

Robin Malik

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EMPLOYMENT EXPERIENCE

Fintech Consultant, Toronto, Canada, 2023 - Current

- Launched and Growing the OTC Crypto Spot/Forwards & Options Desks for 2 Canadian Trading Platforms

Abra-Deel, Toronto, Canada

Portfolio Manager/Head of OTC, 2022-2023

- Launched the OTC Crypto Spot/Forwards & Options Desk and circulated market commentary both internally and to clients
- Engaged all Front, Middle and Back-office stakeholders in laying out all trade life cycle management infrastructure
- Implemented Portfolio management strategies to generate alpha/yield using basis trade/derivatives (\$100MM)

Peak6, Toronto, Canada

Proprietary Crypto Trader, 2022

- Create a business plan for the OTC Crypto Options Desk for market making and yield generation
- Implemented OTC market trading strategies to generate alpha as an option market maker
- Helped scale Apex Crypto with 30+ crypto pairs

Corpay, Toronto, Canada

Head of Spot and Forwards Trading, 2020-2022

- Market Maker in FX spot, forwards and options (vanilla, exotics and barriers) 200 MM+ USD average daily volume.
- Made spot and forward and NDF markets in all FX pairs globally in all tenors (CNY, BRL, COP, CLP, etc.)
- Published market commentary and trade ideas to sales staff and clients in G10 pairs
- Consistently met and exceeded budget expectations by 15% in 2020 and 14% in 2021

Alluma, Singapore, Singapore

Head of Trading/Business Analytics, 2016- 2019

- Market Maker for 3 years in fiat-to-crypto and crypto-to-crypto currency pairs, 12 MM USD average daily volume in 2018
- Liquidity and Risk manager of crypto and fiat portfolio, 36+ altcoins with USD, SGD and INR deposits and withdrawals
- Chief of Staff for 30 professionals ranging from developers, marketing managers, compliance and customer service agents
- Head of new business responsible for new blockchain technology and system solutions to improve trading efficiency

Bank of Nova Scotia, Toronto, Ontario

FX Options Trader, 2012-2016

- Bookrunner in a Trading team of 2 for 4 years to manage the bank's global FX options book
- Liaison for salespeople and interbank brokers as required, daily activities include pricing and executing client orders, managing risk in G10 and EM currencies (including spot, forwards, NDFs and options), and following market, liquidity and credit risk constraints
- Publisher of market commentary that was published to clients and circulated internally throughout the bank
- Market maker in Fixed Income, Commodities and Currencies and Infrastructure Finance Associate

EDUCATION

Rotman School of Management, University of Toronto, Toronto, Ontario

MFin Graduate, 2021

- Ontario Graduate Scholar, Finhub Student Fellow & Entrance Award Holder – Highest tier
- Rotman Financial Services Mentorship Program – Stewart Burton, Vice Chairman RBC

University of Toronto, Toronto, Ontario

Bachelor of Applied Science Civil Engineering, 2012

Department of Civil Engineering Honours Graduate, Deans List with Distinction

Earned Professional Development or Designation

CSC – Canadian Securities Institute, Toronto, Canada, 2010

DFC- Derivatives Fundamentals Course 2010

FLC- Futures Licensing Course 2010

ADDITIONAL INTERESTS AND ACHIEVEMENTS

- **Applications:** Deribit, FTX, Binance, B2C2, Talos, Elwood, AlphaPoint, IDM, Cynopsis, Bloomberg (Fx options), Murex, Fenics, Reuters Eikon, Interbank ePlatforms, Reuters Matching, Tableau
- **Programming Languages:** Python, R, Visual Basic, C++