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600 ROBERT DANIEL DRIVE, UNIT 1301, CHARLESTON, UNITED STATES,  
29492 • MOH795@GMAIL.COM • 9737699373

# MICHAEL OHARA

*Senior Executive*

## PROFESSIONAL SUMMARY

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Senior Executive with over three decades of extensive expertise in leadership and strategic management, excelling in vendor and client relations. Demonstrates a visionary approach in optimizing business operations through innovative solutions and cross-functional collaboration. Committed to driving organizational growth by leveraging skills in risk management, project management, and regulatory compliance.

## EMPLOYMENT HISTORY

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### HEAD OF GLOBAL OPERATIONS

*Liquidity Lock Global Markets*

**Apr 2024 - Present**

*Charleston, SC*

- ♦ Lead global operations, enhancing market presence through strategic initiatives and collaboration.
- ♦ Implement data-driven processes to streamline workflows and increase productivity.
- ♦ Analyze market trends to optimize resources and drive sustainable growth.
- ♦ Cultivate partnerships with stakeholders to align operations with strategic goals.

### HEAD OF VENDOR MANAGEMENT TEAM

*Millennium Partners*

**Aug 2022 - Feb 2024**

*West Palm, Fla*

- ♦ Lead vendor relations, optimizing strategic supplier partnerships for enhanced performance.
- ♦ Manage vendor contracts, ensuring compliance and financial accuracy in all agreements.
- ♦ Coordinate risk assessments, effectively mitigating potential vendor-related issues.
- ♦ Facilitate cross-department collaboration, fostering strong internal and external alliances.
- ♦ Led strategic supplier relationships, overseeing vendor portfolio and contract management. Ensured compliance, tracked financials, and coordinated risk assessments.
- ♦ Streamlined vendor management processes, resulting in substantial cost savings and improved operational efficiency for the organization.

### EXECUTIVE DIRECTOR

*USGA Junior Am 2023*

*Daniel Island, SC*

Lead executive of tournament and overall responsibility for delivering first class experience for players, family and fans.  
Drove logistical coordination with local community and host property.  
Hired staff and managed club employees and developed a working process.  
Worked with Media partners (Golf Channel)  
Built strong relationships and served as the executive interface with volunteers, club members, community, USGA representatives, players and college coaches.  
Developed relationships with sponsors and charitable organizations.  
Engaged with preferred suppliers and managed full P/L  
Provided certain metrics for supporting teams and helped establish their goals.  
Exceptional conflict resolution skills during tournament week.

### MANAGING DIRECTOR

*Jones Trading*

**Nov 2019 - Aug 2022**

*Charleston, SC*

Identify, pursue and close new business opportunities through developing and maintaining key strategic relationships.

- ♦ Maintain client relationships to insure revenue growth.Spearheaded development of cutting-edge Electronic Artificial learning execution solutions, enhancing buy-side client capabilities and market positioning.
- ♦ Cultivated and nurtured client relationships, implementing targeted strategies that resulted in substantial revenue growth and increased market share.
- ♦ Orchestrated cross-functional teams to streamline client onboarding, significantly reducing transition time and improving overall satisfaction rates.
- ♦ Pioneered AI-driven execution solutions, enhancing client capabilities and market positioning while driving substantial revenue growth and market share expansion.

## GLOBAL HEAD OF CLIENT SOLUTIONS

### *Compagnie Financiere Tradition*

Jan 2009 - Oct 2019

*New York, NY*

Managed Global sales team with significant revenue responsibilities.

Attended industry conferences to network and attract potential clients and meet with industry peers.

Managed all client and prospect requests as primary point of contact.

## HEAD OF EQUITY DERIVATIVE SALES

### *Tradition Financial (Compagnie Financiere Tradition)*

Mar 2004 - Jan 2009

*London, U.K*

- ♦ Led a team of 25 in equity options sales, fostering collaboration and growth.
- ♦ Cultivated strong relationships with hedge funds and asset managers, enhancing client trust.
- ♣ Managed annual budgets and forecasts, ensuring financial accuracy and strategic alignment.

## HEAD OF EUROPEAN ENERGY TRADING

### *Cantor Fitzgerald*

Jan 2000 - Aug 2003

*London, U.K.*

Developed and supervised a new European energy desk in London.

Recruited, hired and managed 40 brokers while simultaneously covering European market players.

Grew market share from zero market share to almost 30% in under 18 months.

## SENIOR BROKER FX OPTIONS

### *ICAP*

Jan 1993 - Dec 1999

*New York, N.Y.*

Senior broker covering FX options.

Oversaw transactions totaling \$300 million daily exercising judgment and discretion.

Spent 1 year in Tokyo and 6 months working in Singapore on trading desks.

## EDUCATION

### BACHELOR OF SCIENCE, INTERNATIONAL FINANCE

#### *Belmont Abbey College*

Sep 1988 - Jun 1992

*Belmont, NC*

## COURSES

### EXECUTIVE DIRECTOR

#### *USGA Junior Am 2023*

2023

## SKILLS

Leadership, Communication (*Experienced*), Business operations, Family office workflows, Sales management, Strategic planning, Team building, Vendor management, Risk management, Financial tracking, Client relationship management, Market analysis, Regulatory compliance, Project management, Budgeting, Negotiation, Problem-solving, Cross-functional collaboration.

## ADDITIONAL INFORMATION

- Liquidity Lock Global Markets - Head of Global Operations
- Millennium Partners - Head of Vendor Management team (August 2022 to June 2024)
- Jones Trading - Managing Director, Institutional Electronic Sales (November 2019 to August 2022)
- Compagnie Financiere Tradition - Global Head of Client Solutions (January 2009 to October 2019)
- Tradition Financial - Head of Equity Derivative Sales (March 2004 to January 2009)
- Cantor Fitzgerald - Head of European Energy Trading (January 2000 to August 2003)
- ICAP - Senior Broker FX Options (January 1993 to December 1999)