ActualizeConsulting

Title / Location	Skill Set / Details
Consultant, Capital Markets **Location: New York**	Candidate should have 5-7 years' experience on large scale financial trade systems upgrades and implementations. Required Experience: • Project Management • Business Analysis • Fixed Income Finance • Middle Office • Derivatives • Prior exposure to trade systems: Murex, Summit, Calypso is desired.
Developer, IT practice area **Location: New York**	Candidate should have 3-5 years of experience with both design and development of the programming language C++. Prior experience desired: • Must be an expert in C++ development in the Sophis Toolkit (C# is a plus). • Must have experience in developing C++ code to interface with core applications through standard APIs through a Toolkit model • Must have a Capital Markets background; experience at investment banks is a plus • Substantial Experience with Pricing Models • Must be able to work with Quants
Capital Markets Manager **Location: New York**	Actualize Consulting is looking for a Senior Manager to play a key role in the growth and development of the Capital Markets practice based in New York City. The manager will be largely responsible for strategy, growth, and client delivery for the firm's growing Capital Markets practice. The ideal candidate will have professional services/consulting experience, broad capital markets, asset management, solid systems technologies knowledge, and credible experience with large scale business transformation, M&A projects and a proven track record for leading consulting engagements and growing a practice. REQUIRED SKILLS: • Strong Capital Markets, Trading and/or Financial experience with solid knowledge of Fixed Income and Derivative instruments • Consulting or Professional Services experience strongly preferred • Ability to lead and approach the market from a platform of individual credibility, based on established client relationships and thought leadership around key issues facing the asset managers, asset servicers, and prime brokers • Leading client proposal efforts including defining the proposed solution, framing the approach, scoping the work effort, and participating in both qualifying and closing new business opportunities. • Assist with overall growth strategies for the NY office, including the financial management planning and analysis. • Manage existing client relationships, strategic planning, lead sales efforts and firm expansion • Ability to leverage business contacts and drive revenue • Lead strategy and overall management of relationship and opportunity pursuit at primary clients • Participate in industry meetings and conferences to elicit information about issues and opportunities facing financial services entities, including companies operating in the banking, finance, insurance, securities, investment management, and real estate. • Superlative written and oral communication skills with background in creating and writing proposals • Ability to mentor and develop junior staff EXPERIENCE AND QUALIFICATIONS: • 10-15 years' experience in Capital Markets environment

	• 4-7 years proven experience in capital markets product analysis, workflow & process analysis, cost analysis and derivatives system implementation • Deep and broad industry knowledge of various markets, competitors, technologies, future trends, and service offerings • Prior project management experience in financial services or securities required, preferably in capital markets • Ability to manage multiple efforts simultaneously across a wide spectrum of initiatives • Ability to define executive presentations and tailor the messaging to the appropriate audience (CFO, COO, CIO, Head of Operations or Head of Distribution) • Strong business analysis and re-engineering skills with a specialization in middle and back office operations/technology – including operating models • Good contacts with executives in asset manager, asset servicing and prime brokerage companies and be adept at marketing and selling management consulting services at the most senior levels in client organizations. • Ability to think strategically and to assist in the organization and management of a multi-disciplinary team and the ability to cross-sell additional services to clients • Experience with vendor selection and technology implementations • A proven record in leading high profile client engagements with strong client satisfaction on-time, within budget • Strong Business Development background • Experience in relationship building that increases account penetration and leads to increased revenue opportunities with existing clients EDUCATION An appropriate BA or BS degree is required; an advanced degree such as an MBA from a top tier program or CFA and/or CPA is preferred.
Trading Manager, Capital Markets practice area **Location: New York or Northern Virginia**	Front office professional who has worked as a trader and has extensive financial and investment experience across fixed income structure products and derivatives. The ideal candidate will have: • Financial modeling and risk management expertise • Experience leading or acting as a subject matter expert on large scale financial system implementations.
Accounting Manager, Capital Markets or Mortgage and Fixed Income practice areas **Location: New York or Northern Virginia**	Financial services accounting manager with Capital Markets and Mortgage and Fixed Income background. CPA required and CFA a plus. • Expertise in accounting with a mix of the following areas: fixed income and derivative products, including hedge accounting, securitizations, mortgages, and loans. Consulting experience is strongly preferred and must be able to lead engagements.
Technical Architect **Location: Northern Virginia**	We are currently seeking a talented professional to join our firm as a Technical Architect in the IT practice area of the firm. The ideal candidate will have prior consulting experience; and the ability to perform high quality service on client engagements. REQUIRED SKILLS • Ability to lead strategic efforts including architecture and roadmap, design, and IT controls • Provide architectural/design expertise regarding IT projects • Responsible for understanding and developing user interfaces for complex financial software. • Proficient in developing multi-tier IT solutions. • Strategic Software Product Development • Knowledge Management and Business Information Integration. • Provide alignment of IT strategy and planning with company's business goals. • Work with development teams to engineer enterprise solutions that are scalable, adaptable and in synchronization with ever changing business needs. • Experienced in multiple project methodologies including Agile SCRUM, Waterfall and Iterative Development.

	TECHNICAL EXPOSURE • Architecture • IT Controls • SDLC Methodologies • Workflow • RDB Concepts • BI/Reporting Concepts EXPERIENCE AND QUALIFICATIONS • BS in Computer Science or IT related discipline • Leadership experience • 5-7 years in the finance industry • 5+ years' experience in project or process change work, preferably in a consulting environment • Strong Analytical and Problem Solving Skills • Strong Oral and Written Communication Skills
Business/Data Analyst – Mortgage Data / MISMO Standards **Location: Northern Virginia**	We are currently seeking talented professionals to join our firm as Business Analysts / Data Analysts in the Mortgage and Fixed Income practice area. The ideal candidate will have prior consulting experience; and the ability to perform high quality service on client engagements. REQUIRED SKILLS • Strong product knowledge of mortgage lifecycle – from origination through securitization. • Expertise in supporting credit policy rule and documentation development for the Business Rules Service and MISMO for Loan Delivery. • Ability to rationalize data into a set of current state data list, and then map to either to an Enterprise Logical Model), MISMO and to the client data standards • Ability to support SIT and UAT testing of the repository and define data specifications. • Experience conducting mortgage dataset analysis, mapping all current data elements received by our clients into a consolidated inventory of data that will be the baseline for future analysis. • Experience in the creation of the business case; business requirements; architecture documents; and other supporting documents as required. EXPERIENCE AND QUALIFICATIONS • BS in business or technology related discipline • 3-5 years in the mortgage industry • 2-3 years' experience in project or process change work, preferably in a consulting capacity • Strong Analytical and Problem Solving Skills • Strong Oral and Written Communication Skills • Knowledge of MISMO / UMDP a plus
Summit/Derivatives SME **Location: New York**	Senior Business Analyst 6-9 months or FTE • Derivatives SME • Recent Summit experience