MARCEL ESTERMANN

SENIOR BANKING PROFESSIONAL WITH EXTENSIVE OPERATIONAL EXPERIENCE



Operations Specialist

Process Engineering

Project Management

Senior Operations Manager

EXPERIENCES

Senior Product Officer Unified Global Alternatives UGA

UBS Switzerland AG - 2025 - Full-time - Zurich - Switzerland

- Product Specialist covering lifecylce events for Private Equity closed end funds
- Lead custody and client migration from the Legacy platform to the new UBS Infrastructure
- Manage relationship with Transfer Agents and Custodians to ensure adherence to agreed service levels and

Head Alternative Investment Operations - Vice President,

Credit Suisse Asset Management (Switzerland) Ltd. - October 2019 to May 2025

- Run Private Equity Funds Nominee Platform for Credit Suisse AG & Credit Suisse (Switzerland) AG for Asset Management products
- Lifecycle Management for assets under management in Private Equity Funds as well as Fund of Funds and Hedge Funds in excess of 3 Bio CHF covering approx 1'800 private as well as institutional clients
- Integrate stand-alone platform into the global infrastructure and introduce process automation where possible and applicable
- Standardize data sets along the value chain in order to facilitate process automation, reduce manual intervention, thus reducing error rate
- Manage internal and external service providers, review services levels and monitor relevant KPI's to allocate resources and establish relevant controls

Senior Business Analyst - Vice President

Credit Suisse Asset Management (Switzerland) AG - May 2017 to September 2019

- Gathered and verified business requirements for the implementation of the new asset management infrastructure platform, Blackrock's Solution - Aladdin
- Designed and implemented operational process framework with focus on Corporate Actions, Derivatives Operations, Settlement and reconciliations.
- Expert for Front Office related and Compliance processes

Head Data Management - Vice President

Credit Suisse Asset Management (Switzerland) AG - May 2013 to April 2017

- Led the day-to-day operations for Data Management activities covering 18k Portfolios, 1.1m Positions, 125k daily priced securities, 700 Bloomberg attributes per instrument and 900+ bench-marks
- Guaranteed top quality data as Position and Benchmark Master and distributed relevant data sets to 23 downstream consumer systems
- Established Data Management Team in Poland to collect, control, verify, enrich and distribute securities master data and ensure the valuation/pricing of all assets/positions
- Reduced cost in excess of 700k CHF through an elimination of duplicate pricing requests
- Increased the number of automatically priced securities by 30%, thus reducing the manual process significantly (reduced effort by approx. 80%)

I am an expert in the fund and securities industry and understand the full front-to-back lifecycle of the fund/banking/financial sector. I help to increase the STP rate, to keep cost under control, to reduce error rates by increasing the data quality and to reduce operational risks. During my career I designed and implemented robust and scalable processes by setting up new business processes as well as introduced new IT platforms, most recently operational processes for Aladdin, one of the leading platforms for asset managers. Internationally experienced across Private- and Investment Banking, Wealth Management and Asset Management whilst serving internal and external clients in different locations and time zones.

Driving License

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Transaction Specialist - Vice President

Credit Suisse, Singapore - June 2012 to April 2013

- Led design and subsequent execution of an operational model for the Fixed Income platform in APAC encompassing a complex trading and operational framework across different jurisdictions and multiple locations
- Completed documentation to obtain Senior Management approval for new business by coordinating Legal, Compliance, Risk Management, Tax and IT

Business Manager & Projects - Vice President, Execution & Advisory APAC,

Credit Suisse, Singapore - September 2011 to June 2012

- Increased revenues by 20% with the implementation of a cross-divisional project including the controls to allow specific clients to directly access the Execution Desk
- Optimized processes to streamline straight-through rate for plain vanilla products (rate increase > 25%)

Head Execution & Advisory - Vice President, Private Banking APAC

Credit Suisse, Singapore - March 2010 to September 2011

- Provided best trade execution (based on MiFID regulations) across the Private Banking and Asset Management platforms and across 4 APAC locations
- Reduced overall error rate by 40% by enhancing system capabilities, improved processes and enhanced product trainings for Front Office colleagues
- Increased efficiency by more than 20% through elimination of process duplications

