

Burton T. Sheaffer, CFA

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FX Derivative Risk Manager | Professor of Practice | Career Coach | Consultant

Experienced OTC risk management executive with proven market knowledge, trading skillset, and personnel management and mentorship. Led cross-functional regional trading and structuring teams for FX and precious metal derivatives in the Americas. Proven risk management track record with an extensive network of client and industry professionals. Head of the Regional Global Markets Grad Committee that recruited and mentored talent into successful finance professionals. Transitioned into teaching, coaching and mentoring roles in the academic setting. Currently a Professor of Practice teaching upper level undergraduate and graduate finance classes at Rutgers University and a Finance Industry Career Specialist at Washington University in St Louis.

CORE COMPETENCIES

Professor of Practice | Career Coach | Derivative Risk Professional | Consultant

EXPERIENCE

Rutgers University, New Brunswick, NJ **8/2021 - Present**

Rutgers Business School, Assistant Professor of Practice

- Professor of Practice for undergraduate and graduate finance classes at Rutgers Business School
- Classes taught include:
 - Investment Analysis, Derivatives, Financial Management, and International Finance
- Incorporating real world finance experience into the academic setting
- Advise and work with students on Independent Study coursework for credit
- Actively Incorporating AI learning into the classroom

Washington University in St Louis, St Louis, MO (Remote) **9/2021 - Present**

Weston Career Center, Olin Business School, Finance Industry Specialist (Part Time)

- Finance Industry Education Program Development
- Coaching for Olin students interviewing for roles in financial services
- Employer Outreach and Connectivity

Independent Finance Consultant and Investor, Summit, NJ **3/2021 – Present**

- Hedge Fund Consulting on the OTC FX Market
- FX Execution Risk Consulting for TC Risk Advisors
- Commercial and Residential Real Estate Investor

HSBC USA, New York, NY **11/2010 - 10/2020**

Managing Director / Head of FX and PM Options for the Americas

Manage the G10, EM and PM Options trading team for the region.

- Managed derivative risk portfolios for global FX options market making books.
- Traded and supervised across all FX derivative product types: vanilla, first and second-generation exotic, G10 and EM currencies, precious metals, correlation products, and deal contingent risk.
- GFXO Management Team lead for the Americas for top ranked global team with 90%+ growth in 2020.
- Developed 10 person NY based traders and structuring into strongest GFXO team.
- Work with global quant developers to integrate pricing and risk model improvements.
- Supervise and coordinate FX Structuring team and resources for the Americas.
- Work directly with sales and clients to build connectivity and expand franchise footprint, resulting in 42% productivity growth in 2020.
- Consistently the highest ranked trader for client connectivity and interaction for the Americas.
- Developed the Americas franchise into a top ranked FXO team for the region.

- Improve e-FXO franchise use and growth in the region from both client and risk angles.
- Americas Corporate FXO franchise +80% through client engagement in the US, Canada, and Mexico.
- Regular speaker at HSBC sponsored corporate conferences.
- Manage 45+ person Graduate recruitment and development programs for Global Markets.
- Headed 8-person Global Markets Graduate Committee.
- Presented, organized, and led all on campus events and in person interviews.
- Managed all 25+ person Graduate and Summer Interns hires.
- Mentored and developed talent across Markets for HSBC.
- Americas Co-Head of Global Markets Grad Council across all areas of Banking and Markets.
- Active participant across Diversity and Inclusion initiatives at HSBC USA.
- Initiated a highly successful diversity focused early recruitment program.
- Member of African Heritage Advisory Board.
- Active participant in HSBC Women's Network as a BALANCE Ambassador.

BANK OF AMERICA, New York, NY

03/2007 – 11/2010

Principal / Senior G10 and Emerging Markets Options Trader

Managed NY G10 Currency Options Six Person Desk.

- Performed as Senior Risk Manager on desk.
- Global Head of Emerging Market Options trading for prior 2 years - 12 Traders globally.
- Managed FX Options Structuring Team in North America.

LEHMAN BROTHERS, INC., New York, NY

03/2005 – 03/2007

Senior Vice President / Senior Exotic Options Trader

Managed all first- and second-generation exotics in NY and initiated Latin American exotics trading book.

ADDITIONAL RELEVANT EXPERIENCE

JPMORGANCHASE BANK, N.A., New York, NY

Vice President /Latin American Derivatives Trader

Primary market maker for all Mexico related currency option products, vanilla, exotics, and crosses.

- Developed and traded Mexico TIE, Brazil DI, and Chile UF swaptions.

Currency Options and Hybrid Derivatives/Long Dated Trader

Risk manager and market maker for several G10 currency options portfolios.

- Started group to develop currency options business for products with maturity from 2 years to 30 years.

RUTGERS ACTIVITIES

- Mentor for students in the *Road to Wall Street* program
- Advisor for Wells Fargo Advisors Wealth Management Case Competition
 - Five Rutgers Teams participated (25 students)
 - Advised RBS team to a 2nd Place finish out of 50+ teams in 2023
- CFA Scholarship Review Committee
- Career advisor for Rutgers *Scarlet Knight Network* supporting varsity athletes
 - Participate in Career Nights for Athletes interested in finance
- Career Advisor for undergraduate and graduate students looking for careers in finance
- Initial professor to Incorporate AI learning into the classroom

CORPORATE / COMMUNITY LEADERSHIP

- Speaker at the 2024 Wharton SII Executive Education Conference
- Dickinson College Investment Committee Board Member
- Advisor to the Cornell University Master of Science in Business Analytics program
- Quinnipiac GAME Forum Panel Participant since 2021
- Member of the New York CFA Society

- Member of the New York Society of Quantitative Analysts
- Project BASTA Volunteer for first generation college students
- Cornell University Dean's Leadership Committee
- Dickinson College Friends of Red Devil Basketball Board Member
- University lecture experience at Cornell, Washington Univ in St Louis, Kentucky, and Quinnipiac

EDUCATION

Cornell University, **MBA, Finance**, Ithaca, NY

Dickinson College, **Bachelor of Arts, Economics**, Carlisle, PA

LICENSE / CERTIFICATION

Series 7, 24, and 63

CFA (Chartered Financial Analyst)