



Experienced professional of financial sector oriented on business development and customer service

Driving License
Cap d'Ail (06320) France

✉ machulast@gmail.com
☎ +33607838965

Resume created on DoYouBuzz

EXPERIENCES

Vice President



Crossbridge Capital (SAM) Monaco - Since 2018 - Monaco

- ▶ Developing and managing relationships with high net worth individuals and their families
- ▶ Guiding clients in building and preserving their financial wealth, providing access to investment ideas and opportunities, wealth management products and services
- ▶ Executing customer due diligence during onboarding processes, handling trade execution, ensuring liquidity management and maintaining ongoing client relationships
- ▶ Providing family offices services such as assistance with relocation to Monaco or France, assistance with account opening and mortgage brokerage services, support with Real Estate projects, assistance with Insurance covers
- ▶ Ensuring effective office management while overseeing the application of all regulatory requirements, with responsibility for timely reporting to the relevant authorities

Account Manager



BNP Paribas, Wealth Management - 2014 to 2015 - Monaco

- ▶ Responsible for managing ultra high net worth accounts
- ▶ Monitoring customer payments flows, frequent interaction with Compliance department
- ▶ Development of customer relations, providing advisory services and preparing proposals of financial solutions
- ▶ Monitoring of customer credit files, cooperation with Credit department in the preparation, progress and implementation

Branch Network Manager



ING Bank - 2001 to 2013 - Prague - Czech Republic

- ▶ Management and development of a direct distribution network in the Czech and Slovak Republics
- ▶ Assessing local market conditions, identifying current and future sales opportunities, defining strategy
- ▶ Definition and implementation of business and operational models and related processes
- ▶ Responsible for achieving sales targets and strong leadership of sales teams
- ▶ Executing of HR development plans to enhance the skills and capabilities of branch personnel, resulting in improved employee satisfaction and reduced turnover.
- ▶ Coordinating sales support activities, campaigns, regional sales and customer events

SKILLS

Functional Competences

- ▶ Client relationship management ★★★★★
- ▶ Business development and Team leadership ★★★★★
- ▶ Strong attention to detail ★★★★★
- ▶ Problem-solving and decision-making ★★★★★
- ▶ Excellent communication and interpersonal skills ★★★★★
- ▶ Regulatory compliance and risk management ★★★★★
- ▶ Office management and administration ★★★★★

Languages

- ▶ English ★★★★★
- ▶ French ★★★★★
- ▶ Czech, Slovak ★★★★★
- ▶ Russian ★★★★★☆
- ▶ Spanish ★★★★★☆

EDUCATION

AMAF Certification - (Association Monégasque des Activités Financières)

INTERNATIONAL UNIVERSITY OF MONACO
2014

Master of Economics and Management

BUSINESS UNIVERSITY, PRAGUE, CZECH REPUBLIC
2003 to 2009

Graduated Specialist in Financial Management

PROFESSIONAL HIGHER SCHOOL OF ECONOMICS, MLADA BOLES LAV, CZECH
REPUBLIC
1997 to 2000