

# Olivier Vander Elst

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Birth Date : 19-06-1971 - Drivers Licence Class B - Divorced(2006) two children

## Summary and Outline of expertise and aspirations

Based on a thorough two-layer professional experience level in the Investment Banking Industry as well as on the industrial SME (senior) management and operational level, my expertise incorporates a wide array of competences and understanding of micro- and macro company procedures and guidelines. From (After) Sales to Project and Team Management, the several "hands-on" experiences have provided me with a very flexible and adaptable mind-set, driven by excellence and vision. And supported by a multi-lingual fluent knowledge(FR, UK, NL, SP).

LinkedIn Profile : <http://www.linkedin.com/profile/view?id=37201088>

## Professional Experiences

### Aquarain

January 2014 - Present

Transformation of a small local Rainwater Harvesting "shop" into a national, certified and refocused business providing retail to professional clients dedicated solutions in rainwater harvesting and treatment. [www.aquarain.eu](http://www.aquarain.eu)

### Waterco NV

January 2012 – September 2013

SME CEO Crisis Management mandate to provide for restructuring and turn-around solutions to ailing SME. Overall operational due diligence, Bank Funding Negotiations, Staff Management, "Winding Down" process management, Client and Supplier re-assessment.

### Nomura International(London, UK)

November 2006 – August 2008

Institutional Sales BENELUX – Cross-asset Structured Products and Derivatives

#### Key Accomplishments:

- Consistently maintained 100% or better of established production goals within a new and diversified BENELUX client scope. Particular focus on Life Insurance Industry and IFA's. Secondary Sales development in Public Trusts and Pension Funds. □
- Developed two product innovations on Structured Credit (iTRAXX Autocallable) and Structured Fund Derivatives (CPPI Square). □
- Developed strong knowledge in Structured Credit and SPV Issuances. □
- Niche Focus on Structured Fund Derivatives, SRI, 130/30 strategies, Traded Life

**Banque Degroof(Brussels, B)****November 2005 – July 2006**

Buy Side Sales BENELUX – Cross-asset Structured Products and Derivatives

*Key Accomplishments:*

- Assisted and managed several successful institutional sales pitches, in competitive bidding process across different client segments (corporate treasuries, Public Funds and local governments).
- Thorough assessment and analysis of Sell Side Competition as well as Private Banking Structuring Needs.

**Société Générale(Paris, F)****September 2003 – October 2005**

Sales Structured Flow Products – Private Banking Clients BENELUX

*Key Accomplishments:*

- Managed fully syndicated public offering of pre-IPO Equity Linked Structured Product in Belgium.
- Developed and successfully placed the first OTC Forward Volatility Warrants.
- Reorganised and restructured Listed Products Business Unit with innovative launch of First Listed Gold-Linked Covered Warrants(Euronext)
- Managed the Sales Development of the Lyxor ETF Product Range in Belgium.
- Initiated and managed the Launch of SG's First Listed Turbo Certificates In Netherlands.

**Citigroup (Paris, F)****February 1996 – May 2003**

Marketeer for Listed Derivatives and Warrants

*Key Accomplishments:*

Built and managed a solid and profitable franchise in the retail orientated Listed Products Business

- Managed to maintain financial targets and market share during market downturn of 2000- 2002.
- European Project Manager for e-commerce distribution.
- Started Sales Mandate on Luxembourg Private Banks for SSSB Structured Equity Products.

## **Academic Education**

**Université Catholique de Louvain - Master in Economics      September 1990 – June 1995**

Graduated as Master in Applied Economics from the IAG (Institut d'Administration et de Gestion).

Thesis : "Banking Reforms in Central Europe"

**Onze Lieve Vrouwecollege**

**Primary & Secondary School**

General Secondary Degree Diploma

## **Languages – IT Knowledge**

Mothertongue : French

Fluent(writing, reading and spoken) : Dutch, English, Spanish

Average(writing, reading, spoken) : Italian, German

IT : MS Office, Social Media Platforms

Financial Data Vendors : Bloomberg, Reuters

## **Outside Interests**

Sports : Field Hockey, Triathlon, Tennis, Horseback Riding and Golf

Contemporary Art and Interior Design of the 40/50ies

ONG project management

Theatrical Improvisation / Literature & Reading

Cooking : Asian and Southern European