SEBASTIÁN FIGUEROA SILVA

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Relationship Manager with more than 17 years of progressive experience in the Asset and Wealth Management industry with a solid track record at increasing market share and driving growth. I have established relationships, based on trust and successful advice, with the largest Asset Managers ,Private Banks, Family & Multi Family offices in Chile and LatAm's South Cone. Leader with excellent teamwork, communication and interpersonal skills, combined with a strong academic background and real work experience. Looking for new opportunities in Chile and Latin America after spending two years in Switzerland.

EDUCATION

INTERNATIONAL MBA
IE Business School - Madrid, España
2015 -2016
- Dean's List Top 10%
- Honors: Beta Gamma Sigma Society

MASTER IN FINANCE
Universidad de Chile - Stgo, Chile
2008 - 2010
- Honors: Highest Distinction

ADMINISTRATION & ECONOMICS
Universidad Finis Terrae - Stgo, Chile
2000 - 2005
- Honors: Distinction

LANGUAGES

SPANISH
- Native

ENGLISH
- Fluent

FRENCH
- Intermediate - ongoing course

ABOUT ME

LIFELONG BIKER
- Road, VTT & Gravel

AVID READER
- Everything finance, economics, geopolitics & behavioral sciences
- Philosophy self-student

WORK EXPERIENCE

AMERIS - ASSET MANAGEMENT
Head of Institutional Business Chile
Dec 2021 - Mar 2023
Santiago, Chile

Senior Sales & Relationship Manager
- Lead institutional and wealth management strategy, increasing AUM by 20%
- ·Advice Family Offices and UHNW clients in the construction of private equities portfolios
- ·Develop new relationships, expanding the product purchase by the various client segments
- ·Establish and manage relations with Private Banks, Family Offices, Multi-Family Offices, Asset Managers, Pension Funds and Insurance Companies

BLACKROCK - ASSET MANAGEMENT
Head of Wealth Chile - Vice President
Jul 2016 - Nov 2021
Santiago, Chile

Senior Sales & Relationship Manager
- Lead the Chilean wealth management strategy, managing a book of $6bn in AUM
- Manage Uruguayan wealth management segment, covering key players
- Advice clients on their portfolio asset allocation
- Drive sales of BlackRock products (Active, Passive, Alternatives, Model Portfolios & Tech)
- Establish and prospect relations with Private Banks, Family Offices, Multi Family Offices and Asset Managers
- Develop a deep understanding of the varying business models within the firm to design the sales strategy aligned to the global framework
- Liaise with internal partners (marketing, product specialists, L&C) to align strategies and efforts for clients and other stakeholders
- Organize executive committees and manage work-stream optimizing resources
- ·Increase market share by 20%, doubling the AUM and revenue of the Chilean wealth business in 5 years

BICE INVERSIONES - PRIVATE BANK
Wealth Management
Jan 2007 - Feb 2015
Santiago, Chile

Senior Sales & Relationship Manager
- Advise Family Offices and HNW clients to diversify and protect acquired wealth
- Cultivate networks, maintain and prospect clients base to exceed sales goals
- Manage $75 million dollars in total assets, increasing revenues by 25% from 2007 to 2009
- Advise HNW clients on Latin American fixed income, equities, ETF and mutual funds
- Lead the international equity portfolios and fund selection for the Private bank
- Maintain relations with Investment Banks and Mutual Funds counterparts
- Prepare reports and executive committees with recommendations for different markets
- Collaborate with the investment team in portfolio construction
- Assess financial statements for US Companies, identifying attractive stocks' valuations
- Implement an equity valuation system, increasing revenues in equity desk by 30%
- Mentor and coach newly hired assistant traders and financial analysts

FAMILY OFFICE
Financial Analyst
May 2005 - Feb 2006
Santiago, Chile

- Develop financial reports on financial markets for C-suite
- Present investment alternatives to the Board
- Establish relations with Chilean and foreign investment banks