of Economics & Finance- Zicklin Schools of Business at Baruch College

- Member of the adjunct faculty teaching courses in the following areas: Corporate Strategy, Macroeconomics and Monetary Policy, Financial and Risk Management, Fixed-Income Markets, Corporate Finance, Futures and Options Markets, and Investment Management
- Active speaker and presenter at professional seminars for global professional bankers, and executives on such topics as; Securitization Markets, Hedge Funds, Enterprise Risk Management, Operational Risk Management, Macroeconomics and Corporate Strategy, Pension Fund Management, and Insurance Company Portfolio Management
- Areas of research focus:
    - Business Cycles, Investments, and Corporate Strategy
    - Macroeconomic Risk Management
    - Economic Development and Emerging Markets
    - Forecasting and Scenarios Analysis
    - Insurance Economics and Risk Management
- Consulted for several Fortune 500 companies on topics such as Macroeconomics forecasting, Corporate Strategy, and Risk Assessment
- Active public speaker at corporate and academic events on many of the above topics

American International Group, New York, NY **06/08-08**
Senior Managing Director, AIG Chief Economist
Enterprise Risk Management & Corporate Strategic Planning

- Directed all global macroeconomic research, forecasting, risk analysis and assessment for the AIG companies from a business, strategic planning and risk management perspective. Built and managed a staff of nine senior economists, business & credit analysts, geopolitical strategists and associates
- Had responsibility for the development of a comprehensive five year base-line global macroeconomic forecast (50+ countries, multi-scenario probability weighted approach), with quarterly updates
- Generated and analyzed stressful global macroeconomic events, and assessed their probability of occurrences and impacts on the AIG companies balance sheet and income statements in conjunction with requirements from regulators (CCAR/DFAST)
- Had responsibility for the research and development of insurance industry premium/revenue forecasts by product-line of importance to the AIG companies including property and casualty in various consumer and commercial lines of over 50 countries, along with the domestic life and retirement insurance industry (fixed and variable annuities, term, whole, variable and universal life policies) and global mortgage insurance
- Had responsibility for the analysis of the financial markets impacts of the above forecasts and stressful scenarios in global markets including; Equities, Fixed-Income, Currencies, Structured Products and Derivatives
- Provided forecasts of interest rates and currencies in over fifty countries and future paths based on long-term (10+ years) secular trends, primarily for the assessment of risks within the life insurance units and their portfolios
- Managed the Country Risk Ratings activities of AIG Credit Risk Management; a total of 60 developed and emerging market countries actively analyzed from a macroeconomic, regulatory, and political/social perspective with relative ratings assigned based on in-house quantitative model developed for the purpose of predicting rating agency actions, with respect to upgrade/downgrade of sovereign credit ratings
- In conjunction with the Credit Risk Management group developed models for the assessment of corporate, sovereign, and consumer credit risks being taken across AIG from a product perspective (insurance lines, consumer credit, mortgage insurance, etc.) as well as from an investment perspective (insurance investment portfolio). Models had both an individual credit view as well as an integrated macro credit view
- Developed a U.S. regional macroeconomic model for use by various business units to assess the state of local economies as well as portfolios of housing and residential mortgages, commercial mortgages, loans, and municipal bonds
- Actively communicated macroeconomic forecasts, periodic updates to senior executives within AIG (Board of Directors, Chairman, CEO, Vice Chairmen, CFO, CIO, CRO, CCO, Treasurer, Comptroller) and CEOs, CFO's, and CIO's of various business units. Communications included; in-person presentations, conference calls, committee meetings
- Held membership in and/or active participant in the following Committees and working groups:
  - Senior Leadership Group: quarterly gathering of the 40 highest ranked executives at the AIG companies to discuss the latest developments in their business units, along with discussions surrounding risk management, asset management investment strategy, capital management, earnings reports, communications, legal, compliance, IT
  - Group Risk Committee: monthly gathering of AIG senior management and senior executives of Enterprise Risk Management to discuss and receive updates on the latest issues relating to risk management and their impacts on the balance sheets and income statement of individual business units and AIG
  - Risk and Capital Committee: team of senior AIG executives that meets twice a month to review requests of capital, strategy design and implementation, and hedging activities of various business units
  - Country Risk and Ratings Committee: manages the internally developed companywide risk ratings of over 150 countries and makes recommendations to the Credit Committee of the Board of Directors
  - Asset Allocation and Investment Committees: AIG Investments, Domestic Life and Retirement, Global P&C units
  - *Insurance Catastrophic and Emerging Risk Committee*: met to discuss the potential catastrophic risks facing the AIG Companies and assess the potential impact on other divisions. Primary responsibility within the committee was to analyze the impact of catastrophic events on macro economies and the subsequent business risks as well as to analyze various macroeconomic scenarios and their impacts on the insurance markets as a whole
- Represented AIG and was an active and regular speaker, panel member at corporate and industry conferences, functions, and symposiums
- Produced a periodic global economic commentary research write-up distributed across the corporation and to large external audience of AIG clients

