

ARTHUR G. WARE

+1 415-244-3484 / +55 11 8383-8434

arthur@arthurware.com

SUMMARY: Entrepreneurial financial manager experienced in business development, sales, trading, Brazil, equity derivatives, commodities, energy and investment funds.

- 15 years of international financial services, commodities, and trading experience.
- 6 years as head of my own international financial services firm.
- 7 years living and working in São Paulo, Brazil.

2010- **Sungard**, Account Executive, Kiorex & Fame Energy São Paulo, Brazil

- Leading the new sales effort for energy and commodity risk products throughout South America
- Building relationships with firms in oil and gas, energy, softs and ags, minerals, finance, and aviation
- Sourcing prospects in Latin America for market data and risk products
- Coordinating with teams on 4 continents to successfully develop and execute strategy

2009 - **ASTRA Investimentos**, Co-Head of Agricultural Investment Fund São Paulo, Brazil

- Developing a Brazilian Agri-business private equity fund in partnership with Rabobank
- Writing, editing, and updating documentation (PPM, term sheets, teaser, investor presentations)
- Central source of research and analysis on the Brazilian commodity and agricultural markets
- Principal role in investor meetings, fund raising, and marketing efforts

2008 - 2009 **AWB BRASIL TRADING S.A**, Head of Business Development São Paulo, Brazil

- Grew the commodities businesses in Brazil and coordinated with the AWB group worldwide
- Researched a wide range of business sectors from sugar and ethanol, to grains, cattle, and logistics
- Negotiated with our financial partners worldwide to secure working capital and fund expansion
- Restructured existing business units to control risk and improve efficient use of capital
- Served on the Board of Directors of a R\$72 million infrastructure development company, NovaAgri

2002 - 2008 **First Geneva Ltd.**, Co-founder / Business Director

- Started a successful financial services company specialized in online payments processing
- Implemented technology that reduced customer transaction costs by 35%
- Actively recruited and effectively serviced demanding clients in the US and Europe
- Served as key leader in managing triple digit annual revenue growth
- Specialized in managing risk for internet based clients

1995 - 2002 **Group One Trading LLP.**

1999 - 2002 Equity Derivatives Trader San Francisco, CA

- Traded a portfolio of over 35 equities and the thousands of associated options classes
- Managed every aspect of research, risk, trading, hedging, and arbitrage
- Achieved distinction of being one of my firm's top performers in FY 2001
- Volatility arbitrage was principal strategy, also traded several special situations (M&A, spinoffs, IPOs etc)

2000 - 2002 Head of West Coast Training San Francisco, CA

- Developed classroom and mock trading curriculum for new recruits
- Taught every aspect of options trading from synthetics, to arbitrage, hedging, volatility, advanced theory, and position management of derivatives and equities
- Evaluated every new recruit in the office

1997 - 1998 Risk Arbitrage Desk San Francisco, CA

- Managed firm wide risk control, portfolio management, execution, and proprietary trading
- Initiated and developed convertible bond arbitrage, M&A, and warrants trading
- Generated profits of more than \$300,000 over a 6 month period while at the same time excelling at my other duties on the desk

1995 - 1996 CBOE Operations Floor Manager Chicago, IL

- Led in expanding systems, personnel, and floor trading operations of company's largest floor operation
- Managed a clerk staff of 25 people and kept their work day exciting, fun, and focused on the tasks at hand
- Directed all aspects of support for the floor traders allowing them to focus on the task of making money

EDUCATION:

1995 University of California at Berkeley Berkeley, CA
BA in Political Economy (Political Science & Economics)

INTERESTS: Entrepreneurship, Biking, Rowing, Travel, Web Design

LANGUAGES: English, Portuguese