

Simon Ziegler

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A CEO/COO with a senior blue-chip career and excellent operational skills, sound judgement and a decisive nature. Career spans derivatives trading/marketing, owning and running areal estate investment/consulting business, and technology. Equally comfortable negotiating structured financing contracts, picking apart balance sheets, commissioning complex architectural and master planning work. Looking to augment career with a small, focussed portfolio of Non-Executive positions.

Professional Profile

- Trader at Deutsche Bank and Merrill Lynch (now part of Bank of America Merrill Lynch). Deutsche Bank is the largest German Bank which was during the period of employment the most profitable European investment bank and Merrill Lynch was one of Wall Street's titans prior to Bank of America's takeover.
- Founded both a real estate investor Blackland Capital, and a Fintech startup Dioptra.
- Invested personal funds and five years through Blackland promoting a London urban regeneration scheme for 600 to 2,000 apartments. Retains a residual interest in a potential 50-hectare London brown field development. Was invited on to advise the Council on Tall Buildings and Urban Habitat (www.ctbuh.org).
- At Deutsche and Merrill traded bonds, swaps and FX, involving financial and legal structuring, pricing determination, risk management strategy, and driving back office logistics. Has always been strong in deal negotiation/execution and became one of Deutsche Bank's most profitable Fixed Income marketers with annual profit reaching EUR 48 million. Conceived and sold what was considered to be the biggest ever and highly bespoke GBP interest rate swap having a notional amount of GBP 9 billion.

Core Skills

- Operations: in a career across multiple sectors is adept at quickly mastering new environments. Financial structuring skills are City/Wall Street grade and works comfortably with operations and technology. Has have good emotional intelligence, is cooperative and easily gains colleagues' and employees' trust.
- Derivatives trading, structuring and marketing: spent seventeen years designing and trading structured derivatives carrying challenging legal structures and counterparty credit positions.
- Real estate: originated, seed funded and established control over a large London urban regeneration.
- Private equity: some of Simon's most significant banking clients were financial sponsors, and applied their approach to building Blackland Capital.
- Quantitative finance: spent whole career trading, analysing and risk managing complex deals, starting as a quant/programmer. Retain those tech skills, which are relevant to the Fintech explosion.

Career History

Dioptra, Founder and Owner June 2018 to Present

- Dioptra spins out of time running Blackland Capital, arising from the realization that the institutional real estate investors and developers lack strong technological solutions for investment analytics.
- Built a proprietary analytics framework used to assess projects at Blackland and is using this as the basis for securing funding through the course of 2019 to launch Dioptra to global real estate investors.
- Dioptra has three initial clients with joint assets under management over USD 5 billion deployed into real estate portfolios across North America, Europe and China.

Blackland Capital, Founder and Co-Owner, May 2009 to June 2019

- Initiated the Wellesley Estate regeneration scheme, the 600 to 2,000 residential unit prospective development in Croydon using personal funds before agreeing a joint venture with a larger developer.
- Secured an ongoing interest in a 50-hectare London suburban brown field development site.
- Also consulted to a niche London residential real estate developer, a Dutch real estate investor and a First Commonwealth Securities, a US broker dealer. This consultancy ran concurrently with Blackland.
- The partners in Wellesley Estate decided that the project has run its course by early 2019, closing that business down and with it Blackland Capital is not taking further business.

Deutsche Bank, Director of Fixed Income Derivatives, April 2000 to January 2009

- Deutsche Bank is Germany's largest bank and during the late 1990s and 2000s was the biggest European investment bank, with a globally dominant standing on the area of Simon's expertise: Fixed Income trading. Was a senior trader/marketer on the trading floor in the investment bank's London head office.
- Structured, priced and executed complex transactions with interest rate, inflation and FX derivatives, bridging the sales/trading divide. Had a diverse clientele including national and local governments, banks, corporates, SMEs and private equity. Directed deals through trading, legal and back office.
- Ran the hedging operation for all European asset backed securitisation and commercial real estate lending/securitisation, transacting well over EUR 100 billion notional. Was one of the bank's most profitable swaps marketers, with annual P&L reaching EUR 48 million.
- Ran an efficient flow trading business by automating the deal process from conception to booking and lifetime tracking enabling Simon's two-person team to out compete larger teams at other banks.
- Executed a GBP 9 billion structure for a UK bank, believed to have been the largest ever Sterling swap.

ABN Amro, Derivatives Structurer, November 1999 to April 2000

- ABN Amro was the largest Dutch bank until its takeover by RBS in the mid-2000s, with a developing European investment bank at the time of employment.
- Derivatives structurer on the Medium Term Notes trading desk.

Merrill Lynch, Vice President, January 1993 to January 1999

- Merrill Lynch was one of Wall Street's venerable broker/dealers until its takeover by Bank of America.
- From April 1995, Simon was a trader and marketer in interest rate swaps, foreign exchange and commodity derivatives in London and Frankfurt.
- Started as a quant/programmer building pricing models and risk and daily P&L systems on the European interest rate swaps and complex FX derivatives trading desks.

Price Waterhouse Management Consulting, Analyst Programmer, August 1990 to January 1993

GEC, Student & Graduate Engineer, August 1985 to August 1990

Education

- University of Bath, 1985 to 1990, MEng and BSc (Hons) 2:1 in Electrical and Electronic Engineering
- Royal Grammar School, High Wycombe, 1979 to 1985, 4 'A' Levels (A, A, B, C), and 9 'O' Levels.

Miscellaneous

- On the UK advisory panel of the Council on Tall Buildings and Urban Habitat (www.ctbuh.org)

Languages

- English – mother tongue
- Portuguese – conversational

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