

Tuesday, 29 November 2011

## Who's moving where...

30 September 2011

*Paulo Gray* has joined **StormHarbour** as a principal and managing director, based in London. Gray was most recently chief country officer and head of markets for Portugal at Citigroup in Lisbon. In his new role he will report to Antonio Cacorino, managing principal at StormHarbour. He will be responsible for driving StormHarbour's client relationships and coverage in Portugal and the broader Iberian region, across fixed income sales and trading, structuring and advisory, and capital markets.

Gray had been CCO and head of markets for Portugal at Citigroup since 2003. He had previously held several senior roles at Citigroup in Portugal and Spain, including head of fixed income for Spain and country treasurer for Portugal. He was also part of Citigroup's European fixed income senior management team. He left Citigroup in May 2011.

*Henrik Wareborn* has joined **Natixis** as global head of commodities. He will have overall responsibility for commodities activities within fixed income, commodities and treasury, and direct oversight of OTC trading. Prior to this Wareborn was the global head of crude oil trading at BP. He began his career at Goldman Sachs in London, where he became head of refined products derivatives trading. He has also worked at Lehman Brothers and energy trading firm Hetco.

*Andy Gooch* has been appointed to head the commercial development of the "clearing project", developing the infrastructure to provide a third-party offering in respect of both listed and OTC-cleared products. He will continue as head of commodity sales and brokerage and will remain the managing director of Natixis commodity markets.

**BNP Paribas** has appointed *Laurent Couraudon* as its new country head for China. Effective October 1 2011, Couraudon will be based in Beijing and will replace *Francois Cristofari*, who is retiring. Reporting to Eric Raynaud, chief executive officer for Asia Pacific, Couraudon will further solidify the bank's foothold in China by deepening the client franchise and coordinating the group's activities. Couraudon's most recent position was country head for Russia.

Meanwhile *Mark Adams* has resigned as head of debt capital markets Asia-Pacific at BNP Paribas for personal reasons, the bank's spokesperson confirmed on September 30.

*Manish Kejriwal*, India head of Singapore state investor **Temasek Holdings**, has stepped down to explore the creation of a new fund in India, the latest in a series of changes in the investment firm's management. *Rohit Sipahimalani* will take over from Kejriwal as the head of Temasek India. *Chia Song Hwee*, formerly chief operating officer at Globalfoundries, will join as co-head of portfolio management at Temasek Holdings.

Kejriwal is the son-in-law of Rahul Bajaj, chairman of Bajaj Auto, the leading automobile company. Kejriwal's new fund will not be capitalised by Temasek, a source familiar with the matter told Reuters.

**Nomura** has hired *Steve Kilcullen* as head of flow derivatives sales. He will be based in New York, reporting to Samir Patel, head of US execution sales. In his new role he will focus on developing the desk's trading with convertible arbitrage and special situation clients.

Kilcullen joins from UBS Securities, where he was most recently head of hedge fund flow derivative sales. Before joining UBS, from 2004 to 2006 he was a buy side trader of credit and equity derivatives, fixed income, risk arbitrage and capital structure arbitrage at Wachovia. He began his career at SBC O'Connor in 1997 as a trader of convertibles and equity options.

**F&C Investments** asset management group has appointed *Peter Svoboda* as product specialist in its emerging markets debt team. He will join in November and will report to Jonathan Mann, head of emerging market debt, whose London team manages around £3.4bn.

Prior to F&C, Svoboda had been a head of sales and marketing at Erste Group's private banking channel in Vienna since 2005. Before that, he was head of bonds for Central and Eastern Europe at Generali Portfolio Management.

**Royal Bank of Scotland** has appointed *Aubrey Adams*, the former CEO of real estate broker Savills, as head of property in its global restructuring arm. His responsibilities will include overseeing West Register, an RBS unit which acquires financially distressed property.

RBS, 83% owned by the UK government, has been trying to shed its more troublesome property exposures. These are about half of the £87.3bn in property RBS reported on its balance sheet at December 31 2010. Adams, who was the CEO at Savills from 1991 to

2008, is a non-executive director at British Land and Max Property Group and will continue in these roles. He will start his new role on November 1.

*Steven Smith*, who ran the global restructuring group at **UBS**, has left the investment bank. The departure of Smith, who has been with UBS for about a decade, comes weeks after the embattled investment bank moved its restructuring group to its leveraged finance group, headed by Brendan Connolly, as part of a cost-cutting initiative.

Smith left the firm to pursue other career opportunities, a person familiar with the matter said. Smith once was in charge of UBS' entire group of restructuring, leveraged finance and financial sponsors practices, which were separated into three different divisions several years ago.

*Ines Noe* has quit as head of high-grade and sovereign debt origination for Asia (ex-Japan) at **Nomura** for personal reasons. Noe reported to Mark Leahy, head of the bank's debt origination and syndication business for Asia Pacific, excluding Japan.

Prior to Nomura's acquisition of Lehman Brothers' Asian and European operations, Noe was a senior adviser to the Japanese bank's CEO in Asia Pacific. Following the acquisition, she spent 18 months as co-head of the integration process for Asia Pacific. She first joined Nomura in 2006 as head of debt capital markets for Asia ex-Japan. Earlier in her career, she worked with UBS for 10 years, and her last role there was head of debt origination for Asia Pacific.

**BlackRock** has appointed *Joel Kim* as head of fixed-income for Asia Pacific. He will report to Peter Fisher, senior managing director and head of the firm's fixed-income portfolio management group.

Kim will work closely with the global fixed-income leadership team to build the local fixed-income platform, while also contributing to the management of select BlackRock investment strategies. Kim joins from ING Investment Management, where he was the head of the Asian fixed-income team.

Law firm **Nishith Desai Associates** has hired *Pratibha Jain* to head its Delhi office. She joins from Goldman Sachs in India, where she was working as vice-president and counsel. Prior to that she worked as an associate with Sullivan & Cromwell in their New York, Tokyo and Hong Kong offices and before that she worked with Skadden Arps Slate Meagher and Flom in their Hong Kong office.

Jain focuses on private equity, mergers and acquisitions, corporate and regulatory advisory and public policy matters.

*Stephen Motteram* has joined **Noble Group** in Singapore as vice president of asset development to handle the commodities trader's global investment and merger and acquisitions projects.

Before joining Noble, Motteram was with National Australia Bank in Australia and Hong Kong for nine years, working in the markets and project finance divisions where he focused on commodity derivatives sales and the debt financing of natural resources, power and infrastructure projects. Prior to NAB, Motteram worked for global commodity firm Louis Dreyfus.

*Simon Little* has joined **Shearman & Sterling**'s London-based M&A team as a senior associate. He is qualified as a solicitor in England and Wales and is admitted as an attorney in New York. He was previously a senior corporate associate at Freshfields in New York, having started his career with Freshfields in London.

Little's most recent notable experience includes acting for Zhejiang Geely on its acquisition of Volvo Car Corporation from Ford Motor Company for US\$1.8bn. He read law at St John's College, Oxford, where he was a Casberd Scholar.

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