



CORPORATE &  
INVESTMENT BANKING

# Press Release

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## **SG CORPORATE & INVESTMENT BANKING STRENGTHENS SALES TEAMS FOR FLOW PRODUCTS IN ITS EQUITY DERIVATIVES DEPARTMENT**

SG Corporate & Investment Banking (SG CIB) has recruited several specialists to strengthen its sales teams based in Paris and London for equity derivatives flow products to European institutional investors and private banking clients.

**Yannick Mallegol** and **Sebastien Guedj** have joined the European sales team for Institutional Investors and Funds. Sebastien Guedj will report to Yannick Mallegol who will be co-heading the team together with Stephane Enguehard, European Head of Institutional Sales for Flow Products. Yannick and Stephane will report to Eric Lepine, Global Head of Flow and Listed Products within the Equity Derivatives division of SG CIB.

**Yannick Mallegol** (34) graduated from Ecole Supérieure de Commerce de Paris in 1991. He previously worked for Deutsche Bank in London as Head of Flow Derivatives Products for French-speaking clients in Europe and Italy.

**Sébastien Guedj** (30) also worked for Deutsche Bank where he managed flow derivatives for French clients during the last 2 years. He graduated from HEC in 1996 and began his career as derivatives sales manager at Exane.

**Arnaud Joubert** (33) has joined the same team as Head of Volatility Research reporting to Eric Lepine. Arnaud graduated from ESSEC in 1993 and obtained the IAF's Actuary diploma in 1994. He began his career at Société Générale in 1994. After four years in sales, initially at Dresdner Bank and subsequently at Aurel, the brokerage firm, Arnaud founded Aurel-Leven's Equity Derivatives Research team which he managed until 2001. For the last two years, he has worked for Deutsche Bank as Head of Listed Options Research for Europe.

**Tim Manning** (29) and **Marco Peters** (29) are joining the European equity derivatives sales team for Private Banking clients headed by Lionel Gibert, European Head of Private Banking Sales for Flow Products. Tim and Marco were both recruited from the equity derivatives sales team of Commerzbank in London.

**Pierre Carotti** (30) recently joined the Volatilist Trading Team as senior equity derivatives trader. The team is headed by Fabien Hajjar, Global Head of Volatility Trading. With a Master's in International Finance (HEC, 1999), Pierre was Head of the Dispersion Book Europe at Deutsche Bank.

Eric Lepine, Global Head of Flow and Listed Products at SG CIB's Equity Derivatives department, commented : "Our number-one priority was to strengthen the sales teams for plain vanilla products. Our new organisation structured by type of client is already producing results, and I am extremely pleased to see that this strategy attracts top profiles."

SG CIB was named "Equity Derivatives House of the Year 2003" by *The Banker* magazine.

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