

# ELLEN KOUNTZ



contact@ellenkountz.com

## PROFESSIONAL EXPERIENCE

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02/2012 – present: continuing education at France's *IFA Institut Français des Administrateurs*,  
on campus at Sciences Po Paris

*Candidate for certification to be an independent corporate board administrator- class of 2012:*

- Master classes in comparative corporate governance and case studies.
- Participation in European-wide corporate administrator association events (EcoDa).

**NYSE Euronext** *the world's largest and most liquid exchange group, listed companies representing a combined market capitalization of €13 trillion, average daily trading volume of €50 billion, of which 5% on fixed income instruments.* Paris

*Senior Fixed Income Product Manager (03/2007 – 11/2011)*

- Putting 15 years of bond market experience to work on an integrated value chain of product segment relaunch: listing, trading, and post-trade services.
- Author of new liquidity provision scheme for bond segment.
- Drafted, designed and published a variety of brochures leading to a robust body of marketing material targeted to institutional issuers of fixed income instruments as well as traders and broker/dealers within the bond markets.
- Extensive expertise in CESR & MiFID (European-level legislation) and AMF (local level regulation) for the European financial services industry in general and its exchange environment in particular.

**Natixis Asset Management (formerly CDC\* Asset Management Europe and IXIS Asset Management)** *Asset management arm of French savings bank network Groupe Caisse d'Épargne*  
Paris

*CDO Product Manager (09/2004 – 02/2007)*

- Dedicated marketing for Structured Credit Products, liaison with sophisticated institutional investors, senior portfolio managers, risk managers, and credit research analysts.
- Actively contributed to the achievement of the 2004 – 2005 CDO business plan objectives.

*Senior International Marketing Officer (02/2002 – 08/2004)*

- RFP / RFI† Manager for European and Asian asset classes. Liaison between Paris-based client relationship managers and portfolio managers. Over 175 documents produced in 2 years.
- Effective communication and strong working relationship established with affiliates based in Singapore, Tokyo, Frankfurt, Milan, London and Boston.

**Conseil Asset Management** Paris

*Stock Fund Manager (08/2000 – 08/2001)*

- Following international stock markets, particularly in Europe, for private clients, EUR 14 mn handled directly. Management of three index stock funds destined for tax-deferred PEA accounts.

**Crédit Industriel et Commercial** Paris

*Syndication Manager – Acquisitions Finance Team (03/1998 – 07/2000)*

- Managed critical pre-syndication period with the pool of committed banks and mezzanine financiers. Responsible for the prospection of Capital Investment Funds, marketing and communication efforts, creation of brochures in English.

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\* Caisse des depots et consignations

† Request for Proposal / Request for Information

**Crédit Industriel et Commercial**

Paris

*Fixed Income Salesperson (09/1994 – 02/1998)*

- Prospected and consolidated working relationships with foreign and domestic fund managers and proprietary traders. Diverse and profitable clientele. Products mastered: OAT, Bund, and European corporate debt as well as BTF, BTAN, certificates of deposit, repos, short dated swaps.

**J.P. Morgan & Co. Inc.**

New York

*Associate – Capital Markets (01/1994 – 08/1994)*

- Participant in Global Markets trading program for outstanding entry level staff. Continued work in Exchange Traded Products.

**J.P. Morgan & Cie SA**

Paris

*Intern – Capital Markets Trading (1992 – 1993)*

- Intern, then employee in ‘Global Markets’. Technology support for the bond desk – trading and sales teams. Effective communication with Morgan offices worldwide.

**EDUCATION**1997 - 1999 **ESSEC Executive MBA** Paris La Défense*Ecole Supérieure des Sciences Economiques et Commerciale*

- Master’s thesis (team of 4 people): *Strategic opportunities for American fund managers following French pension fund legislation.*

1988 - 1992 **The Wharton Business School** Philadelphia*University of Pennsylvania; #1 Undergraduate Business Program*

- Bachelor of Science in Economics. Wharton Dean’s Advisory Board. Equestrian team.

Summer 1987 **Harvard University** Boston

- Summer session, studied American literature.

1984 - 1988 **John L. Miller Great Neck High School** Long Island

- One of New York State’s top ten public high schools.

**COMPUTER SKILLS**

- Daily use and keen knowledge of Windows XP and front-office financial applications (Bloomberg, Reuters, Mark It, Moody’s KMV, Credit Manager, Credit Sights...).
- In 2007, 20 hours of one-on-one media training to handle journalists in a crisis-management mode.
- In 2008 & 2009, 40 hours of training on and practical use of Business Objects, Share Point, and SalesLogix software following in-house deployment across business lines.
- In 2010, 20 hours of AMF *Autorité des Marchés Financiers* regulatory training (modules : *Conformité pour les Services d’Investissements & Conformité du Contrôle Interne*)

**CERTIFICATION / AFFILIATIONS**

Accredited by ISMA (International Securities Market Association), Active member of the ESSEC Alumni Club, Active member of the Wharton Club of Paris.

Perfectly bilingual English / French. American citizen. French resident card holder.