Bear, Stearns and Co Inc, New York, NY 11/02-08/07
Managing Director
Senior Economist / Macro Strategist, Bear, Stearns Asset Management 04/04-08/07

- Was a member of the portfolio strategy committee, responsible for the management of the non-credit component of the overall investment portfolio (~ $5 Billion) and hedging activities, as well as the quantitative research efforts of the portfolio
- Managed a team of three economists and two research analysts
- Was responsible for the development of macroeconomic forecasts, models and strategies as related to the management of a portfolio of high grade structured credit instruments
- Using macroeconomic forecasts, designed, tested, implemented large scale hedging of interest rates, currency, and credit exposures for the funds
- Markets involved included: US Treasuries, Swaps, Agencies, Mortgage Securitization (Alt-A, Jumbo, Sub-Prime, Prime, ABX derivatives), US Corporate Credits (including CDS and related indices), Structured Credit Products (ABS, CDOs, CLOs), Equities, FX, Commodities as well as heavy exposure to the options and derivatives markets
- Strategies and trading included: Relative value across sectors and within the term structure, macroeconomic driven long/short, supply/demand technically driven directional trading (including trend, momentum, model based), structured premium collection
- Lead-managed various quantitative research efforts including integration of macroeconomic forecasts with internally developed asset pricing models, new product analysis and pricing, capital structure arbitrage modeling, sub-prime mortgage prepayment and default modeling, and mortgage securitization structuring
- Lead-managed the development of a regional macroeconomic housing model used in assessing non-structural risks imbedded in mortgage securitization

Portfolio Strategist, Financial Analytics & Structured Transactions Group 11/02-04/04

- Analyzed balance sheets from an Asset/Liability Management (ALM) perspective of various U.S. depository institutions including commercial and savings banks, credit unions, insurance companies, and endowment/pension funds
- Analytic research including optimization of both securitized and un-securitized assets of above mentioned institutions
- Actively involved in the analysis of the following products: Mortgage Backed Pools, Collateralized Mortgage Obligations, Asset Backed Securities, and Mortgage Derivatives

TriStar Advisors LLC, New York, NY 5/00-1/02
Co-Portfolio Manager/Risk Manager/Head of Trading

- Held executive membership in the Portfolio Management Group
- Managed the Equity, Fixed Income and Derivatives trading activities of the fund
- Designed and managed the risk management and the asset allocation algorithm of the fund
- Was responsible for fundamental research of the following sectors; Auto & Auto Parts, Basic Materials, Capital Equipment, Computer Software, Media, and Transportation

Bear, Stearns & Co Inc, New York, NY 9/93-5/00
Proprietary Trader. International Equities Group 9/98-5/00

- Developed, tested, and optimized various statistical and quantitative trading/valuation models of the Global Equity and Index Futures markets, for the intermediate term trading activities of the proprietary book
- Involved in the development of a risk management model for the book

Technical Analyst/Portfolio Analyst. Private Client Group 9/93-9/98

- Applied quantitative models, and charting techniques in developing proprietary trading strategies for implementation in discretionary accounts
- Markets involved: U.S. Equity and Fixed-Income, Financial Futures and Options, Structured Notes, and Swaps. Provide technical coverage of the above markets to U.S., European, Latin American and Middle Eastern institutional and high net worth clients

Education

City University of New York, New York, NY, A.B.D. Economics, June 2004
Areas of focus: Financial Economics, Game Theory, Financial History, and Macroeconomics
Courses included: Financial Economics I & II, American Economic History, European Economic History, Game Theory, Macroeconometrics, Monetary Theory & Policy, Advanced Topics in Macroeconomics

Polytechnic University, New York, NY, M.S. Financial Engineering, June 2001
Courses included: Stochastic Processes, Advanced Mathematical Finance, Fixed Income Markets, Futures & Options Markets, Advanced Derivatives Modeling, Portfolio Optimization, Empirical Finance, Numerical Analysis, and Neural Networks

Lehigh University, Bethlehem, PA, B.S. Industrial Engineering, June 1990

Professional Designations

Chartered Financial Analyst, 1997
Financial Risk Manager, 2000
Completed three levels of the Chartered Market Technicians Exam, 6/01

Memberships

Present and former member of:

National Association of Business Economics
Conference of Business Economists
Amsterdam Circle of Chief Economists
The Conference Board's Council of Global Economists
The Institute of International Finance's Economic Advisory Council
IHS GlobalInsight Executive Strategy Council