



Steve L.R. Kamer

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PERSONAL INFORMATION

Date of Birth April 26, 1984
Place of Birth Zurich (CH)
Residence Monaco (MC)

KEY STRENGTHS

Business Management

Highly Advanced

Analytical Skills

Master

Time Management

Expert

Accounting & Finance

Advanced

Investment Products & Services

Expert

SOFTWARE SKILLS

MS Word / Outlook

Expert

MS Excel / PowerPoint

Advanced

Generative AI

Expert

Web3

Advanced

I am a highly qualified and experienced professional with a diverse background in private banking, project management, data analysis, marketing, and sales. With over 20 years of financial industry experience, I have a proven track record of working in high-pressure environments, leading cross-functional teams, and delivering client-focused results.

A deep understanding of traditional financial markets and economics and a passion for emerging technologies provides me with a unique skill set to provide value to a wide array of companies in a rapidly changing business landscape.

My exceptional communication and analytical thinking enable me to collaborate with others effectively, drive data-informed decision-making and foster long-term relationships with peers and clients alike.

Professional Experience

Founder & Owner

Inside The Block, Monaco

2022 – Today

- Fully licensed consulting company in Monaco offering;
 - Project Management and Strategic Advisory for SMEs
 - Management Consulting and Coaching
 - Public Speaking and Lecturing on Digital Transformation, Web3, and AI Technology
- Lecturing on Monaco Digital Asset Law at the International University Monaco (IUM)
- Copywriting newsletters and educational content on Web3 and AI Technology for various companies
- Established the Economics and Tokenomics for a US-based blockchain project with a USD 250m Series A valuation in 2022

More information: www.insidetheblock.net

Personal Projects

2020 – 2022

- Studies & Education in Blockchain (Web3) & AI Technologies
- Consulting a UHNW family on Digital Assets and Portfolio allocation, leading to EUR 15m in Net New Assets for a local Bank
- Ghostwriting Newsletter Articles on Digital Assets for a Monaco Based Asset Manager
- Writing the business plan and defining the go-to-market strategy for a Technology startup in the Yachting Industry
- Preparation works and setup for Inside The Block
- Networking & Travel

Senior Relationship Manager

Bank J. Safra Sarasin (Monaco SA), Monaco

2019 – 2020

- Business Developer for a UHNW client book (UK Focus)
- Investment advisory and wealth planning services for existing clients

SOFT SKILLS

Collaborative Team Player
Forward-Thinking Innovator
Eager to Grow and Learn
Dependable and Trustworthy

HOBBIES & INTERESTS

Hobbies

Competitive Sailing
Winter sports
Kite Surfing
Traveling

Volunteer Work & Memberships

Monaco Economic Board (MEB)
Member since 2022

Round Table Monaco
National President

AS Monaco
Documentary Film Project

Relationship Manager

UBS Monaco SA, Monaco

2014 – 2019

- Managing complex UHNW client structures and Family Offices; total book value of EUR 750m
- Investment idea generation, portfolio management, and performance reporting
- Holistic Multi-Asset Class advice
- Ensuring compliance with local and global KYC and AML standards
- Portfolio Lending and Real Estate Financing
- Establishing new client relationships

Change The Bank Initiative - Committee Member

UBS Monaco SA

2017 – 2019

Cross-segment change management initiative, developing new and improving existing processes for the local branch;

- Key front office representative for the initiative, reporting directly to the local executive committee
- Ideation exchange and knowledge transfer from UBS Switzerland to Monaco
- System Beta testing and error reporting
- Branch-wide staff training and education seminars

Client Advisor

UBS Switzerland SA, Zurich (CH)

2007 – 2014

- Investment Advisor for large and complex Family Office structures with multi-asset portfolios; Total Assets under Management (AuM) > CHF 1.5bn
- Focus on clients in Central European and UK markets
- Providing cross-asset class lending and liquidity solutions in collaboration with UBS Investment Bank and UBS Asset Management
- Performance reporting and account reconciliation for multi-banked client structures
- Producing in-depth Know Your Customer (KYC) and Due Diligence (DD) reports across multiple jurisdictions and locations in direct contact with clients and other stakeholders
- Member of the UHNW Support Committee, a company thinktank for process improvement and alignment across multiple segments and jurisdictions

Various Roles

UBS Switzerland SA

2001 – 2007

- UBS Key Junior Development Program from 2004 to 2007
- Apprenticeship from 2001 to 2004 in Investment Banking and Wealth Management

Education

Bachelor in Banking and Finance

2007

Zurich University of Applied Science

UBS Wealth Management Diploma

2012

UBS University, Zurich (CH)

Languages

German: Mother Tongue
English: Fluent (CAE & BEC Higher)
French: Fluent (DELFI 1-4)