

# Sergey Sidelnikov

107076 Russia, Moscow  
28, 8, Poteshnaya st.

+7(926)912-46-81  
sergey.s.sidelnikov@gmail.com

## PROFESSIONAL EXPERIENCE

---

**SBERBANK, Moscow, Russia** **Sep 2009-Present**  
Sberbank Group has market capitalization over USD50bn (Top-10 in Europe) and total assets over USD400bn; 13 banking subsidiaries in Europe, Turkey and CIS, headquarter in Moscow.

**Managing Director, Head of Balance sheet management, Treasury** **Jul 2016-present**  
*Responsible for FTP, balance sheet optimization, modelling, business planning of NII and Balance sheet structure. Manage team of 20 reports.*

- Hired and taught team (transition from 5 to 20 people);
- Coordinated several projects on balance sheet optimization which resulted in increase of NI in 15bn rub;
- Partially due to actions of the team margin of the Bank in RUB rose to 8p.p. as of July 2017;
- Established process of the planning and correction of balance sheet structure of the bank in the Strategy process, business planning.

**Director, Head of Interest rates and FX risk management sector within Treasury** **Nov 2012-Jun 2016**  
*Responsible for the internal bank, interest rate and foreign exchange risks. Manage team of 6 reports.*

- Established IR and FX risks team within ALM, hired and taught employees;
- Developed IR and FX risks policy, managed the development of measurement models and methodologies, including NII sensitivity, EaR, EVE, IR gaps, economic capital (ECAP);
- Coordinated a project and developed behavioral interest rate risk models for prepayments and undefined maturity products, which resulted in decrease of ECAP consumption for IR risk by 25%;
- Coordinated project on IR risk reduction which resulted in IR risk reduction by 27% in 2015, and 22% using only on balance sheet instruments;
- Introduced internal bank concept in Sberbank. Coordinated: implementation of Internal Bank (IB) in PCA, regular analytics of Internal Bank; IB P&L methodology, IB P&L verification process which resulted in improvement of MIS calculation by RUB70 bn;
- Established Treasury business planning process in Sberbank;
- Introduced marginal planning approach into bank's business planning process, which increased business plan accuracy by 20% in volatile time;
- Implemented project on development of IR risk management strategy of Sberbank;
- Managed project on implementation of Basel II/III requirements for IR and FX risks;
- Manage project for development of dynamic balance sheet model (team of 18 analysts, project managers and developers). First results of the model allowed ALCO to make strategic decisions to increase NII by RUB14bn as of December 2015.
- Organized visit of Sberbank to New Economic School (NES) and Higher School of Economics (HSE). These visits were the best visits of companies in 2015/16 academic year both in NES and HSE.

**Project Manager, ALM department** **Nov 2011-Nov 2012**  
*Project manager for establishing ALM function in subsidiaries. Lead team of 2 analysts and 2 consultants*

- Developed implementation plan for establishing ALM function in subsidiaries
- Designed an architecture of ALM function in subsidiaries which was approved by the Board
- Developed and implemented persistent approach for intragroup funds distribution which is still working
- Coordinated implementation of ALM function in subsidiaries located in CIS

**Chief Analyst, FTP and product pricing sector within ALM department** **Mar 2011-Nov 2011**  
*Responsible for setting interest rates and funds transfer pricing policies. Lead team of 2 analysts*

- Established FTP for 8 currencies (5 new) and daily setting of corporate products' rates which resulted in increase of business in (GBP, JPY, CHF, CAD and AUD) from 0.03% to 2% share of the balance sheet.
- Established FTP in precious metals which allowed to launch lending them to sovereign and corporate clients and increased interest rate from 0-0.5% to 1-3% and earn additionally ~2bn a year.
- Developed and implemented retail and corporate product pricing models
- Launched professional training program for ALM department employees

**Analyst, FTP and product pricing sector within ALM department** **Sep 2009-Mar 2011**  
*Responsible for retail product pricing and funds transfer pricing rates.*

- Implemented FTP policy, established models and process to calculate FTP rates
- Developed product funding methodologies
- Conducted risk-reward analysis of retail loans and deposits
- Set the interest rates for retail and corporate business which resulted in significant increase of Bank net interest income (though overall impact is hardly quantifiable, change of pricing of senior citizen products alone still reduces 8 bn. rub of expense per year)
- Performed a research project on retail deposit market in Russia together with New Economic School

#### **ING BANK, Moscow**

International banking group with total assets above USD 1500bn, Russian office subsidiary is the one biggest participant on FX, derivatives and syndications market in Russia

##### **Analyst, Derivatives desk, Financial Markets**

**Apr 2009-Sep 2009**

*Responsible for implementation and support of new products for derivative desk*

- Participated in project for futures trading
- Executed first futures deal in Moscow office
- Participated in a project which resulted in launch of RUONIA in Sep 2010

#### **Pioneer Investments, Moscow, Russia**

**Jun 2008-Aug 2008**

A global investment management firm with \$250bn assets under management

##### **Intern, Market risk management**

- Developed and programmed number of risk measurement models for Market risk reporting (Value at Risk(Monte-Carlo and historical bootstrap), Sharpe, Sortino, alpha, beta,  $R^2$ )
- Developed reporting and presented portfolio performance and market coefficients to the top management

### **EDUCATIONAL PROJECTS and CONFERENCES**

---

#### **Sberbank internal programs:**

- **ALM in Banking:** Created internal training program on Asset liability management in Sberbank Corporate University which includes 4 stages (on line course, 3 days onsite course, bank simulation model, final exam), Program has been held 4 times, resulting score from participants 9.57 out of 10;
- **Risk Management 2:** Acting lecturer of Risk Management program in Corporate university (students: middle level management, more than 300 students sessions a year);

#### **New Economic School:**

- **Fixed Income** (together with Vladimir Krasik): Development of the course end-to-end on Master in Finance program.
- **Banking:** Lecturer on Interest and FX risk management in the Banking book and FTP (Maser in Finance and MA in economics).

#### **Balance sheet management and FTP, London UK**

Presentation on Balance sheet management was ranked #1.

### **EDUCATION**

---

#### **NEW ECONOMIC SCHOOL, Moscow, Russia**

**2007-2009**

Master of Arts in Economics, Concentration in Finance

#### **NOVOSIBIRSK STATE UNIVERSITY, Novosibirsk, Russia**

**2003-2007**

BS in Computer Science

### **PROFESSIONAL CERTIFICATION AND AWARDS**

---

- Certified Financial Risk Manager (FRM)
- Sberbank Award for outstanding results in banking
- Certified Asset Liability Manager (CALM)
- The winner of the Russian business case competition MindWrestling 2009 (1st out of 429 teams)
- Participated in "Strategic management in Banking" program with INSEAD

### **LANGUAGES**

---

Russian (native), English (fluent)

### **PERSONAL INTERESTS**

---

Volleyball (Finance division team captain – Sberbank champion in 2014), yachting (Bareboat Skipper), reading