

# Felix M. Salazar-Sandoval

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## EXPERIENCE

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### BlackRock

New York, NY

*Analyst, Investment Product Strategy & Development – Offshore & Latin America*

Jan 2019-Present

- Develop and improve pricing models for new and existing Mexican Domiciled ETFs, supporting senior leaders in implementing and assessing pricing strategies
- Ensure the timely launch of customized institutional products by aligning stakeholders through efficient project management
- Manage the merger of \$338 billion in legacy ETF products acquired through the purchase of Citibanamex Asset Management
- Research and support the creation of UCITS exchange traded products referencing indices through synthetics
- Responsible for launching and supporting the design of a prefunded \$200 million custom wrapper allowing a \$12.1 billion market of highly regulated Mexican institutions to efficiently invest in multiple alternative investment strategies

### BlackRock

New York, NY

*Summer Analyst, Latin America & Iberia (LAI) Institutional Client Business*

June 2018-Aug 2018

- Led a team of engineers and local sales teams across 6 countries in developing an algorithm which successfully organized \$75 billion of unmapped AUM allowing senior leaders to better understand the region's business as it broke down by client
- Shadowed Portfolio Manager market briefings and developed a greater understanding of Asset Management and Emerging Markets

### Ultraserfinco Research S.A.

Bogotá, Colombia

*Summer Analyst, Emerging Markets Equity Research (TMT)*

May 2016-Aug 2016

- Supported the valuation of the Colombian partially state owned telecomm firm, ETB, using the discounted cash flow method. The analysis was used by my group to provide clients with coverage on the company before its anticipated privatization

## EDUCATION

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### Georgia State University, Robinson College of Business (Honors)

Atlanta, GA

Major: Bachelor of Business Administration, Finance

Graduation: Dec 2018

**Honors/Awards:** Dean's List Spring 2016, Dean's List Spring 2015, PWC Tax Competition Honorable Mention, SEHFA Hedge Fund Competition GSU competitor

**Scholarships:** Hope scholar

**Relevant Coursework:** Business Analysis, Corporate Finance (Honors), Cost Accounting, Financial Accounting, Fundamentals of Valuation (Honors), Loan Structuring (Honors), Managerial Accounting, Macroeconomics, Microeconomics, Survey of Chemistry

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

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### Georgia State University Portfolio Management Team

Atlanta, GA

*Junior Analyst, Macro & Biotech*

Jan 2017-June 2017

- Assisted in the management of a \$500,000 student managed equity portfolio

### Barclays

New York, NY

*Undergraduate Participant, After the Bell*

Sept 2016

- Participated in the firm's capital markets educational program hosted by the head of retail and consumer derivatives trading

### JPMorgan Chase & Co

New York, NY

*Undergraduate Participant, Firmwide Regional Diversity Insight Experience*

Sept 2015-Sept 2015

- Selected to meet with senior leaders from JPM Securities and JPM CIB and received instruction in professional development and proper interview practices

**Other Affiliations:** Pi Kappa Alpha

## OTHER SKILLS & INTERESTS

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**Licenses/ Certifications:** CFA Level I Candidate, FINRA Securities Industry Essentials (SIE), FINRA Series 3

**Computer:** Aladdin ATX by BlackRock, Bloomberg, Microsoft Applications (Excel, Word & PowerPoint)

**Language:** Native in Spanish, fluent in English

**Interests:** Internal combustion engines, poker, Porsche, science fiction, scuba diving, squash

**Work Eligibility:** United States citizen with no restrictions to work in the United States or Colombia