

# Warren E. Burger

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## SUMMARY

Senior manager with 20+ years of client service, operations, and project management experience in institutional brokerage. Strong track record of planning, organizing, managing budgets, and building and leading high performing teams. Proven leader with demonstrated ability to communicate and collaborate effectively with all levels of stakeholders to execute multiple initiatives and meet aggressive deadlines.

## STRENGTHS/CORE COMPETENCIES

- Risk/Control/Compliance
- Contract Negotiations
- Project Management : Influencing, Leading, Negotiating, Delegating
- Managing Client Experience
- Conflict Resolution
- Analytical Thinking

## EXPERIENCE

### TP ICAP

2010 to Present

*Senior International Derivatives Broker-Mexico*  
Jersey City, N.J., United States

Executed daily operations of interest rate derivatives trading in Mexico for commercial and investment banks

Successfully handled risk management issues arising from trading in fast-paced, volatile markets

Oversaw area's revenue increase of over 100% from date of hire and was the lead producer of revenue during my tenure with the group

Supervised training and executed fulfillment of Dodd-Frank regulatory framework for trading in New York and Mexico offices

Recommended and implemented new trading technologies leading to a 20% increase in market share

Analyzed operations to evaluate performance of company and staff to determine areas of cost reduction and program improvement

### BGC Partners

2005 to 2010

*Manager/Partner, Mexico and Latin America Foreign Exchange Derivatives*  
New York, N.Y., United States

Supervised and managed trading desks for a major financial services brokerage firm

Executed daily operations of foreign currency exchange and interest rate derivatives trading in Mexico and Latin America for commercial and investment banks resulting in a 500% increase in area revenue and sustained those gains resulting in receipts of \$8 million annually being personally responsible for \$2.4 million

Directed and coordinated organization's financial and budget activities to fund operations, maximized investments, and increased efficiency in Mexico and Latin America markets

Planned and executed a joint venture in the country of Chile resulting in revenue generation and market access to local Chilean financial markets

Analyzed operations to evaluate performance of company and staff to determine areas of cost reduction and program improvement resulting in 20% decrease in communications and technology costs

Trained and managed 22 senior brokers/support staff in U.S. and Mexico City offices, and achieved significant improvements in their productivity resulting in each senior broker increasing individual revenue production by a minimum of 100%

Screened, selected, hired, transferred, and discharged employees

Successfully handled risk management issues arising from trading in fast-paced, volatile markets

Spearheaded product research and development efforts opening new avenues of revenue production never before realized by the firm in emerging markets

Established internal control procedures

### **GFI Brokers**

**2001 to 2005**

*Manager, Latin America Interest Rate Derivatives*  
New York, N.Y., United States

Supervised and managed brokerage trading desks for a financial services firm

Executed daily operations of foreign currency exchange and interest rate derivatives trading in Mexico and Latin America for commercial and investment banks

Supervised 10 employees, scheduled work hours, resolved conflicts, determined salaries

Restructured and improved all aspects of the group's organization, staffing and execution

Successfully handled risk management issues arising from trading in fast-paced, volatile markets

Oversaw all budgetary planning and reporting

### **EDUCATION**

#### **AACSB Bridge Program at New York University**

#### **Florida Institute of Technology**

Melbourne, FL

Masters of Business Administration in International Business

#### **Empire State College**

Saratoga Springs, N.Y.

Bachelor of Science in Business, Management and Economics

### **MEMBER**

National Futures Association

Veterans of Foreign Wars Auxiliary

### **Languages**

English

Spanish