

# Manuela D'Onofrio

2009 - present

**Head of Global Investment Strategy** – Private Banking Division,  
Unicredit Group

Main Responsibilities :

- Defining Investment and Asset Allocation strategies for Private Banking Clients throughout Europe (CEE included)
- Managing the regional Private Banking investment teams based in : Austria, Germany, Italy, Poland, Luxemburg, Switzerland and CEE.
- Providing support, through specific investment ideas, to the Product and Marketing teams.

Reporting Line : directly to the Head of Unicredit Private Banking Division

2003 - 2008

**Chief Investment Officer** – Unicredit Private Banking (Italy)

Main Responsibilities :

- Defining Investment and Asset Allocation strategies for the Italian Private Banking clients of Unicredit Group.
- Managing a team of 100 Investment Specialists in charge of : portfolio management, individual securities and fund selection.
- Advising the Banks' top clients

2001 - 2003

**General Manager** – Bipiemme Private Banking SiM (Banca Popolare di Milano)

Main Responsibilities :

- Setting up the new company, fully dedicated to the Private Banking clients of Banca Popolare di Milano, hiring resources mainly from the Bank.
- Transferring HNI from the Bank to the new dedicated company.
- Acquiring new clients

When I left, the company had 30 private bankers managing 2 billion euros.

1999 - 2001

**Head of Segregated Accounts Management** – Bipiemme Gestioni SGR  
(Banca Popolare di Milano)

Main Responsibilities :

- Defining Investment and Asset Allocation strategies for segregated accounts (5 billion euros)
- Managing a team of 14 portfolio managers
- Advising company's top clients (Private and Institutional)

1996 - 1999

**Head of Portfolio Management** - JP Morgan Asset Management (Italy)

Main Responsibilities :

- Managing Italian clients segregated accounts and Italian Bond Funds
- Voting member of JPM Asset Management Committee in London.

1992 - 1996

**Proprietary Trader** – JPMorgan, Milan

Main Responsibilities : Managing the Bank Lira Interest rate book (Bonds/Swaps) and the Bank options book on Lira Interest rates.

1991 - 1992

**Derivatives Sales Specialist** – JPMorgan, Milan

Main Responsibilities : selling derivative products to Italian Institutional Clients.

1989 - 1991

**Pricing Models Specialist** – Chase Manhattan Bank (New York, London, Milan)

Main Responsibilities : developing pricing models for swaps and options

### **Education**

1986 Undergraduate degree in Mathematics, **University of Rome “La Sapienza”**.

1989 Master of Science in Mathematics, **Courant Institute of Mathematical Sciences, NYU**