



## 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

### CORE-COMPETENCIES

**TECHNICAL SKILLS:** 23+ years **developing quantitative Models** (intraday & overnight). 26+ years training & education of employees. 15+ years experience in **hedging & risk management**

**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) C2, English (spoken & written) C1, Spanish (spoken & written) C1.

### 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- **Head of Business Unit GOF Brokerage**

Aug '23 **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) incl. the 5-year planning as well as preparing the budget incl. "IKS" control
- 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- **CEO & founding partner**

Dec. '20 Future Trade AG in Zurich

Developer of the multi awarded "Thales Swing Trading Programme"

Specialized in trading & price hedging of equities, commodity futures such as energy products, grains, softs, cotton, meats, precious metals and financial products including interest rates and currencies

- 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 quant. Trading models based on "end-of-day" & "intraday" with different time frames incl. market setups

- 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, <b>Hedging</b> , Quantitative Modelling & Risk analysis, Spread-Trading, Market- und Charting analysis (technical 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   |

## DIPLOMAS

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

## FURTHER BUSINESS ACTIVITIES

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|--------------|--|
| 2023 - today | Training of students at HSLU IFZ Zug - CAS Commodity Professional  |
| 2018 - today | Member of the <b>Efficiency Club</b> - Business in Dialog / <a href="http://www.efficeny.ch">www.efficeny.ch</a><br>Member of <b>Hercules Business Club</b><br>Member of <b>BEF</b> Business Excellence Forum            |
| 2005         | Development of the <b>Job-Portal</b> for the financial sector: <a href="http://www.financegate.ch">www.financegate.ch</a>  |
| 2003         | Development of the <b>HR-Tool</b> for strategic personal recruitment: <a href="http://www.metafocus.ch">www.metafocus.ch</a>   |
| 1997 - 2000  | Dale Carnegie Training / Trainer and Instructor<br>1997-98 assistant trainer at Dale Carnegie Training; 1998 graduated as seminar trainer in Frankfurt; trainer/instructor at Dale Carnegie Training until mid year 2000 |

## MANDATES

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|---------------|--|
| 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                     |

## IT-SKILLS

Word, Excel, Excel VBA, Power Point, Outlook, Internet, Knight Ridder, Reuters, Bloomberg, Trade Station, Traders Studio, CGQ, Ninja Trader, C++, ChatGPT & add ins

## 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