

Giles Crosthwaite

- Senior Business and Programme Manager with multi-product trading and sales experience proven in a 25+ year career within Investment Banking.
- Demonstrated strong leadership skills and delivered complex programmes encompassing internal and regulatory governance, strategic change, business development, operations, technology, risk and IT.
- Driven a variety of regulatory change initiatives with direct experience of dealing with regulators in the United Kingdom, European Union and the United States.
- Highly effective communication skills and equipped with an ability to formally organise, influence & negotiate with stakeholders.

10 Years Experience Front Office Trading


+15 Years Experience Project / New Business Management

Areas of expertise


- ▶ Business Management
- ▶ Programme Management
- ▶ Business Governance & Control
- ▶ Trading and Sales
- ▶ Regulatory Change & Compliance
- ▶ Managed Services
- ▶ Securities Lending
- ▶ Structured Products
- ▶ Equity Derivatives




 **Giles Crosthwaite**

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 Head of MENA Business Development

 Dubai Silicon Oasis, UAE



Business Achievement

- Set up and managed a team of Front Office Securities Lending Sales Traders at Bank of America (London), growing a book value from zero to over 5 billion USD in two years and with an average spread of 25bp.
- Initiated and managed a TUPE transfer lift out of 50 FTEs from Credit Suisse to Delta Capita within the Structured Products Middle Office team that supported / managed service administration.
- Successfully delivered and managed 5+ key regulatory projects within Credit Suisse of which included SFTR, PRIIP's, MiFID II, FRTB, FCA Thematic Review.
- Successfully delivered and managed 7+ key regulatory projects within Barclays Investment Bank of which included FINRA SCCL, FINRA Associated Persons, multiple PRA Thematic Review(s).
- Represented Credit Suisse at industry regulatory working groups / consortiums of which included ISLA SFTR, PRIIPs and ESMA MiFID II.
- Initiated a new JV Model Validation Managed Service business for Delta Capita and a UAE/India based Risk Management consulting firm providing UK/EU Banks with the ability to reduce cost/risk via offshoring.
- Head of Business Development for a JV Structured Products business between Delta Capita (Administrator) and Dura Capital (Plan Manager). Prepared and implemented the business plans including acquisition projects; led the acquisition of target companies plus obtaining appropriate licenses; integration of acquired businesses and establishment of a Plan Manager operation.