Head Execution & Advisory - Vice President, Private Banking & Asset Management

Credit Suisse, Dubai - September 2008 to February 2010

- Ensured best execution trading for Equities, Fixed Income, Derivatives, Funds and FX activities
- Successfully delivered program goals by development and implementation of Execution Desk capabilities in Mumbai/India and Mexico City/Mexico, whilst managing triple constraint of performance, cost and time
- Increased revenues by 25% though provision of Customized Advisory Solutions to UHNWI

Project Specialist International Offices - Vice President Private Banking

Credit Suisse, Zurich - September 2007 to August 2008

- Ensured design and operational method for the new business platform to reduce risk and promote company, industry and compliance standards
- Integrated strong process rigor and comprehensive reports to increase business operations and customer service metrics
- Consolidated process platforms and product offerings in multiple geographies and time zones within a complex matrix organization

Head Investment Fund Execution - Vice President, Private Banking & Asset Management

Credit Suisse, Zurich - April 2002 to August 2007

- Headed execution processes for Investment Funds subscriptions and redemptions as well as Corporate Action events
- Reduced error rate by > 50% through the introduction of process improvements
- Increased capacity by 100% with the introduction of a pooling facility to automate trade processing
- Represented Credit Suisse in Euroclear's Fundsettle User Group
- Developed and executed customized solution to offer execution services to 3rd party banks

International Operations & IT Specialist - Vice President, Private Banking

Credit Suisse, Zurich - November 2001 to April 2002

- Successfully managed the functioning of smaller branches in Europe and set up standard operating framework, processes and procedures for their smooth functioning
- Introduced Global Order Routing & Custody framework for onshore locations in Frankfurt, Paris, London, Milan and Madrid

Head Equity Operations - Vice President, Investment Banking

Credit Suisse First Boston ZAO, Moscow - May 2000 to November 2001

Ensured timely and accurate bookings of all equity product related trades for activities of the complex offshore structures which allowed the Ruble trading for Non-Russian clients.

Head Custody Services - Vice President, Investment Banking

Credit Suisse First Boston ZAO, Moscow - April 1998 to April 2000

Offered premium domestic custody services to Non-Russian clients and adjusted infrastructure to sustain business during the Ruble crisis

Relocation to Moscow, Russia

Relocation - December 1997 to March 1998

Head Operations - Vice President, Swiss Franc Clearing Group

Goldman Sachs & Co. Bank, Zurich - January 1990 to November 1997

- Managed worldwide clearing activity for Goldman Sachs Group in CHF
- Executed primary issues in Japanese Warrants and handled exercise processes
- Designed and implemented the operational processes to join the Zurich Stock Exchange as well as SOFFEX, the derivatives exchange

Securities Operations Analyst

Merrill Lynch, Pierce Fenner Inc, Zurich - September 1989 to December 1989

Securities Settlement Analyst
Rothschild Bank, Zurich - November 1986 to August 1989

Securities Operations Analyst
Bank Leu, Zurich - May 1985 to October 1986

Bank Apprentice
Schweizerische Kreditanstalt, Zurich - April 1982 to April 1985

SKILLS

Banking
- Private Banking
- Operations
- Execution & Advisory
- Asset Management
- Investment Banking
- Investment & Hedge Funds

Processes
- Operations Management
- Custody
- Settlements
- Requirements Analysis
- Requirements Gathering

Products
- Equities
- Fixed Income
- Derivatives
- FX

Systems
- Aladdin
- Bloomberg
- MS Office Suite
- Host (internal systems)

Languages
- German (native)
- English (fluent)
- French (intermediate)
- Russian (basic)

EDUCATION

Lean Six Sigma - Green Belt Diploma

Credit Suisse, Zurich

2005

Higher Business & Economics Preparation Course (HWV equivalent)

Higher Business & Economics Institute, Zurich

April 1995 to November 1997

Management skills to cover financial industry from a business & economics perspective

International Securities Market Expert

International Securities Market Association (ISMA)

1993

Understanding of the securties markets, its products and peculiarities

Swiss Bank Apprenticeship

Business & Economy School, Zurich

April 1982 to April 1985

All aspects of commercial and securities banking, covering all areas including public facing roles (tellers)

OTHER RESPONSIBILIES

Auditor

ZSC Lions "Supporter Organisation", a fan assocation with approximativen 400 members