

LARISSA M. SIMONCELLO

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GLOBAL MANAGEMENT / INTERNATIONAL FINANCE SERVICES / LatAm MARKET PROFESSIONAL

A solution-driven financial services and business development professional with proven excellence in global operations management, business strategy, innovation/change management, risk management, and international business acumen. An MBA graduate with experience in market integration, operations, and financial services in North America and the LatAm market. I have developed a strong presence in the market through effective decision-making, successful completion of complex projects, and increasing profitability.

VALUE OFFERED

- Import x Export Regulations
 - Foreign Exchange / Global Treasury
 - Anti-Financial Crime / Money Laundry
 - Project Management
 - Global Market Expansion
 - Language Fluency
 - Business Development
 - Consulting
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PROFESSIONAL EXPERIENCE

Deutsche Bank, Jacksonville, FL

Aug 2019 – Sept 2020

Anti-Financial Crime – Wealth Management Business Advisor

- Reviewed, assessed, and documented financial crime risks presented by new and existing high-risk client relationships by applying the Special Risk Factors. Prevented, detected, and reported suspected financial crimes, escalating to Sanctions and Embargoes.
- I served as the Brazilian SME between Bankers and the AFC WM Business Line by facilitating communication regarding KYC policy requirements, providing market expertise, and onboarding new Brazilian clients.
- I applied AML policies on enhanced due diligence, considering Global, Division, Local KYC Policies and Procedures, and FinCEN Rules standards.
- Provided support in coordinating/responding to requests for information from group audit, regulators, and Law Enforcement as part of audits, examinations, and investigations.

Healthcare Trust of America Inc, Scottsdale, AZ

Jan – May 2019

Largest Real Estate Investment Trust (REIT) in America

Senior Risk Management Consultant

- Evaluated the company's investment in fixed income portfolios and built a report on the demographics of regional healthcare investment in Southern California, specifically the Mission Viejo area.
- Built and presented a financial model worth of \$150 million, depicting financial gain/losses of multiple scenarios for the Real Estate Investment Trust's management stakeholders.
- I implemented a marketing strategy leading based report built on the demographics of regional healthcare and the financial model, leading to new market penetration in the Mission Viejo area.

AXON, Scottsdale, AZ

Aug – Dec 2018

Develop technology and weapons products for law enforcement and civilians

Market Growth and Investment Consultant

- Assisted a team in reviewing the procurement process and market entry in Mexico, leading the approval process of 30 contracts with local vendors in the market. Set the pipeline framework defining when placement of the orders would occur, when products were to be delivered, and the regulatory obligations were to going to be met between Axon and vendors
- Advised a team on trade policies, export regulations and U.S. & Mexico's trade agreements, and product changes and launches relevant in MX, resulting in the first exportation of 30,000 Tasers (a line of electroshock weapons) worth over US\$12 MM. Provided support to the Risk Management team to mitigate risks referred to Mexico's economic and political instabilities that could affect the businesses, advised different currency hedging methods to counter investment losses.

First National Bank of Omaha, Omaha, NE

May – Aug 2018

Largest privately held bank in the U.S. with \$17 B in assets

Treasury Finance Associate Intern

- Traded F.X. currencies by booking spot, forward, future, options & letter of credit contracts valued between US\$100 MM - US\$2 B while overseeing hedging programs to reduce F.X. translation and transaction risk. Led the post-trade activities by executing trade reconciliation to ensure the money leaving matched the amount spent.
- I created and implemented a proposal for a multi-currency account solution for the 985 incoming wire transfers a month, reducing the delay in delivering funds and unfavorable transfer fees & exchange rates.

Teacher Assistant, Global Financial Decisions

- Taught and assisted the students in this course on analyzing where the accounting emphasis was on international financial reporting standards and monetary value creation contingent on efficient management of cross-border transfer pricing, tax planning, currency hedging, and interest rate risks. Assisted students in exploring the business and management differences in countries with varying corporate governance, joint venture structures, and financial measures of country business performance.

Graduate Writing Consultant

- Assisted Arizona State University (ASU) and Thunderbird students on a schedule of 30-minute, in-person appointments for one-on-one writing tutoring. Taught how to organize and structure a paper, integrate and cite sources, discuss editing and proofreading strategies, explore and develop ideas, and engage them in a writing and revision plan.

South Dakota's International Trade Center, Sioux Falls, SD

March 2016 – May 2017

Identify and analyze your business's international trade needs, capabilities, and problems.

International Trade Export/Import, Assistant Director

- Advised U.S. and multinational companies on U.S. and non-US export and import trade regulations and compliance, such as but not limited to: INCOTERMS, ITAR/EAR, trade finance, and trade agreements (ex. NAFTA).
- I performed data management and analysis to advise clients on assessing and applying technology solutions to facilitate international trade management operations.
- I analyzed the impact of international trade policies and identified business climate, economic, and foreign trends.

U.S. Senate, Washington, DC

May – Aug 2016

Public Policy Intern

- Led a team on researching public policy trends on gas and taxation to draft a press release and floor strategy while serving as a critical team player for the economics committee, providing them with E.U. market knowledge and information.
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EDUCATION

ASU/Thunderbird School of Global Management, Phoenix, AZ

Spring 2019

MBA – Global Management

- **Student Government Alumni Chair** – Served as a link between Alumni and Students to leverage the relationship.
- **Finance Association President** – Lead finance-related projects, mentored students and brought speakers to discuss financial topics.
- **Angel Network Student Chair** – Assisted angel investors on due diligence analysis on star-ups, recommending them to/or not to invest.

Augustana University, Sioux Falls, SD

Spring 2016

B.A. – Government & International Affairs and French

- **Received the Academic International Student Scholarship: 2012-2016**
- **President of the Committee of Undergraduate Political Scientists** – Led a Model U.N. event on campus, brought speakers to talk about public policy, and promoted non-party related political events.

CERTIFICATES: Advanced Excel Training Program & Lean Six Sigma - Yellow Belt

PROGRAMING/SOFTWARE EXPERIENCE: Microsoft Office, IBM SPSS, Salesforce, AppWay, Adobe

LANGUAGES: Native Portuguese speaker; Fluent in English and French; Proficient in Spanish and Italian

ACCOMPLISHMENTS

- **Professional Swimmer for two years / Swimming Career 18 years total**
- **15 years of Classic Ballet Dancer**
- **Procter and Gamble Company CEO Challenge** - Participated in the competition and won 1st place in the U.S. regionals.
- **Venture Capital Investment Competition** - Won second place on the Venture Capital Investment Competition US regionals.
- **Rotary International Youth Exchange Scholarship Winner** - Won a prestigious scholarship to study my High School Junior Year in Watertown, SD - USA.