

**MICHAEL JOSEPH JANSEN**  
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## **EXPERIENCE**

**MIES JANSEN** **2016-Present**

**Founder & CEO, New York**

Founded and lead a technology company focused on modernizing Institutional Sales & Trading. Focused on developing services and systems for pricing, hedging, algorithms and customer workflows.

- Recruited a team to help clients manage esoteric asset such as xVA and build our initial platform.
- Closed our seed funding round and initial set of institutional clients.

**MORGAN STANLEY & CO. INC.** **2000-2016**

**Managing Director, Co-Head Desk Strategists & Co-Head E-Markets, New York (2013-2016)**

Co-Manage 300 Fixed Income Desk Strategists (Strats), Co-Manage E-Markets globally, and nearly \$500MM in technology expenses. Responsible for day-to-day execution as well as the strategic direction of the groups, including talent management, organizational structure, and fixed income wide goals.

- Established a centralized and coordinated structure for managing the desk strategists globally.
- Created a central group to build a single platform for data analysis and delivery.
- Launched the Sales Desk Strategist group to quantitatively drive better client engagement.
- Promoted to Co-Head E-Markets with a focus on innovation and engineering strategy (Oct 2015).
- Selected as a member of the 35-person Fixed Income Management Committee.

**Managing Director, Securitized Products Desk Strategist Group, New York (2008-2013)**

Led the New York and London groups of 30-35 professionals. Managed the \$60MM technology budget. Directly responsible for setting the quantitative and technology strategy for Securitized Products (SPG).

- Developed an entrepreneurial atmosphere for the group to contribute proactively.
- Significantly reduced (>50%) basic costs to run the core daily processes.
- Hired the former UX/HCI designer for Apple's iWork to redesign our return analysis tools.
- Hired the author of *Q for Mortals*, the guide to the most popular Big Data platform in finance.
- Partnered with the COO to re-engineer the basic workflow between Sales and Trading.
- Promoted from Executive Director to Managing Director (Jan 2011).

**Executive Director, Global Proprietary Credit Group Trading, New York (2006-2008)**

Managed group responsible for technology and mortgage analytics. Supervised 4 professionals and \$30MM in technology initiatives.

- Proposed and implemented the first pricing model to combine both fundamental and market data.
- Sponsored the first MapReduce platform for internal cloud computing.
- Promoted from Vice President to Executive Director (2007).

**Vice President, Securitized Product Group Trading, New York (2003-2006)**

- Managed the non-agency equity portfolio, including all analytics and hedging (CDS and Rates).

**Professional, Securitized Product Group Technology, New York (2000-2003)**

- Promoted to own and be the lead developer for SPG's structuring tool.

**MORGAN STANLEY & CO. INC.**

**Summers, 1997, '98, '99**

## **EDUCATION**

**UNIVERSITY OF VIRGINIA, BS-Computer Science, History Minor**

**1996-2000**

Yearbook Managing Editor, *Corks & Curls*

## **PERSONAL**

Married, 2 children. Enjoy travelling, snowboarding. Charity fund-raising for GSS Midnight Madness.