

Marcus
Address 1
Address 2
Phone
School Email

EDUCATION

- 2008-Present** **COLUMBIA BUSINESS SCHOOL** New York, NY
MBA CANDIDATE, Expected graduation May, 2010
Robert Toigo Foundation Fellow; Deutsche Bank Fellow
- 1997-2001** **DAVIDSON COLLEGE** Davidson, NC
BS, Biology (Minor in German), May 2001
Spring semester abroad in Freiburg, Germany; Southern Conference Academic Honor Roll (1997 – 2001)

EXPERIENCE

- 2002-2008** **NORTH CROSS BANK, N.A.** Philadelphia, PA
Structured Trade Finance Specialist (2006-2008)
- Originated, structured and closed various risk mitigated transactions, including: Account Receivable Purchase Facilities, Medium Term Guaranteed Transactions and Multilateral Supported Working Capital Financings
 - Traveled extensively meeting with corporate customers to consultatively sell the bank's structured trade product set
 - Acquired a deep understanding of structuring export-related financing packages; implemented various risk mitigation techniques and presented findings and recommendations to senior management
- International Division Associate Training Program** (2004-2005) Charlotte, NC
- Selected to participate in the International Division's highly competitive rotational associate training program
 - Completed 6 months of Financial Institutions credit training; produced credit analyses for the Industrialized, Emerging, and Country Risk market groups; helped close several structured trade deals
 - Participated actively in customer calls both domestic and abroad with Global Payment Services, Global Trade Services, Industrialized Europe Marketing Team and OECD Asia Marketing Team
 - Was the most junior analyst chosen to participate in this highly selective program
- Derivatives Analyst (Documentation)** (2002-2004) Charlotte, NC
- Provided timely and accurate confirmations for various desks in Fixed Income Derivatives; conducted in-depth review and provided oversight for the documentation process from origination to dissemination
 - Collaborated with marketers, traders and legal counsel to resolve issues related to documenting derivatives trades; gained a deep understanding of transactional process, risks and mitigants
 - Streamlined the documentation process for Interest Rate Derivative Structured Product transactions; involved close collaboration with key marketers, documentation personal and internal legal counsel
 - Prepared trade confirmations for Interest Rate Products, Non-Dollar Products and Structured Product Transactions
- 2001-2002** **AUSTRIAN MINISTRY OF CULTURAL AFFAIRS** Salzburg, Austria
Teaching Assistant
- Served as an English Teaching Assistant for the Austrian Ministry of Education and Cultural Affairs; selection based on a highly selective and rigorous application process including academic merit consideration
 - Led classes on American Culture and English Grammar for approximately 60 students
 - Enhanced level of German fluency (learned Bavarian and Salzburg dialects), including German business language
 - Strengthened cross-cultural communication skills through travel and interaction with people from all over the world

ADDITIONAL INFORMATION

- Craig Family Scholarship Recipient, Davidson College (only recipient in Davidson's class of 2001)
- Starter football player (Davidson College and with German Football League – 1997-2002)
- Languages: bilingual German and English; Dual citizenship: Germany and U.S.
- Emerging Professionals Group Mentor (Davidson College, 2004-Present)
- Member of Davidson College Black Student Coalition (1997-Present)