



Markus Walter Amstutz

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Nationality: Swiss Citizen (Zurich & Sigriswil BE)
Birthday: 08. November 1965
Family: married, 1 child 2009

PROFILE HIGHLIGHTS

More than **36 years experience in the commodity and financial industry** with core focus on trading & hedging commodities and developing quant. Trading Models among others of the multiple awarded Thales Swing Trading Programme

COMPETENCIES

TECHNICAL SKILLS: **32+ years** experience in **hedging** and **risk management**, 23+ years developing **quantitative Models** (intraday & overnight). 26+ years training & education of employees.

SOFT SKILLS: entrepreneurial thinking and acting, integrity, loyalty, solution-oriented, resilient, open character, courteous manner, goal-oriented, creative, ambitious, persistent, able to question and address unpleasant issues.

LANGUAGES: German (native), English (spoken & written), Spanish (spoken & written).

ACHIEVEMENTS

TRADING: Winner **40x** Barclay Hedge Award, **76x** IASG Trading Awards (17x Systematic, 23x Trend Following, 20x Diversified, 16x CTA Index).

Development of the **MET-D** for optimizing **hedge positions**

HOBBIES: cinema, theater, opera, cooking, wine, behavioral psychology, economy, hiking & skiing.

PROFESSIONAL EXPERIENCE

- Jan '21- Aug '23 **Head of GOF Brokerage, Hedging & Risk Management**
Member of the Executive Board GOF fenaco Cooperative in Bern
- Building up hedging competence in the SGG GOF by establishing a Brokerage and Riskmanagement department and training physical grain traders in hedging and on the basis of technical chart analysis at the locations Bern, Winterthur, Lörrach and Kiefersfelden
 - Developing the strategy for the brokerage division (annual target) including the 5-year planning as well as preparing the budget incl. "IKS" control unit
 - Develop quantitative trading models based on "end-of-day" and "intraday" with different time frames incl. their "Market-Setup's" for rule-based model trading for grains
- Jan. '07- Dec. '20 **CEO & founding partner**
Future Trade AG in Zurich
Developer of the multi awarded "Thales Swing Trading Programme"
Future Trade AG specializes in trading commodity futures (Energy Products, Precious Metals, Softs, Meat's, Grains, Financials)
- Trading of Commodity Funds and Managed Futures Accounts with Commodity Futures supported by my self developed quantitative Trading-Models (intraday & overnight)
 - Execution of active price hedges for trading companies that physically produce, process, buy or sell commodities
 - Development of commodity & equity quant. trading models for independent asset managers

- Acquisition and management of commodity, equity and hedge mandates with banks, independent asset managers, institutional investors as well as pension funds, family offices and small companies.
- Implementation of various trading strategies with commodity futures and placement of all trading orders incl. risk management, monitoring of positions, margin requirements, control of equity run, first notice, last trading days, position size
- Development of own oscillators & spread trading modules for energy products, grain, meat, currencies and soft and agricultural commodities
- Supervision of Bachelor's and Master's degree students at the ZHAW Zurich University of Applied Sciences in Winterthur

Nov. '99 - Dec. '06

CEO and proprietor of the company

Human Relations GmbH in Zurich

The company is specialized for personal recruitment in the financial sector for Banks, Independent Asset Managers and Insurance Companies.

Nov. '94 - Oct. '99

Team-Head Recruiter/Headhunter banking and finance professionals

MCZ Management Consulting Zürich AG in Zurich

Apr. '92 - Jul. '94

Senior Commodity-Trader / Account Executive

SFH Finanz AG in Zurich

As of 02.93 Head of Trading with 6 employee

- Discretionary-Trading of other people money (Managed Futures Accounts) and Commodity Pools with Equity-Indexes, Interest Rates, Currencies, Softs,, Meats, Energy Products, Precious Metals and Grains

May '90 - Apr. '92

Commodity-Trader / Account Executive

Refco Futures AG in Zurich

- Receipt / placing of custom orders in Commodities, Forex, Stock-Indices, Financial Futures, Options & Metals on the Exchanges in London, New York, Chicago
- Development of rule based intraday & overnight trading models

Feb. '89 - Apr. '90

Trading assistant to the owner of the company

Alco Commodities AG in Zurich

- Receipt / placing of custom orders in Commodities, Forex, Stock-Indices, Financial Futures, Options & Metals on the Exchanges in London, New York, Chicago

Sep. '86 - Jan. '89

Commodity Backoffice clerk

AKK Anlageplan AG in Zurich

As of 1988 Education to Commodity-Broker

May. '85 - Aug. '86

Architectur designer

Brosi Generalunternehmung AG in Zurich

Apr. '81 - Apr. '85

Apprenticeship as architectur designer

E. Hagenmüller Architekt HTL in Zurich

EDUCATION

2001 - 2002

Certified NLP Master and Practitioner of Neuro-Linguistic Programming of the Society of NLP / USA

1997 - 1998	Training as a seminar trainer with Dale Carnegie Training
1990 - 1991	Kaum. Lehrinstitut KLZ / Zurich
1989 - today	Education in Brokerage, Hedging, Quantitative Modelling & Risk analysis, Spread-Trading, Market- und Charting analysis (technicaly and fundamental), CTA Commodity Trading Advisor, CPO Commodity Pool Operator, IFTA International Federation of Technical Analysts / Stage 1 & 2
1981 - 1985	Business & Economy School, Zurich
1972 - 1981	Primary & Secondary School, Zurich

DIPLOMAS

2014	Reg. Series 3 / US-NFA Associate Member & reg. Associated Person
2002	Certified Master/Practitioner of Neuro-Linguistic Programming, Society of NLP / USA
2001	NLP Practitioner
1999	Dale Carnegie Leadership and Sales Training
1998	Certificate as Trainer of Dale Carnegie Training
1998	Dale Carnegie Presentation Training
1997	Dale Carnegie 12 week Training
1991	Advanced diploma in economics KLZ
1990	Reg. Series 3 / US-NFA Associate Member & reg. Associated Person
1985	Diploma Apprenticeship

LANGUAGE SCHOOL

08.94 - 10.94	Language School in Barcelona / Spain
10.90 - 10.91	different educational stays with Refco Futures Inc. in Chicago

FURTHER BUSINESS ACTIVITIES

2018 - today	Member of the Efficiency Club - Business in Dialog / www.efficieny.ch Member of Hercules Business Club
2005	Development of the Job-Portal for the financial sector: www.financegate.ch
2003	Development of the HR-Tool for strategic personal recruitment: www.metafocus.ch
1997 - 2000	Dale Carnegie Training / Trainer and Instructor From 1997-98 I worked as an assistant trainer at Dale Carnegie Training and completed my training as a seminar trainer in Frankfurt in September 1998. After, I was employed as a trainer and seminar leader by Dale Carnegie Training until mid 2000.

MANDATES

2019	co-founder of FINOS Finanzombudsstelle Schweiz
2016 - today	Commodity Club Switzerland / board member / Secretary & Treasurer
04.06 - 12.20	Shareholder / owner, President of the board and CEO at Future Trade AG
08.10 - 04.15	Member Lions Club Zürich Turicum, Secretary of the Board
04.04 - 07.10	Member Lions Club Knonaueramt
10.99 - 12.18	Shareholder and proprietor of Human Relations GmbH

PC-KNOWLEDGE

Word, Excel, Excel VBA, Power Point, Outlook, Internet, Knight Ridder, Reuters, Bloomberg, Trade Station, Traders Studio, CGQ, Ninja Trader

REFERENCES

References confirming my success in hedging, risk management as well as developing quant. trading models in international grain trading will be gladly disclosed upon request