

AMIT VARMA

INTEGRATION | PRODUCT MANAGEMENT | BUSINESS ANALYSIS

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EXPERIENCE

Vice President - Client Connectivity Services

Morgan Stanley

05/2020 - 12/2024 London, United Kingdom

- Led client onboarding for Morgan Stanley's ultra-low latency platform, completing HFT client setups, including FPGA-based solutions that reduced trading latency by up to 70% and ensured direct access to major global exchanges.
- Managed sponsored access client onboarding, achieving a 30% faster setup time on average, enabling clients to trade seamlessly under Morgan Stanley's membership.
- Facilitated product enhancements by collaborating with product teams and stakeholders to gather requirements, driving the development of key features that increased platform adoption by 15%.
- Streamlined client testing and UAT processes, acting as the primary liaison and successfully supporting over 50 plus client certifications and testing phases annually, ensuring on-time launches.
- Executed exchange upgrades and conformance testing across 10 plus European exchanges, ensuring 100% compliance with exchange protocols and maintaining seamless platform integration.
- Ensured regulatory compliance by collaborating with trading, risk, and compliance teams, enabling 100% adherence to industry standards for all new developments and deployments.
- Optimized operational efficiency by leveraging Corvil analytics and Wireshark to implement advanced troubleshooting protocols, reducing technical issue resolution time by 25%. Introduced automated testing procedures through DevOps, decreasing deployment times by 20%.

Consultant - Client Connectivity and FIX On-boarding

Bank of America Merrill Lynch

12/2012 - 12/2019 London, United Kingdom

- Migration of client connectivity platform from legacy to next gen platform including FIX engine to routing layer, migrating more than 2000 EMEA based FIX clients
- Designed a solution which became the de-facto method for the invisible and seamless transfer of client's trading flow from the legacy to new system, without any system downtime, that also enabled migrations to be sped up by 150%
- Analyzed client trading patterns to and flow types to refactor their legacy rules into the next gen platform and project managed the EMEA part of migration completing 30 days ahead of project tolerance
- Wrote scripts that automatically created and produced config files that reduced manual work by 20 days for about 1000 clients
- Technical onboarding of clients globally for Equities and Derivatives DMA, ALGO, Program and Cash trading
- Continuous improvement in the form of routing rule refactoring and simplifying complex client workflows

Vice President - Exchange Connectivity

Morgan Stanley

06/2010 - 11/2012 London, United Kingdom

- Improved exchange connectivity by maintaining relationships with 10 plus European exchanges and MTF's, boosting trade efficiency.
- Worked on European exchange platform/software upgrades and new connectivity, e.g.:- Warsaw Stock Exchange and London Metal Exchange.
- Coordinate testing with the front office application teams and operations during exchange platform upgrades and the upgrades to any internal applications.
- Work closely with trading, risk management, and compliance teams to ensure compliance or regulatory requirements are met.

SUMMARY

An IT integration, business analysis, and product management professional, specializing in creating seamless connectivity between clients, exchanges, and electronic trading platforms, with over 20 years of experience in the financial technology sector. My mission is to bridge the gap between technology and business by delivering innovative solutions that drive performance and efficiency while aligning with my passion for advancing product management and business analysis practices.

KEY ACHIEVEMENTS



Ultra-Low Latency Platform

Reduced trading latency by up to 70% with FPGA-based solutions.



Sponsored Access Streamlining

Achieved 30% faster client setup times on average.



Product Enhancements

Increased platform adoption by 15% through feature enhancement.



Operational Efficiency Boost

Resolved technical issues 25% faster with advanced protocols.

CERTIFICATION

PRINCE2 Agile Foundation certificate in Agile Project Management

Axelos / PeopleCert

PRINCE2 Agile Practitioner certificate in Agile Project Management

Axelos / PeopleCert

PCEP Certified Entry-Level Python Programmer

Python Institute

AWS certified Cloud Practitioner

AWS Training and Certification

AWS certified Solutions Architect Associate

AWS Training and Certification

LANGUAGES

English

Advanced



EXPERIENCE

Assistant Vice President - Electronic Trading Services

Merrill Lynch

- 📅 11/2007 - 05/2010 📍 London, United Kingdom
- Improved client satisfaction by 15% by efficiently managing 200 plus application support and onboarding queries monthly.
 - Designed/Architected, configured, tested and implemented a new flow for EMEA FFO Direct Market Access clients to route the orders to the different exchanges.

Senior Analyst Programmer - Mission Control QA

Goldman Sachs

- 📅 04/2007 - 10/2007 📍 London, United Kingdom
- Managing and automating the test environments for different business flows like Institutional, Cash Equities, Algorithmic trading, program trading and Futures trading.
 - Improved test system availability by 30% by streamlining QA processes and managing environments efficiently.

IT Analyst

Tata Consultancy Services

- 📅 04/2001 - 03/2007 📍 Mumbai, India
- IT development, testing and support

EDUCATION

Bachelors in Technology - Mechanical Engineering

University of Calicut

- 📅 06/1996 - 07/2000 📍 Calicut, India

Product Management Career accelerator

King's College London

- 📅 04/2024 - 11/2024 📍 London, United Kingdom

Business Analytics: Decision Making Using Data

University of Cambridge

- 📅 03/2020 - 05/2020 📍 London, United Kingdom

PROJECTS

KCL Academic Project - Product Management Career Accelerator

- 📅 04/2024 - 11/2024 📍 London, United Kingdom
- King's College academic and DocuSign employer projects.
- Created a product-driven business case and recorded a presentation to communicate findings and recommendations for the development of a product.
 - Demonstrating MVP design, iterate on the initial low-fidelity prototype by refining this feature idea, considering its design, and building a mid-fidelity prototype.
 - Implement Agile, human-centered design principles and gather user feedback to validate assumptions or adjust approach before recording a product demo to update the company co-founders on the product feature being developed.
 - Developed components of a go-to-market strategy that will bring together the concepts learned, and activities completed throughout the Product Management Career Accelerator.
 - Created a presentation to the company co-founders communicating their GTM strategy and recommendations.
 - Worked collaboratively for a 6-week employer project to analyze and solve organizational problems, applying product management frameworks and tools within the context of DocuSign's Knowledge based Authentication.

SKILLS

Technical

Agile	Amazon Web Services		
Automated Testing	AWS	Derivatives	
Devops	DocuSign	Eclipse	
Equities	FIX Protocol	FPGA	GTM
Jenkins	Jira	Kanban	Linux
Prince2 Agile Project Management			
Python	Routing	SDLC	
Shell Scripting	SQL	SVN	Sybase
TCP	TCP/IP	UAT	UDP
Windows		Wireshark	XML

Product Management

Customer Insights	
Data Analysis and Metrics	
Go-To-Market Strategy	Market Research
Product Lifecycle Management	
Product Strategy and Vision	
Road Mapping and Prioritization	
User-Centered Design and UX	

Transferable

Attention to details	Client relations
Critical thinking	Effective communication
Listening	Problem-solving
Result oriented	Teamwork
Time Management	

FIND ME ONLINE

 **LinkedIn**

<http://www.linkedin.com/in/amit-varma-a9718210/>

 **Social Network**

<https://amitvarma.co.uk>