



John A. Kolozak

147 Thatcher Ave
River Forest, IL 60305

Office: 312.239.0517 | Cell: 646.610.1493 | John.Kolozak@clearenergybrokerage.com

PROFILE

Broker and trader with fifteen years of global listed and OTC liquid market experience.

EXPERIENCE

DASH FINANCIAL Chicago, IL

Director, Education and Training

October 2012 – August 2013

- Supported sales of trading system
- Developed education platform and innovative training model for technology finance start-up
- Created a recruitment strategy to support DASH to recruit the most sought after and qualified programmers and analysts

MYD MARKET New York, NY

Executive Director, Head of Desk ETF and Single Stock Brokerage

August 2011 – September 2012

- Built out and managed interdealer brokerage desk in ETF and single stock options
- Provided liquidity access to U.S. and European customer base
- Doubled desks revenue within two months and continued to grow existing customer business
- Facilitated acquisition of European broker dealer license for London office

J.P. MORGAN New York, NY

Executive Director, Single Stock Flow Trader

November 2009 – May 2011

- Managed Energy and Industrials sectors equity derivatives trading books within a sector-based trading team of seven volatility traders
- Market maker on all names within covered sectors in order to provide competitive two-way risk pricing for internal clients and the inter-bank derivatives market
- Generated directional and volatility trading strategies for hedge fund and other end-user clients to increase capture of flow and constant position turnover
- Supported the integration between cash and flow desks; instigated and organized a regular meeting between cash traders, sector analysts and myself, which has improved performance for both lines of business and new client development
- Partnered with the sales team to expand customer base and capture previously untargeted trading opportunities

DRESDNER KLEINWORT New York, NY

Director, Head of Desk Equity Derivatives Trading New York

May 2007 – October 2009

- Managed team of two single stock and one index trader; NY Desk outperformed other Dresdner desks globally
- Managed Financial sector equity derivatives trading book profitably
- Monitored and managed risks and positions for single stock and index books
- Market maker on all liquid names within covered sectors in order to provide competitive two-way risk pricing for internal clients; actively participated in IDB market
- Developed proprietary volatility strategies based on market technical and relative value analysis in order to maximize profitability of sector-based trading books
- Generated directional and volatility trading strategies for both hedge fund and other end-user clients to increase internalized capture of flow and own internal proprietary positions
- Developed cross product coordination between different desks; led daily meetings between the credit and derivative desks, improving market visibility, trading and risk management



LEHMAN BROTHERS INTERNATIONAL London, UK

Director, Single Stock Flow Trader

February 2006 – April 2007

- Managed Pan European Technology, Media, & Capital Goods equity derivatives trading books within a sector-based trading team of eight volatility traders
- Market maker on all liquid names within covered sectors in order to provide competitive two-way risk pricing for internal clients and to dominate the inter-bank derivatives market
- Developed proprietary volatility strategies based on market technical and relative value analysis in order to maximize profitability of trading books
- Generated directional and volatility trading strategies for hedge fund and other end-user clients
- Traded on a team that achieved a top-two position in the European equity derivatives market and produced profitability at a rate of 140% of projected revenue target
- Supported the development of cross product coordination between different desks; instigated and led a bi-weekly meeting between the cash, credit, converts and derivative desks
- Worked extensively with Pan European Country Based Sales Teams and US Sales Team by leveraging contacts on both continents

ARCHELON, LLC Chicago, IL & Frankfurt, Germany

Trader and Consultant

June 1998 – July 2005

Trading Consultant

January 2005 – July 2005

- Independently researched and reported on improving risk management methods to identify profitable trading opportunities in the marketplace
- Proposed and implemented improvements to the existing proprietary trading system

Senior Single Stock Derivatives Trader at Archelon Deutschland

September 2001 – December 2004

Equity Derivatives Market-Making Group, Eurex

- Managed team of six to eight traders on German stocks
- Electronically traded and managed positions in a basket of German stocks
- Achieved highest P&L each year for the German office
- Consistently ranked as the top market-maker and one of the top 3 most active traders by volume on Eurex
- Established and maintained profitable relationships with major brokerage houses in Europe, expanding the business from purely "screen" based to leveraging the broker market
- Worked with management to develop new methods to access profitability and risk
- Responsible as a co-leader along with the senior partner of the desk for identifying, accessing, and overseeing overnight risk as well as training junior traders

Senior Single Stock Derivatives Trader

May 1999 – August 2001

Equity Derivatives Market-Making Group, CBOE

- Traded Technology sector equity options on the floor of the Chicago Board Options Exchange
- Managed positions in a basket of US stocks
- Established a presence for Archelon as a liquidity provider in products which it had not previously traded
- Consistently achieved highest P&L in the firm

Trader Trainee/ Clerk

June 1998 – April 1999

CME/CBOE

- Coordinated the communication in real-time between the S&P 500 options traders on both exchanges and the upstairs position managers; checked, balanced, and reconciled the trading activities from each day

SCA CONSULTING, LLC Chicago, IL

Consultant

August 1995 – May 1998



- Value Based Management and executive compensation consultant
- Crafted value based performance measurement plans integrated with compensation to focus senior staff on value creating activity

EDUCATION

The University of Chicago, The College Chicago, IL
Bachelors of Arts in Economics, *general honors* May 1995

ADDITIONAL

Series 4, 7, 24, 55, 63

Member of EUREX, XETRA, Euronext-LIFFE & all other major European exchanges