

# Nuno Moniz

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- Senior executive with extensive and diversified experience in the financial sector, asset management and real estate.
- Challenge driven profile with a career marked by building and restructuring business units oriented towards sustainable results.
- Strong leadership profile with an accurate strategic vision and a solid team builder.
- Design thinking skills on startup stages, precise execution on implementation programs and digital transformation processes.
- Work experience in Portugal, United States, Canada and Mexico interacting and leading multidisciplinary and multicultural teams.

## **Professional experience**

### **Square Asset Management – Lisbon**

**2019 to present**

#### **Senior Strategic Advisor**

- Provide strategic insights and advisory to the Board of Directors
- Strategic thinking about new business developments, new models and targeted institutional customers.
- Interaction with Investment Banks, Private Equity, Hedge Funds and Family Offices.

### **NMZ & Co – Lisbon**

**2018 to present**

#### **Partner**

- Investment and strategic advisory to Family Offices, Private Equity and VC.
- Provides business evaluation facing disruption risks as an effect of new predictable developments in technology and new business methodologies.

### **Digital Trade Partners – Lisbon**

**2017 to 2021**

#### **Strategic Business Advisor**

- This startup company designs digital solutions to improve international trade and to increase foreign investment.
- Responsible for the strategic positioning of the Company, for the design and development of new products for new markets.

### **Millennium bcp – Lisbon**

**2013 to 2017**

#### **Managing Director - Head of Financial Institutions Group and Institutional Custody**

- Annual revenues generated increased by 48 % between 2013 and 2016 with a team reduction of 33% managing a balance sheet of 3 billion Euros plus and more than 90 billion Euros of assets managed for third parts.
- Negotiation of contracts, products and services, lines of credit and loans with multilateral entities, Banks and Financial Institutions around the world.

- Responsible for the commercial team contacting with Banks, other financial institutions, institutional investors and credit departments.
- Bank's institutional representation in various entities, events and governmental missions worldwide.

**ActivoBank – Lisbon**

**2010 to 2013**

**Executive Vice President – Internet and Mobile Banking**

- Member of the team that conceived and implemented the repositioning project of AB as a digital bank.
- Creation of a national network of agencies, recruitment, selection, training and coordination of all commercial teams.
- Strategic definition and commercial performance coordination of the various acquisition channels that tripled the number of clients in a period of 3 years.

**Millennium bcp – Lisbon**

**2003 to 2009**

**Senior Vice President – Retail Banking**

- Coordination of commercial teams for affluent and mass market customers, small businesses and companies.
- Always at the National Top 5 of the most profitable Commercial Divisions.
- With employee satisfaction indexes consistently above 80%

**Millennium bcp – Lisbon**

**2002 to 2003**

**Senior Vice President – International Private Banking**

- Project leader reporting to Steering Committee at Executive Board.
- Project team created to design and implement an IT and commercial solution that allowed the integration of the various IT platforms and the optimization of management information system of the Private and International Private Banking teams to improve their effectiveness and efficiency.

**Banco Comercial Português – New York**

**1999 to 2002**

**Deputy General Manager**

- Responsible for Credit Department, Compliance, Auditing, Operations and IT.
- Leadership skills and resilience tested under extreme circumstances.
- Appointed member of Senior Management of the Group (Top 1%) as of January, 2002.

**BPA Bank N.A. – New Jersey**

**1999 to 2002**

**Member of the Board of Directors**

- Implementation of a retail bank in the United States started from scratch with up to 80 branches along East Coast states.
- Later acquired by Investors Bank NJ.

**Grupo Financiero BITAL – Mexico**

**1999 to 2002**

**Member of the Board of Directors (non-Executive)**

- Bank's representative at the Board in the strategic partnership held with BITAL.
- Later acquired by HSBC México.

**Banco Comercial Português – Lisboa**

**1997 to 1999**

**Director**

- Responsible for the merger of two teams of Financial Institutions Departments optimizing their business portfolios.

**Banco Português do Atlântico – Lisbon**

**1996 to 1997**

**Director and Head of Financial Institutions Department - International Division**

**Banco Comercial Português – Lisbon**

**1986 to 1996**

**From trainee to Head of Department.**

Held several positions in different departments – Studies and Planning, Capital Markets, Financial and Treasury Operations and International Division.

### **Education**

**INSEAD – Fontainebleau**

**2004**

Executive Education Program

**AESE Lisboa / IESE Business School**

**2002 to 2003**

25th General Management Program

**ISEG – Lisbon School of Economics and Management**

**1996**

Bachelor degree in Business Administration and Management

### **Languages**

- Full professional proficiency in English.
- Professional working proficiency in Spanish.
- Elementary working proficiency in French.
- Native or bilingual proficiency in Portuguese.