MARCELLO PECCININI DE CHIARO

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Overview

- ✓ Seasoned professional with 30 years in banking industry and experience in senior roles (Strategy Director, COO, Treasurer LatAm) in top tier financial institutions (BNP Paribas, ItaúBBA, Deutsche Bank, Banco Real).
- ✓ Broad business experience including strategic, commercial, and financial planning, business development and intelligence, sustainable finance, management of capital, risks and portfolios, projects coordination, corporate governance and relationship with regulators and rating agencies.
- ✓ Strategic pro-business vision and a focus on execution. Proven track record in designing and leading governance structures, organizing commercial processes, Client Action Plans, KPIs and intelligence including Client Surveys. Use of market data and incentive plans to promote proper commercial intensity and portfolio efficiency.
- ✓ Led multiple high value-added projects related to reorientation of the business model, launching of new vehicles and products, capital optimization, implementation of new systems, processes, and technologies to gain market share and/or operational efficiency and/or cost reductions, improving results and maximizing RAROC.
- ✓ International experience including 4 years residence in London. 12years+ reporting to New York (DB). Lead teams across LatAm for 10+ years (DB&ItaúBBA). Strong leadership capacity, lead teams of up to 140 people. Ability to engage teams focused on high performance and results, and to connect people around common goals.

EDUCATION AND LANGUAGES

- Advanced Management Program – INSEAD, 2011.
- MSc in Finance – London Business School, 1997.
- Bachelor in Business Management – University of São Paulo (FEA USP), 1985-88.
- Native Portuguese, Fluent English and Spanish, Advanced French.

PROFESSIONAL EXPERIENCE

BNP PARIBAS - BRASIL **09/2017 – present**

Head of Territory Management Brazil – MD (Managing Director)

Territory Governance, Business Development & Strategy, Regulatory Affairs. Executive Committee member.

Positano Associates / M2M **09/2015 – 08/2017**

Partner

Consultant / Financial Advisor

ITAÚ BBA **05/2011 – 06/2015**

Strategy/Business Development for CIB - MD (04/2013 – 06/2015)

Strategy and business development for Corporate & Investment Banking and Global Markets.
Portfolio management, business intelligence, costs, and capital optimization. Statutory Director.

Strategy/Business Management for Global Markets/Institutional Treasury - MD (05/2011 – 04/2013)

Business management for GM/Treasury, a CIB business division. Statutory Director.

DEUTSCHE BANK – BRASIL **01/1998 – 09/2010**

COO Brazil and Treasurer – Latin America (02/2007 – 09/2010)
Treasurer – Latin America (11/2003 – 02/2007)
Treasurer – Brazil and Mexico (08/2002 – 11/2003)
Treasurer – Brazil (10/1998 – 08/2002)
Treasury Manager (01/1998 – 10/1998)

Capital, funding and liquidity management. ALCO Chair. Statutory Director.

BANCO REAL S.A. **09/1993 – 01/1998**

London Office - Head of Treasury Desk (07/1996 – 01/1998)

Portfolio Loans/Bonds, CD Funding and Trade Finance. Support to correspondent banking.

London Office - Trader (07/1994 – 07/1996)

FX/EM Bonds Trading, Repos, Cash/Liquidity Management.

Head Office São Paulo – Product Manager – International Executive Management (09/1993 – 07/1994)

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