

# Aurelian Mihailescu

Born 1976  
Bucharest, Romania



## Education:

2019 - 2020 Certified Coach – Coachingdipity, Be Coach program  
2018 – 2019 Execute Program – RBI senior management training program for board  
2004 – 2005 ACI Dealing Certificate – The Financial Market Association  
1998 – 1999 Trading Programme, Raiffeisen Bank London  
1995 – 1999 Faculty of Management, Dimitrie Cantemir University, licence ASE (Bucharest)

## Business profile:

I have 24 years of experience in the financial industry. My experience is related to Treasury and Capital Markets business. I am an expert in trading activity, covering all desks: FX, bonds, derivatives and money markets. I have led Trading and Sales teams in a commercial bank. I was in close contact with the regulators (National Bank of Romania and Financial Supervisory Authority) and National Debt Agency in designing the local framework for capital markets business and funding plan for the state of Romania as a primary dealer representative. I have a good understanding of macroeconomic data and how can this be translated into business. I am a team player and I like to connect people and teams.

## Professional experience:

### Executive Director Capital Markets - Raiffeisen Bank Romania (2012–april 2021)

Directly subordinated to Board Member responsible for Treasury and Capital Markets;  
Main responsibilities: Trading, Sales, Products, Distribution, Governance;  
Primary Dealer for Romania debt – number one in 2016 and top 5 for 3 years (2014,2015,2019)  
Major player in local FX market, estimated market share 25%;  
Member of the following committees: Asset Liability, Investment, Grading.

### Member of the Board of ACI Romania (2012 - present)

Local professional society affiliated to ACI International  
Over 100 members locally

Head of Professional committee;  
Main achievements: Local ISDA CSA, Local GMRA, Local Benchmarks for rates and bonds.

### Member of the Board – Raiffeisen Asset Management (2012 - 2016)

Mutual Funds: Assets under management - EUR 1 bln, 22% market share (2<sup>nd</sup>), 35.000 clients  
Pension Fund Assets under management - EUR 20 mln, 4% market share (7<sup>th</sup>), 14.000 clients

Represented the major shareholder's interests in the company;  
Responsible for the overall governance of the company;  
Member of the Audit Committee

### Head of Capital Markets Trading - Raiffeisen Bank Romania (1997 – 2012)

From FX Trader to Head of Trading;  
Manage the risk for the open currency position of the bank;  
Manage the risk for the derivatives portfolio of the bank;  
Manage the risk for the fixed income bond portfolio of the bank;

**Other activities:**

Active coach in Raiffeisen Bank program – Coaching for performance;  
Involved in First time Manager program hosted by Raiffeisen Bank;  
Involved in various voluntary activities (children and nature).

**Languages:**

Romanian - Native  
English – Proficient English User

**Personal profile:**

I am married and I have two children.