

Marko Dubočanin

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EXPERIENCE

SILVER BELL group of companies, Belgrade, Serbia

Dec 2014–Present, position: **Founder and CEO**

Our company is providing professional services in financial markets. We are involved in institutional FX consulting, retail, and social trading, financial derivatives trading, portfolio management, financial analysis and business process outsourcing services. We are in the process of establishing investment fund as a supporting vehicle. Our team of 60 skilled employee professionals are supporting all operations for handling more than 10 international partnerships.

CES MECON, Belgrade, Serbia

Dec 2013 – Dec 2014, position: **Consultant**

Working on restructuring project in consortium with BCG on the largest gas company in the country.

Working on equity valuation and sales preparation of one of the most profitable multi utility companies in the country.

Preparing legal documentation for renewable energy development.

P2B SOLUTIONS, Belgrade, Serbia

Feb 2013 – Jun 2014, position: **Founder**

IT startup. Providing phone applications development for Android and iPhone users.

Projects done: “Place2bee” application in field of entertainment industry.

DUBOCANIN CONSTRUCTION, Belgrade, Serbia

Sep 2012 – Dec 2013, position: **Head of Sales and Development**

Sales position in family real estate investment firm. Cooperating with sales agencies and direct sale process. Leading the team of two. Promoting exclusive premises in Belgrade among targeted clientele.

ATLAS CAPITAL FINANCIAL SERVICES, Limassol, Cyprus

Dec 2010 – Sep 2012, position: **Head of Investment Research**

Dealer position in Forex department, with sales role for VIP and High-End clients. Leading and training a team for currency investment analysis. Tutoring junior sales and junior dealing team, with mutual strategy development. Assisting in portfolio management department, analyzing client trading strategies and client profile. Attending meetings concerning: company structure, sales evaluation, carbon trading, brokerage services, project development.

ATLAS GROUP, Belgrade, Serbia

Feb 2010 – Dec 2010, position: **Investment Manager**

Part of a team coordinating international real estate portfolio of over 20 projects. Constructing feasibility studies, business plans. Managing internal working groups and creating sales, marketing and efficiency strategies. Negotiating sales structures and performing new payment methods yet to be introduced to Montenegrin market. Organizing shopping mall tenant mix, price structure, and marketing plan.

CENTURY 21 Serbia doo, Belgrade, Serbia

Nov 2009 – Feb 2010, position: **Sales and Business Development**

Century 21 Serbia, as a Master Franchise is developing international franchise business. I was a member of continuous sales campaign within the targeted audiences consisting of current real estate brokers and entrepreneurs.

EDUCATION

IEDC – Bled business school, Bled, Slovenia

Present – 2017, degree to be obtained: PhD, thesis “Funding startups and SME sector in Serbia”

HENLEY BUSINESS SCHOOL-ICMA CENTRE, Reading University, Reading, United Kingdom

2008 – 2009, degree obtained: **MSc International Securities, Investment and Banking**

Key modules: Quantitative Methods in Finance, Corporate Finance, Enterprise Valuation, Securities Futures and Options, International Securities Markets, Real Estate Finance

BELGRADE BANKING ACADEMY-Investment Banking, Belgrade, Serbia

2005 – 2008, degree obtained: **Graduate Economist**

GPA: 8,9/10

Dissertation: **“importance of reinsurance in risk transfer process”**

THIRD BELGRADE HIGH SCHOOL, Belgrade, Serbia

2001-2005, degree obtained: **high school degree**

PROFESIONAL QUALIFICATIONS

License: Portfolio Management (by CySEC 2011)

License: Fixed Income and Derivatives (by ICMA 2009)

Diploma: Public speaking

Diploma: Fast reading

ACTIVITIES

Actively involved in charity organisations, managing voluntary activities

Languages: Serbian-native, English-fluent

Aiesec (2006-2008): responsible for new office opening and development in Belgrade, working with team of 5 students

Sports: Rugby (played for national team U-17), high-level skier, boxing, squash, chess, sky diving , sailing

IT skills: Advanced Ms office

Driving licence: ‘B’ category

Driving licence for yachts and boats up to 45 feet

Character: very outgoing and friendly, eager to learn, loyal