

# MICHAEL KAPLAN

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## VICE PRESIDENT FINANCE • OPERATIONS MANAGER

Client Services • Trust Operations • Global Investment/Securities

Focused and motivated Executive with extensive experience in technical accounting, operations and leadership seeks new challenge in "back-office" or start-up, for renowned U.S./overseas financial institution. Offers over eight years of experience in diverse business environments streamlining operations, improving productivity and establishing competent professional teams. Skilled in resolving conflict and facilitating positive outcomes for divergent groups with mixed agendas. A positive contributor to strategic thinking and critical thought leadership.

### Value Offered

- Global & Domestic Custody
- Mortgage Backed Securities
- Securities Lending
- Corporate Trust
- Money Markets
- Letters of Credit
- Mergers & Consolidation
- Cross-Functional Leadership
- Feasibility Analysis
- Strategic Planning
- Efficiency Improvements
- Process Reengineering
- Operating Cost Reductions
- Client Services
- Technology Installations
- Change Management
- Project Management
- New Services & Products
- Offshore Fund Administration
- Bad Debt Recovery
- Regulatory Performance

**Languages:** German & English

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## EDUCATION

**Bachelor of Arts** (Economics & Political Science), Knox College, Galesburg, IL

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## PROFESSIONAL EXPERIENCE

UFJ BANK, New York, NY

1997 - 2006

### Vice President & Manager, Trust Operations

Managed domestic custody business and tasked with leading team of 55 and overseeing transactions of 400 accounts. Significantly upgraded service and product offerings, implemented an internet based module for trade initiation and client reporting and dramatically decreased customer defections.

- **Client Services:** Secured and expanded Japanese securities and Asian markets, resulting in \$22 billion business for bank.
- **Change Management:** Executed change management program, introduced and implemented new philosophies and methods that automated routine tasks, promoted key employees, reduced inefficiencies and cut costs, resulting in departmental savings of \$1.4 million.
- **Efficiency Improvements:** Reduced vault backlog by over 90%. Project-managed reconciliation of over three million paid bonds and cash accounts and developed enhanced reporting mechanism.
- **Technology Installations:** Developed and implemented cutting-edge internet based processing system which improved client relations, communication, cash management and retained key clients.

REPUBLIC BANK, New York, NY

1988 - 1996

### Vice President, Global Investor Services, London Branch

Hand-picked to launch global securities lending business and merge corporate trust operations.

- **New Products:** Generated product revenue exceeding \$4 million and grew loans by 95% to over \$20 billion through successful, yet risky, product launch.
- **Feasibility Analysis:** Conducted extensive and thorough research and development for product launch, established project team, undertook market and operations risk analysis for 30 countries and ensured regulatory compliance.
- **Project Management:** Developed business/project plans, designed product profile, spearheaded internal product review and selected and managed systems for launch and merger.
- **Mergers & Consolidation:** Reduced operating expenses by 20% through successful consolidation of branch and merchant banking corporate trust operations.