

HAKAN BAYRAM
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PROFILE:

- Enrolled in the CFA(Chartered Financial Analyst) Programme in December 2015.(Level 1 exam passed in June 2016)
- Strong numerical and analytical skills together with quick and accurate decision making ability as a result of an engineering bachelor with a quantitative master degree in Finance.
- Hard working, Multi Disciplinary, Target oriented personality with the ability to work independently and to cope with pressure and responsibility.
- Financial Management, Purchasing, Project Finance, Cash Flow Management, Process Management and Cost Analysis expertise
- Solid theoretical and practical understanding of derivatives and associated markets.
- Strong interest in technical analysis/charting which gives an edge in trading.
- Experience in both equity and index derivatives with a proven success in the turbulent markets during 2007-2009
- Always willing to learn and contribute with creative ideas.
- Dutch-Turkish Nationality

WORK EXPERIENCE:

September 2012 - Present

: **BOMAK Engineering and Contracting**
Vice President - Finance and Purchasing Manager /

Adana/Turkey

BOMAK Co. is an international EPC(engineering, procurement, construction) company with headquarters in Adana/Turkey. Founded in 1996, BOMAK serves international customers like SIEMENS,BP,CAT MANTRAC,TEKFEN,ZORLU,ALARKO.

FINANCE MANAGEMENT:

Financial Control, Reporting, Cash Flow, Project Finance and Asset Management:

*Established a process such that all the financial information is updated every week and reported directly to me. The profitability and risks of the company is clear and up to date which is essential for management.

*All the financial transactions are tracked and updated daily which is part of cash flow management. The expected receivables and payables, as well as credits, and other payments are managed by overlooking a 12 month future period. This assists significantly for pre-action when there is a cash squeeze expected.

*Implemented a budget control system for each project which resulted in purchasing and man hour tracking within budgets thus projects are better managed by solid targets. Profitability of each project increased on average 2% and clearly visible at all times.

*Allocating the cash in FX or interest or other financial investments thus better managing the cash available.

PURCHASING MANAGEMENT:

Purchasing, Logistics Management:

*Established and managing the purchasing process which reduced the overall costs of purchasing around 5%.

*Negotiating the terms for high value purchases.

*Negotiating with international plate, tube, flange, fittings suppliers for materials not available in the local market.

*Managing the logistics and import process. Managing the export process when necessary.

OTHER:

Quotation Preparation:

*Preparing quotations for projects with ready Bill of Materials. Using the database of man-hours from previously completed projects for estimation of the work load. Established a deep material/productivity database which guides for preparing well priced quotations, thus helping and increasing the efficiency of the Quotation Process eliminating the time necessary for waiting for quotations from suppliers.

Process Optimization and Management:

*Implementing methods for increased efficiency especially in the purchasing, finance and accounting departments.

Contracts Preparation for subcontractors and Managing the Progress Payments.

*Negotiating contract terms and following up the process.

December 2009-July 2012

: **M&M Trading**
Trader /Developer/Risk Manager

Amsterdam/ The Netherlands

M&M Trading is a boutique proprietary trading firm located at Beursplein 5.

Trading

- Trader in CAC40 index options, Aex index options(day/week/month)
- Trader in Aex/CAC40 index futures
- Commodity and FX trading via turbos and ETFs and other structured products

Developing

- Developing trading systems for trading futures and stocks with signals based on Moving Averages and MACD.

Risk Management

- Analysis of market risks related to certain trades with certain products. (i.e. contango/backwardation)

October 2006-September 2009	: Curvalue / Van der Moolen Holding NV Derivatives Trader / Market Maker/Risk Manager Van der Moolen is an international securities trading and brokerage firm that is active in most of the leading securities and derivatives exchanges worldwide. Curvalue, one of the leading market making companies based in Amsterdam, was taken over by Van der Moolen in 2005. Market Making/ Proprietary Trading <ul style="list-style-type: none">• Trader in CAC 40 index options , market maker/trader in SMI index options (since July’07)• Primary Market Maker/trader in Royal Dutch, Wolters Kluwer and Reed Elsevier equity options (February’07-July’07)• Trader in AEX weekly index options (December’06-February’07) Track record (<i>in Euros</i>) 2009 163K 2008 677K 2007 540K 2006 15K Risk Management <ul style="list-style-type: none">• Mentoring the junior traders and monitoring the risks of the derivative positions in equities and indices traded by them. Teaching <ul style="list-style-type: none">• Educated the day traders within the company in fundamentals of the option theory. Training in Option Theory (October’06-December’06)	Amsterdam/ The Netherlands
November 2005-July 2006	: Saen Options BV Market Maker /Derivatives Trader Saen Options used to be an international market making company active in many of the leading securities and derivatives exchanges worldwide. All Options in Amsterdam took over the company in 2009. Market Making/ Proprietary Trading <ul style="list-style-type: none">• Trader in CAC 40 and FTSE index options (May’06- July’06)• Primary Market Maker/trader in Nokia, SAP, Deutsche Boerse, Continental, Infineon equity options (February06’-May’06) Training in Option Theory (November’05-February’06)	Amsterdam/ The Netherlands
OTHER:		
March 2008-	: Managing family fund with worth around 300 K Eur. (investing in fixed income, equities, FX, Commodities via options, futures,turbos ETFs.)	
EDUCATION :		
October 2003 - August 2005	: Albert Ludwigs University, Economics Faculty M.A. in Finance (with focus in Financial markets) –Times 2015 World Ranking #163 Master Thesis on “Contagion in the Turkish Stock Market”.	Freiburg/ Germany
September 1998 - August 2002	: Middle East Technical University B.S. in Industrial Engineering (with focus in linear programming and optimization) Times 2015 World Ranking #85	Ankara/ Turkey
ACHIEVEMENTS:		
*CFA(Chartered Financial Analyst) Programme Level 1 exam passed in June 2016. *Ranked 213th in Mathematics in the Turkish University Entrance Exam ’98 (ÖYS) out of 1.4 million examinees. *EUREX Trader Certificate acquired in 2009.		
RESEARCH:		
2005	: Research Paper : ‘Who benefits more from Mergers&Acquisitions?’.	
2005	: Research Paper : ‘Measuring Volatility in East European Stock Markets’	
2004	: Research Paper : ‘Competition and Contagion in East Asia: Causes of the Asian Crisis’	
SOFTWARE KNOWLEDGE&CERTIFICATION:		
Proficiency in: MsOffice(Word, Excel., Powerpoint & Access) and MsWindows Applications, Bloomberg Terminal and data feeds. Knowledge of: Visual Basic, C++, Java (basic knowledge) Lingo, Lindo and GAMS (optimization softwares) EViews (Statistical Tools) ARENA(Simulation software) Certification: Certified Exchange Trader EUREX		
LANGUAGES:		
Turkish- Mother Tongue English- Excellent in Reading, Writing and Verbal Skills German- Communicative (Good in Reading, Writing / Intermediate in Speaking) Dutch- Intermediate (Good in Reading /Beginner in Writing and Speaking)		
PERSONAL INFORMATION:		
Nationality	: Dutch – Turkish	
Date/Place of Birth	: 05/12/1980, Adana/ Turkey	
Interests	: Lead Guitarist ,Sports(surfing,fitness, soccer, basketball)	
Approved Track Record and References are available upon request.		