

## ALEXEI POPOV

JOB TITLE: HHF Business Development specialist  
 ORGANISATION: UniCredit, Milan, Italy  
 MF: IV Edition (2001-2002)



### EXPERIENCE

December 2009 - Present: *HHF Business Development Specialist, UniCredit*

Market analysis & research for CEE countries with UniCredit presence. Setting up a macroeconomic information DB for these countries.

April 2009 - November 2009: *Pricing, Modeling and Value Sharing Specialist, UniCredit Family Financing Bank SpA*

- Participated in updating and integration of Mortgages Pricing and Value Sharing modelling following the merger between UniCredit Banca per la Casa and UniCredit Consumer Financing Bank;
- participated in developing of calculation engine and DB for mortgages profitability analysis;
- updated the pricing for Salary Loan (CQS) product offer, conducted re-pricing and following analysis necessary after new ISVAP regulation introduction;
- continuous support to mortgages development project for UniCredit Bank Russia.

June 2008 - December 2008: *International Credit Projects Specialist, UniCredit Banca per la Casa SpA*

- Participated in the project of mortgage dedicated division creation in UniCredit Bank Russia;
- provided support to the project regarding all credit related issues. Offered also cross-competence support to Organisation and IT sub-projects;
- responsible for co-working with UniCredit Bank Russia Risk Management Dept: mortgage portfolio quality reporting, mortgage scoring implementation, credit policies revision.

October 2007 - May 2008: *Risk Manager/Developer, UniCredit*

Participated in development of the Credit VAR model for the entire group.

January 2004 - September 2007: *Risk Manager/Programmer, Capitalia SpA*

Participated in developing/testing of the Matlab based calculation engine for the Credit Portfolio Risk of Capitalia banking group. Directly responsible also for its performance optimization.

June 2002 - January 2004: *Junior Trader/Developer*, [Mastronome](#)

Traded electronically Bund, Bobl, DAX and EuroSTOXX futures using PATS trading platform and CQG quote screen.

January 2000 – July 2001: *Market Adviser Assistant*, [Swedish Trade Council](#)

Performed various market surveys for local and international clients. Participated in partner search and consulting of Swedish companies.

## EDUCATION

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- 2001 - 2002: *Master in Finance*, CORIPE Piemonte, [University of Torino](#)
- 1995 - 2001: *BA in National Economy*, [Sankt-Peterburgskij Gosudarstvennyj Politehniceskij Universitet](#)