



Sonia Andreea
Vlad

DATE OF BIRTH:



CONTACT

Nationality: Romanian

Gender: Female



București, Romania



ABOUT ME

Ambitious finance professional with a strong track record of delivering top performance. Managed large and complex customer and prospect relationships to maximize net contribution through an emphasis on obtaining new, high-income relationships. Maintained quality service for all customers, expanded existing relationships, monitored relationship profitability and drove revenue growth. Poses a vast knowledge in product sales, relationship building, KYC and Financial Services products. Can undertake mandates and meet tight deadlines. Currently started undertaking CFA level 1.

WORK EXPERIENCE

06/2018 - CURRENT - Dublin, Ireland

Relationship Management - Associate

Brown Brothers Harriman

- Ensures the delivery of relationship excellence to a designated client base.
- Develops effective and strategic relationships with the most senior levels of client organizations to ensure satisfaction with current products and services while maximizing profitability and increasing product breadth.
- Translate and communicate product, market and client insights to drive competitive differentiation.
- Acts as a point of escalation, both with their clients but also internally, in cases where client issues arise.
- Leads teams in reaching effective problem resolution through deep collaboration within the organization.
- Responsible for increasing relationship penetration by selling existing and new products across the client portfolio
- Lead business development efforts with Client Service teams, product specialists and other appropriate internal stakeholders
- Identifies and realizes new revenue objectives from existing clients based on strong commercial insights on trends in the industry, regulatory changes and client investment strategy.
- Utilise Salesforce to build client maps and opportunities.
- Create KYC files to ensure the client is compliant with all business aspects.

08/2017 - 06/2018 - Dublin, Ireland

Senior Client Service Representative - Custody

Brown Brothers Harriman

- Respond to custody related inquiries on a daily basis
- Work with internal departments to prioritize client request, deliverables and issue resolution
- Introduce and train client with new technology and automation tools
- Deliver monthly client reports
- Analyse the custody board reports
- Working closely with the account opening working group to implement new efficient ways that will minimize the process of opening the new custody accounts.
- Monitor receipt of all client documentation and analyze exposure of missing documentation.
- Helping clients launch new funds and set up accounts in registration markets.

01/2016 - 08/2017 - Dublin, Ireland

Treasury Specialist

Citco Fund Services

- Responsible for supporting and servicing the cash management needs of client accounts.
- Affirm trades on Marketwire
- Analyse Bloomberg FX rates
- Retrieve and analyse KPIs. Send the final report to the client
- Understand all client needs and respond to all queries on a timely manner.
- Process and set-up different swift messages.
- Maintain all cash management client documents.
- Quantify and distribute monthly interest reporting to clients.
- Agree settlements with Counter Parties.
- Work closely with Traders to ensure the premium and settlements of the trades are settled smoothly.
- Dispute interest rates with Counter Parties.
- Calculate Bond repo coupons and agree them with the Counter Parties.
- Process Equity, FX and OTC trades.
- Calculate SIFMA and Cross Currencies interests.
- Respond to internal and external queries in relation the FX or OTC trades.
- Cross train employees throughout the department to assist them in comprehending technical calculations of interest income and to properly field and respond to client inquiries.

05/2014 - 01/2016 - Dublin, Ireland

● **Treasury Analyst**

Citco Fund Services

- Process daily OTC derivative payments and receipts via internal payment system
- Create an ongoing and professional client relationship.
- Perform daily reconciliations to ensure settlement of transactions.
- Prepare end of the day transaction reports.
- Set-up and maintenance of Standard Settlement Instructions.
- Work with different departments across the firm to drive results and deliverables.
- Produce timely and accurate financials and reports.
- Work closely with the client and servicing their needs.

EDUCATION AND TRAINING

09/2011 - 06/2014 - Belfield, Dublin 4, Dublin, Ireland

● **Bachelor of Commerce (Minor in Accounting)**

University College Dublin

<https://www.ucd.ie/>

2006 - 2011 - Stanhope street, Dublin 7, Dublin, Ireland

● **Leaving certificate**

St Joseph's Secondary School

<http://www.stanhopessecondary.ie/>

LANGUAGE SKILLS

MOTHER TONGUE(S): Romanian | English

DIGITAL SKILLS

Microsoft Office | Microsoft Word Microsoft Excel Power Point | Microsoft office word | s
ql avansat | MS Access | Bloomberg Market Concepts | Good comand of comunicati
ons programs (mail messenger skype)