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Kevin George Sakoda

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UBS Securities, Tokyo, Japan

Managing Director – Head of International Yen Sales (5/2004-5/2008). Head of a 5-person team covering global hedge funds, asset managers, and proprietary trading desks for all fixed income derivative products in Asia with primary focus on Yen. Mandate to develop the strategy and build the fixed income derivatives business across Asia. This mandate includes the development of the UBS fixed income prime brokerage business. Actively involved in the development of trading strategies and trading/risk management systems to support the business.

Barclays Capital, Tokyo, Japan

Director – Hedge Fund Sales Group (1/2003-4/2004). Transferred to Sales to bring derivatives expertise to client coverage, strengthen the trading-sales relationship, improve links to the global hedge fund community, and to balance the product mix to include the full range of Yen fixed income derivative products. Increased hedge fund fixed income derivatives business during Asian time zone by 75%.
Director: Head of Swap Desk – Yen Fixed Income Derivatives Trading (2/1998-12/2002). Grew the Yen fixed income derivatives business by 145% through proprietary relative value trading, the development of the Yen European derivatives business, and the initiation of global hedge fund coverage.

NationsBank, Chicago, IL / Tokyo, Japan

Senior Trader: Interest Rate Group Tokyo (1/1996-1/1998). Created the infrastructure to support OTC Fixed Income derivatives trading and wholesale derivatives operation in Tokyo. Traded USD, JPY, and AUD swap portfolios during Asian hours.
Chief Representative, Tokyo Representative Office (1/1996 – 1/1998). Opened the Japan Representative Office for NationsBank. Developed relationships and establish credit limits with major Japanese financial institutions.
Senior Trader - Interest Rate Product Group Chicago (1/1993-12/1995). Managed medium-term USD interest rate swap book for NationsBank. Fulfilled mandate to establish USD swaps trading from Chicago and build USD swap business nationwide thru partnerships with derivative specialists and corporate relationship managers of NationsBank. Actively involved with the development of pricing and risk management systems for the Interest Rate Group.

Chicago Research and Trading Group (CRT), Chicago, IL / Tokyo, Japan

Senior Trader - Interest Rate Product Group – Chicago (3/1992-12/1992). Accountable for pricing, trading, and risk management of USD OTC and exchange traded derivative products for joint venture with the Mitsubishi Trust and Banking Corporation. *Analyst - Financial Engineering Group – Tokyo (1/1991-2/1992).* First person to serve as Financial Engineering liaison in Tokyo between CRT and Mitsubishi Trust to price and market interest rate swaps, foreign exchange swaps, commodity swaps and derivative structures. *Mathematical and Statistical Manager - Trade Accounting and Trade Support – Chicago (1989-12/1990).* Managed financial and trading information associated with the publication of a worldwide derivatives trading profit and loss statement. Strong background in operational and technical concerns of developing middle-office reporting systems for trading derivative products.

Education

University of Chicago Graduate School of Business, Chicago, IL. Concentration in Finance and International Finance. Departed program in 1996 with 16 of 20 courses completed to pursue assignment in Japan.

Northwestern University, Evanston, IL. Bachelor Science Degree in Electrical Engineering, December 1986. Cooperative engineering program with Eastman Kodak in Rochester, NY.

Activities Charter Financial Analysts Program (CFA) – completed Level 1 & 2.
Ceramics and skin diving.

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