

## David M. Hillebrand

david.m.hillebrand@gmail.com | 770-363-4420 | 3234 N Pemberton Circle Dr. Houston, TX 77025

*Corporate FX Professional with deep knowledge of currency markets. Energized by fast environments and excited to find new opportunities to design financial business models and streamline operations.*

### EXPERIENCE

**PNC Bank**, Houston, TX

**2018-Present**

*Director, FX Sales*

- Grew revenue by over 100% of an existing portfolio of FX customers, increasing customer base by over 40%
- Optimized cross-sell opportunities with 135+ bankers across the country, generating over \$1M in new FX deals
- Provided sophisticated hedging programs and risk mitigating initiatives to both domestic and international companies, saving clients up to 20% of their allotted budgets
- Compiled existing client data and analysis into a more efficient user interface to speed up distribution and point of sale reference, streamlining processes by 200% and saving critical moments during trade execution

**Wells Fargo**, Atlanta, GA

**2011-2018**

*Associate, FX Sales and Trading*

- Identified currency risk for clients between \$50M and \$1B in revenue, developing risk mitigation solutions using hedging products such as Spot, Forward, NDF, Exotic Option, and cross-currency swaps
- Created new client analytics and reporting tools providing the sales team greater insight into clients' behaviors and trading activity; one tool was used internationally across the bank and shared with senior leadership
- Generated detailed reports for identifying transaction history, trends, and revenue to help the sales team better manage and maintain existing and new relationships saving countless hours of manual work
- Led cross-functional coordination across Operations, Investigations, Credit, and Relationship Management teams to create a smoother and more efficient sales process
- First and only Wells Fargo Analyst selected to serve on Outriders Committee, a hand-selected group of leaders tasked with providing insights to senior management and developing new projects to grow the FX division
- Appointed to multiple internal teams focused on improving current programs and identifying growth areas

**SunTrust Robinson Humphrey**, Atlanta, GA

**2008-2011**

*Analyst, FX Sales and Trading, Investment Banking Division*

2011

- Supported team of seven sales reps by preparing pitch book presentations, suggesting alternative, customized options and hedging solutions for clients, and developing competitive differentiators during deal negotiations
- Created and maintained FX division P&L, and managed revenue and performance tracking on a monthly basis

*Specialist – Middle Office, Capital Markets Operations*

2008-2011

- Maintained and monitored submission, setup, training, and support for existing and new Online FX clients
- Assisted front office and IT in developing and testing changes to improve systems, reporting, and platforms

**Office of Thrift Supervision, Department of US Treasury**, Atlanta, GA

**2006-2008**

*Federal Thrift Examiner*

- Assessed risks at banks with \$50M-\$25B+ in assets, ensuring compliance with OTS, Federal, and State laws

### EDUCATION

The University of Georgia, Athens, GA, *Bachelor of Business Administration in Finance, Honors Program, 2006*

### INTERESTS

- Relentless innovator with ability to think outside the box and an open mind for collaboration
- Experimenting with wood pellet BBQ smokers by comparing local recipes from Atlanta and Houston
- Taking bike rides around the neighborhood with my two young boys