

Peter Barnett BA (Hons) Dip IA ACISI

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Nationality: British

"Money is the material shape of the principle that men who wish to deal with one and other deal by trade and give value for value" **Ayn Rand**

The Atlas Shrugged

EMPLOYMENT

PERSONALITY TYPE: ENFJ

2012- August - Present

Financial Sales - Fountainhead Investments

- Investment Advice Diplomas Securities & Derivatives Level IV RDR
- Trading own book – Futures/ Spread betting DAX, Government Bonds Fixed Income
- Sales of EIS Shares, Corporate Bonds and Debentures
- Alternative Investments – Contemporary Art Sales and Fine Wine, Renewable Energy
- Managing a desk of Brokers – Hiring, Training.
- In Bound Marketing & Sales Organizing Sales and Marketing through Digital Marketing, Email, Google Ad word and Facebook campaigns
- Introducing Broker & bringing assets under management from high-net-worth Individuals. Assets included Derivatives and Shares and various commodities.

2021 April - November

Stockbroker - Pello Capital Ltd (Dissolved)

- FCA registered Stockbroker, bring clients on board 10 per month and bring Assets under Management
- Sales of IPO's, Stocks and Shares – Government Bonds, Block Shares.
- Liaising with High-Net-worth Individuals Managing Portfolios providing Investment Advice

2012- Jan – July 2012

Inter-dealer Broker - Eiger Securities LLP

- Providing liquidity among European Financials, Banks Fixed Income trading desks on the OTC Market. Specializing in Senior Debt, Upper Tier II, Tier I, covered bonds.
- Voice Broking in "Open Cry" style generating order flow, among clients, such as ABN AMRO, ING, SNS, LBBW, BAYERISCHE BANK, DEUTSCHE Bank, etc. Extensive use of both the telephone and Bloomberg. Working as a team generating positive P&L through client transactions. Average transaction £2,000,000 per trade (2 Bars).
- Developing Client relations and keeping abreast of the Financial Markets, key Events and economic data. Developing new accounts.

2008 July – Dec 2011

Futures Trader LOCAL - Arcade & Trading From Home

- Clearing through – [Schneider Trading Associates](#)
- Trading Exchange Traded Futures – Using TT, ICE and Stellar Trading Platforms.
- Trading Style Outright & Spreads (Butterflies & Pairs) – Grounded in Technical & Fundamental Analysis
- Asset Classes the DAX, Fixed Income, Oil NYMEX + ICE, Forex

2006 August – July 2008

Investment Associate [Beer & Partners Ltd](#)

- **Providing Private Equity Consultancy to Start Up Businesses**
- Reviewing & Analyzing Business Plans (For Entrepreneurs & Investors)
- Networking with Corporate Banks, Accountants & Solicitors
- Acting as an intermediary between Investors and Entrepreneurs
- Consultancy with High-Net-Worth Individuals (Investors)

2005 July –2006/ April Futures Trader
[Trade link UK Ltd](#) – CME, NYMEX, Eurex

- Trained in Fundamental & Technical Analysis, executing Outright and Spread Trades – Day Trading
- Trading of Derivatives in Commodities, Currencies (various pairs), Fixed Income – U.S Treasuries & European (Bund, Bobl, Schatz) and DAX. – Using TT and ICE Trading Platforms.
- Risk management – using trading limits, trading records & Spreadsheet analysis.

Prior to this: Worked in Media Sales (Outdoor Advertising & Publishing)

PROFESSIONAL QUALIFICATIONS

- X 2 CISI Investment Advice Diplomas Level 4 (Securities & Derivatives) – RDR Compliant
- Finance for Non Financial Professionals – City University CPD
- 2005 Certificate in Investments Derivatives Level III CISI (BPP)
- Introduction to the Oil & Energy Markets – The IPE
- Effective Marketing Management Course Chartered Institute of Marketing
- Diploma in Professional Salesmanship. Institute of Sales & Marketing Management
- 2017 Certificate in Inbound **Marketing Content** - HUBSPOT
- 2017 Certificate in Inbound **Sales** - HUBSPOT
- 2017 Certificate in **Email Marketing**- HUBSPOT

EDUCATION

1988 - 92

- **B.A (Hons) Contemporary European Studies Bachelor of Arts with Honours**
- (University of North London),
- Economics, Politics, History
- **German Language** ([Universitat Marburg](#)) **Fluent German Speaker**
- Dissertation: "Lobbying and the European decision-making process"

MILITARY SERVICE

- Served in [7th \(Parachute Regiment\) Royal Horse Artillery](#). 1979 - 1987
- Passed P Company & Basic Military Parachute Training
- All Arms Commando Course Lympstone
- Advanced Anti-Tank & Air Defense Controller
- Advanced Guns Qualified @ Royal School of Artillery
- Served in Germany, Falkland Islands and Central America.
- Awarded **Exemplary Conduct** on discharge.

MICELLANEOUS SKILLS & INTERESTS

- Avid Reader – Ayn Rand, George Orwell, Henry Miller, Non-Fiction books on History
- Client Relationship Management (CRM) HUBSPOT Software
- Professional Sales & Sales Management
- Private Equity Investment Manager
- Expert on European Union
- German Language Skills