

# Perikli THANASI

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## PERSONAL STATEMENT

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Special Situations Sales with 10+ years of experience in sales and trading in an International Investment Boutique, with a proven record of generating and building relationships. I have been involved in all parts of a transaction, in multiple jurisdictions. In previous roles I have gained exposure to various Institutional clients and assets, and I have developed a unique understanding of fixed income markets. I am top performer in profitability and client engagement.

## PROFESSIONAL EXPERIENCE

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**Fulcrum Capital**, London, UK

**Head of European Distribution**

**NOV 2021 – Present**

Coverage of Credit and Distressed funds in Europe.

**Assets Traded:** Distressed Debt, Defaulted ABSs, Special Situations, Claims, Bank Debt, Litigation, Hard Assets and Structured Products.

**KNG Securities LLP**, London, UK

**Special Situation Sales**

**JAN 2015 – OCT 2021**

Coverage of Credit and multi-strategy funds with exposure to a variety of Jurisdictions (Italy, Switzerland, UK and US) and Assets.

- Interaction with high-profile clients, from Analyst to Portfolio Managers, as part of sales and trading of illiquid and complex assets.
- Priced esoteric transactions and provided view on rates products and credits.
- Generated trade ideas and execution in various jurisdictions (e.g., subordinated Debt on Italian Banks, Structured Fixed-to-Floater Government Agency Debt)

**Fixed Income Sales**

**JAN 2013 - DEC 2014**

The Greek Debt crisis and need for liquidity allowed me to develop longstanding relationships with local and specialized investors, including:

- Greek and Cyprus Banks Treasury Departments, helping them in pricing and marketing esoteric legacy transactions.
- Access for US and UK based Credit funds to exposure in Greek credit risk and insight on the local market.

**Fixed Income Analyst**

**FEB 2012 - DEC 2012**

My focus was securities analysis and pricing, discovering mispricing due to exotic options of the bonds, or illiquidity.

**epiHome, funqub®**, London, UK

**DEC 2017 - DEC 2020**

**Co-founder, CEO**

Together with my team, I developed a strategy for an online platform that would allow users to review their rented properties. I managed a team of four, on top of our external platform developers, accountants, and marketing experts.

- Build team from scratch, brought expertise and developed the company.
- Product Design (website) and Prototyping.
- Created the framework for online marketing and Search Optimisation.

**Set of Skills:** Team management, Marketing, Online Digital Presence, Privacy Legislation, and IP Protection.

**The Royal Bank of Scotland**, Milan, ITA

**JUL 2011 - JAN 2012**

**Financial Institutions Analyst**

**L'Oréal**, Milan, ITA

**FEB 2011 - JUN 2011**

**Financial Controller, Milan, ITA**

## EDUCATION

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### University of Pennsylvania - Wharton Online

#### Fintech: Foundations & Applications of Financial Technology

MAR 2021 – APR 2021

Introduce components of technology-driven financial strategies, from complex regulations to cryptocurrency to portfolio optimization.

### University of Genoa - Faculty of Economics

#### *MSc in Economics and Financial Markets*, Summa cum Laude

NOV 2008 - NOV 2010

**Thesis:** "Efficient Market Hypothesis and the Validity of Technical Analysis"  
*with Professor Giacomo Burro*

#### *BSc in Business and Economics*, with honors

SEP 2004 - NOV 2008

**Thesis:** "Copyright: An International View"  
*with Professor Giuliana Meraviglia*

### RUI Trustees and University of Genoa, Finance & Markets

APR 2008 - MAY 2008

## LANGUAGE PROFICIENCY

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<b>English:</b>	Bilingual Proficiency
<b>Italian:</b>	Bilingual Proficiency
<b>Albanian:</b>	Native
<b>Greek:</b>	Native

## EXTRACURRICULAR ACTIVITIES

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### University of Genoa, Tutor, Genoa, ITA

AUG 2009 - JUN 2010

**Set of Skills:** Communication with Professors, Students, and other Faculty members. Problem Solving.

### University of Genoa, DiEM, "Why not" Survey, Statistical Analyst, Genoa, Italy

NOV 2008 - DEC 2008

**Set of Skills:** Team Working, Statistical Analysis application, Presentation of Results.

### Genuense Linux Users Group (GLUG), Member

OCT 2006 - JUN 2007

Provided support to Linux and Open-Source enthusiasts with access to expertise and resources to facilitate migration from Microsoft programs.

### AIESEC, Member and Vice President of Human Resources (Genova Branch)

JUN 2005 - JUN 2006

- Promotion of the AIESEC mission and activities in the university, communication with University faculty regarding resource allocation.
- Attending National and International leadership development meetings.
- Coordination of new members induction and development through workshops and events organization.

## HOBBIES

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Woodworking, Watches, Technological Evolution