

PRO-EXEC LIMITED

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EXPERIENCE

PRO-EXEC LIMITED - Managing Director

Sept 2005 -

Nick set up and manages Pro-Exec Ltd, a sales consultancy firm. Pro-Exec specialises in B2B sales and advises Sales Managers on the improvement of sales and therefore the Gross Operating Margin. Pro-Exec has a system that is cost effective and works. The methodology is a mix of Six Sigma techniques, sales and sales management experience and focuses on the sales individuals, the sales team, client universe and product analysis.

He combines twenty years of selling experience with the Praendex Inc's, Sales Skills Assessment Tool (SSAT) and Customer Focused Selling (CFS) of which he is an accredited distributor. Pro-Exec uniquely uses experienced and successful sales people to mediate on the Praendex sales skills courses.

STANDARD BANK, London - Director

Sept 2003 – Sept 2004

Head of Secondary CDO trading. Responsibilities included the purchase and sale and management of primary and secondary, equity and mezzanine portions of CDO's. Extensive analysis and valuation of third party positions.

DM PARTNERS, London – Senior Partner

March 2000 – Sept 2003

Managing Partner and CFO of a FSA regulated, Category B investment bank. Nick established and full managed the company from inception to FSA registration. This included sourcing office space, procuring IT and telecom, staff hiring and liaising with the regulatory authorities to a satisfactory conclusion. DM Partners was established to offer impartial advice, trade and analytics to CDO mezzanine and equity debt holders. The firm was also established to offer a portfolio investment division for third party investors.

ABN AMRO, London and Far East

Sept 1995 – March 2000

Managing Director and Regional Head of Sales (Far-East)

Nick was responsible for a team of 30 salespeople. Primary role to refocus sales from low to high margin products, such as high yield, ABS, structured products, private placements, distressed debt, primary and secondary loans and asset swaps. In this role I increased revenue by over 25% and reduced overheads by over 20%.

DEUTSCHE BANK, London - Managing Director

Sept 1992 – Sept 1995

Director and Head of Sales: UK corporates, banks and hedge funds. Products included loans, insurance linked products (such as catastrophe and political risk structures), structured macro, tax, ABS, relative value and credit products.

MERRILL LYNCH, London and Singapore - Vice President

Sept 1985 - Sept 1992

Fixed income sales to Far Eastern central banks and quasi-government institutions. Products included high margin and structured products.

EDUCATION

Cass Business School
Cambridge

MSc Finance
BA (Hons) Economics

Marlborough College, Wiltshire