Federico Chinelli

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SUMMARY

+ 12 years of experience in US NYSE listed Corporations. Responsible for the overall relationship of corporate clients within a full spectrum of products & services. Valuable experience across different client industries and cultures. Skilled in Customer Relationship. Strong sense of results orientation with a Master in Finance and Business Administration Degree.

WORKING EXPERIENCE

CITIBANK ARGENTINA **October 2011 - Present**

Sr. Relationship Manager – Vice President. BCMA **January 2021 - Present**

As a Relationship Manager I´m in charge of +40 corporate relationships. I´ve achieved commercial and customer related goals YoY in ´17, ´18, ´19, ´20, ´21 & ´22 contributing to the growth of the Argentine Franchise. Actual main responsibilities include:

- Coverage of O&G, Automotive, Pharma, Industrial, Food, Consumer and Retail Industries; contributing to the origination and execution of financing and banking transactions
- Conduct credit and financial analysis applying all relevant policies as required by Citi and Local Regulator´s
- Work effectively with regional and global teams in delivering banking and financing solutions to Corporate Clients
- Cultivate cross-selling opportunities for the various banking products and services to the assigned client portfolio
- Ensure timely and diligent completion of all Compliance procedures and processes, coordinating relevant internal and external counterparties (Anti-Money Laundering, Know-Your Customer, and other related compliance approvals)

VoC 2021 results over 28 clients surveyed (90% Very Satisfied & 10% Satisfied). 100% Overall Satisfaction.
VoC 2020 results over 28 clients surveyed (70% Very Satisfied & 30% Satisfied). 100% Overall Satisfaction.
Leading in South Cluster and Latam Acquire Initiative since 2017 (+10% revs 2021 vs 2017 in South Cluster).
Corporate Banking Credit College (2020).
Business Credit Officer since 2017.

Relationship Manager – Assitant Vice President. CIB **March 2017 – December 2020**

Banking coverage for +30 L3´s and double hatting as an Associate for the GSG South Cluster Head

Relationship Associate. Senior Associate. CIB **April 2014 – March 2017**

Banking Relationship Associate assisting 4 Senior Bankers on relationship management activities around their portfolio of clients (O&G, Industrials, Consumer, etc) by providing consistent, high quality banking, credit and customer service support

Citigold Officer. Associate. Global Consumer Banking Division **October 2011 – March 2014**

As part of the Global Consumer Banking Division my role was to drive a 300 consumer client portfolio with incomes superior to U$S 20.000 delivering monthly commercial goals

NIKE ARGENTINA SRL **August 2010 – October 2011**

Footwear Sample Coordinator / Merch Ops & Info Specialist. **Business Unit**.

My first job as an intern then became a full time job after the graduation from University

STUDIES

Post Graduate Studies

- 2017-2018 Master in Finance. San Andres University (UDESA)
- Aug-Dec2012. “Advanced Capital Markets Program” Argentine Institute of Capital Markets (IAMC)

University Studies

- 2006-2011 Degree in Business Administration. Argentine Catholic University (UCA)

Secondary

- 2001– 2005 Bilingual Bachelor in Natural Sciences. (Pilgrim´s College)

KNOWLEDGE& SKILLS

- Domain of English language written and oral bilingual level. Intl Exams: First Certificate, IGCSE, AS Level
- Advisor in Investment Mutual Funds. Enrollment N° 12.582. CAFCI
- Awarded “Idoneo” title in Argentina Capital Markets by Comision Nacional de Valores (“CNV”)

LEADERSHIP & CITIZENSHIP

- Served as General Prosecutor in 2015 & 2019 Argentina´s Presidential election as volunteer
- Sports: Tennis, Soccer, Ski & Rugby