

## **GEOFF FIELDING**

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### **PROFILE**

Senior-level **FINANCIAL SERVICES MANAGER** with strong knowledge of operations and compliance. Expertise in both U.S. and international branch operations. Demonstrated commitment to partnering with peers and staff to focus on the financial success of the firm and identify significant issues. High degree of accuracy, organization and timeliness.

### **SKILLS & KNOWLEDGE**

Trust Operations	Client Services	Global Securities
Budget Management	Securities Lending	Compliance
Money Markets	Offshore Fund Administration	Mortgage-Backed Securities

### **EMPLOYMENT**

#### **UFJ BANK**

NEW YORK, NY

#### **VICE PRESIDENT & MANAGER, TRUST OPERATIONS**

1997 to 2006

*UFJ Bank (now Bank of Tokyo-Mitsubishi) was Japan's fourth largest banking group.*

Primary responsibilities included managing a team of up to 55 employees and overseeing transactions for approximately 400 accounts.

- Personal responsibility for increasing and retaining prestigious and profitable clients.
- Managed system conversion that helped salvage formerly disgruntled clients' business and reduced billions of dollars at risk in settlement of net cash position.
- Developed and supervised a large back office support team to perform at maximum efficiency with an annual savings of \$1.4 million in budget reductions.

#### *Significant Results:*

- Reduced vault backlog of bonds and related cash accounts from \$3 million to \$30,000.
- Retained existing and awarded additional Asian market business totaling \$22 billion.

#### **REPUBLIC BANK**

NEW YORK, NY

#### **VICE PRESIDENT, GLOBAL INVESTOR SERVICES, LONDON BRANCH**

1988 to 1996

*Republic Bank has been providing banking and financial solutions for individuals and businesses for over 160 years.*

Invited by London General Branch Manager to launch Global Securities Lending product.

- Conducted independent research and established buy-side industry contacts.
- Created business plan, designed product profile, managed internal product review & approval, prepared legal agreements and assessed potential tax consequences to successfully introduce Global Securities Lending.

- Initiated project plan, chose system, selected staff, reviewed & revised client documentation, and notified issuers' investors, paying agents & depositories to successfully merge corporate trust operations.

*Significant Results:*

- Reduction of operating expenses by 20%.
- Loans under management grew from \$1 billion to over \$20 billion within two years.
- Product revenue exceeded \$4 million annually.

## **EDUCATION**

B.A., Political Science, Knox College, Galesburg, IL  
(Moderate proficiency in German)

1981