

Luca Zaccaria

Summary

Institutional Fixed Income Salesperson with 30+ years of applicable experience at major investment banks. Successfully works in all facets of self directed, team oriented and supervisory roles. Has extensive knowledge of various fixed income securities including credit, rates and securitized products. Successfully manages long term client relationships with financial institutions, pension funds, insurance companies in Italy and southern Europe.

More recently joined the securities lending team as a client manager with responsibilities on the coverage of institutional clients in continental Europe.

Professional Experience

Deutsche Bank AG, Frankfurt

Director - Agency Securities Lending

Since October 2018

- Coverage of banks, central banks, investment funds, pension funds and insurance companies in continental Europe

Director - Institutional Fixed Income Sales

Jan 2010 - Sept 2018

- Consistently generated good client revenues from institutional middle market and top clients across fixed income products
- Brought in a high percentage of riskless primary and secondary opportunities and closed these transactions using strong negotiation skills
- Worked closely with syndicate and banking to bring in reverse inquiries across various products including esoteric securitizations
- Successfully managed client relationships and appropriately leveraged the firm's platform for these clients across trading, research and structuring
- Identified and developed new profitable relationships for the firm on an ongoing basis

Commerzbank AG, London

Jun 2007 - Dec 2009

Director - Institutional Fixed Income Sales

- Selected to join a generalist sales desk where I had to ramp up quickly on fixed income securities across numerous asset classes

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- Doubled my revenues year over year by aggressively seeking out opportunities in asset classes and clients that were not successfully covered by the firm
- Helped my clients understand and purchase complex products including CLO, ABS, RMBS, CMBS products and an internal Fund in order to fulfill their investment objectives
- Consistently viewed as a salesperson who successfully managed the balance of client demands versus the expectations of the trading, syndicate and research teams
- Maintained strong client relationships that followed me throughout my career

DZ Bank, Frankfurt

Jun 1989 - May 2007

Executive Director Head of Southern Europe

- Responsible for the fixed income & derivatives sales department with focus on Italian and South European institutional investors
- Managing a team of 6 senior sales person
- Major achievements in developing/selling structured products to banks, insurance companies, investment funds and corporates

Education

Business Administration at University of Pavia, Italy

Sept 1986 – June 1990

Professional Affiliations

Member of the Board of Assiom Forex, the Italian financial market associationsince 1998

Additional Relevant Skills

LanguagesItalian - native speaker

English - fluent

German - fluent

Spanish - fluent

French - basic knowledge

ITExcel, Word - basic knowledge

Bloomberg - good knowledge

Bondvision, Marketaxess, Tradeweb