

Eduardo Blanco, CFA

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Emerging Markets Debt Portfolio Management & Trading

Cross-border financial professional, with experience in emerging market credit trading, fixed income market-making and fluent in Spanish, English, French, and Portuguese. Track record of 7 years in managing and executing portfolio strategies for institutions and family offices globally. Experience in emerging and frontier markets fixed income trading, with an emphasis on Latin American & Caribbean corporate and sovereign bonds.

Areas of Expertise

Emerging Markets Debt | Fixed Income Trading | Market-Making
Electronic Trading Systems | Credit & Risk Analysis | Credit Due Diligence
Portfolio Management | Economics | Global Macro

Software Applications, Certifications & Skills

Licenses: Chartered Financial Analyst (CFA), FINRA Series 7, 63, 65, 17-55

Languages: Spanish, English, French, Portuguese

Trading Systems Fixed Income: Bond Trade Capture, GFI CreditMatch, BlackRock Aladdin Portfolio Trading Tool

Software: Bloomberg Terminal, STATA Econometrics, FactSet, Oanda FX, Microsoft Office (Word, Excel, PowerPoint)

Professional Experience

Morgan Stanley - Outsourced Chief Investment Office, New York, NY

Portfolio Manager, Assistant Vice President, International Client Team

June 2022 – Current

- Managed portfolios for emerging market clients by providing solutions in asset allocation, portfolio trading and credit market due diligence.
- Executed portfolio trades for active alpha capture on a fully discretionary basis.
- Fielded incoming inquiries on market color, yield curve positioning and economic outlook for clients and financial advisors.
- Monitored a range of price levels and market indices and to gauge portfolio performance and tracking error. Implemented BlackRock Aladdin trading software to quantify duration, style drift, regional exposures, and asset class deviations from IPS benchmark weights.

Financial Advisor Associate

June 2019 - June 2022

- Executed trades in emerging market bond portfolios for private clients and family offices in U.S., Europe and Latin America. Developed and managed relationships in book of \$400M in assets under management. Sourced \$5M in new assets by pitching to prospective clients.
- Quoted clients with bids/offers in emerging market sovereign and corporate bonds, and implemented yield/spread analysis and duration metrics to trade client portfolios through tender offers, swaps or cash trades.
- Monitored and sent clients daily emerging market bond runs, trading levels and technical indicators and fielded incoming requests for market color, bids/offers and quotes.

Young America Capital, New York, NY

Investment Banking Analyst

March 2018 - June 2019

- Completed financial modeling and research using Excel with an emphasis on international clients and cross-border project finance.
- Pitched firm services in multiple languages to prospective clients and reached out to potential investors and acquisition targets. Responsible for preparation of pitch books for active deals undertaken by the firm.

GFI Group, New York, NY

Emerging Markets Fixed Income Trader

September 2017 - March 2018

- Hosted inter-dealer matching auctions to execute trades and make markets in emerging market sovereign and corporate bond instruments. Oversaw electronic and voice trades and booked commissions on both even and odd lot trades.
- Monitored and updated bond matching prices and FX rates according to latest market info and data from London and Argentina offices - set up ISINs/tickets for new capital markets issues. Reconciled DKs and failing trades.
- Addressed EM desk compliance issues between back office/settlements and desk using Bond Trade Capture TRACE reporting software, booked trades to GFI NY, London, Argentina logs. Monitored TRACE reporting functions to ensure firm was following all FINRA regulatory requirements.

American Continental Group, Washington, D.C.

Research Assistant

May 2016 - September 2017

- ACG provides strategic consulting on public policy and political catalysts globally – examined fiscal and monetary policy decisions, elections, regulation and foreign policy developments in emerging markets.
- Researched and drafted policy briefings for the benefit of corporations, states, municipalities, and nonprofit organizations to help these clients assess portfolio impact of the latest policy responses coming from The White House and Congress.

Additional Relevant Experience

Inter-American Development Bank, Washington, D.C.

Energy Department Intern

- Researched petroleum oil and gas consumption patterns of emerging markets and projected their medium and long-term impact on production.

Harvard University Kennedy School - Center for International Development, Cambridge, MA

Research Intern

- Researched current economic developments in Myanmar, in preparation for team debate in the country's capital, Naypyidaw.

Education

Columbia University - SIPA, Executive Education, Macro-Financial Policymaking in Emerging Markets

New York, NY

Boston University, Bachelor of Arts, Economics

Boston, MA

London School of Economics & Political Science, Certificate, Finance & Risk

London, U.K.