



CHRIS PAULIN

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PROFILE

First class finance honours graduate with 5 years' practical experience within the banking industry (retail, commercial and institutional). Strong understanding of the inner workings of businesses, combined with accounting knowledge and relationship management experience.



EDUCATION

MASSEY UNIVERSITY, AUCKLAND

Bachelor of Business Studies (Honours) in Finance

Graduated with first class honours. Dean's list 2012. CFA scholarship recipient.

MASSEY UNIVERSITY, AUCKLAND

Bachelor of Business Studies in Finance and Valuation Property Management

Dean's list 2009. Massey league. Massey investment club. ASA executive.



SKILLS

RELATIONSHIP MANAGEMENT ● ● ● ● ●

FINANCIAL ANALYSIS ● ● ● ● ●

NETWORKING ● ● ● ● ●

PROBLEM SOLVING ● ● ● ● ●



EXPERIENCE

ANZ BANK NEW ZEALAND

Manager, Operational Risk & Compliance, Commercial (secondment)

May 2016 - Current

Main Responsibilities:

- Determining and managing the key risks and controls for the business.
- Writing risk management policies and procedures.
- Involved in a range of projects (minor and major) across the business to ensure our overall risk exposure is managed.
- Collaboration with senior stakeholders, and business heads throughout ANZ.

ANZ BANK NEW ZEALAND

Relationship Associate, Healthcare, Commercial

September 2013 - May 2016

Main Responsibilities:

- Co-manage the relationship of a set of 50 commercial/corporate customers (T/O \$2m - \$250m; Debt \$1m - \$180m), while the Relationship Manager focusses on sourcing sales/new opportunities.
- Strong focus on retirement villages, pharmacy (retail/dispensary), medical centres, private hospitals and property transactions.

- Write majority of the new lending credit for the set and am involved with the sales/referrals process.
- Complete annual reviews for our set of customers, by understanding the business, analysing the financials and then recommending the deal to our credit team.
- Collaboration with our product partners, credit, support teams, operational risk and legal.

Achievements:

- Provided bank debt analysis to fund two acquisitions of an NZX listed company. Acquiring company had T/O of \$250m. Acquired companies had T/O of \$85m and \$26m respectively.
- Provided an increase in facility limits for a syndication loan of an NZX listed company, where ANZ is the lead bank. Debt was at c. \$180m.
- Sourced and executed direct referral to debt fund the purchase of a medical centre for a group of GP's and pharmacist (debt c. \$3m).
- Strong relationship held with existing clients, where in many cases I am the first point of call.
- Organised and presented two workshops in Dunedin for the Pharmacy Students at Otago University.

ANZ BANK NEW ZEALAND

Commercial Services Manager (CSM/RSM), Commercial

March 2012 - September 2013

Main Responsibilities:

- Day to day contact for three sets of 40 commercial/corporate customers (T/O \$2m - \$250m).
- Preparing and executing loan facility documentation (internally and externally prepared).
- Transactional contact point (transfers, internet banking, direct link, statements, automatic payments, direct debits and general inquiries).
- Daily interaction with key ANZ stakeholders (trade, markets, products, securities, cash managers and property).
- Customer visits to assist frontline with communicating transactional solutions to our customers.

ANZ BANK NEW ZEALAND

Service Consultant, Retail

March 2011 - March 2012

Main Responsibilities:

- Frontline teller at the busy Albany Mall branch on the North Shore.
- Assisted customers with cash withdrawals, deposits and general inquiries on their accounts.
- Engaged conversations with the customers to determine if any opportunities were available for personal loans, mortgages and insurance and then referring these to a personal banker.

EXTRACURRICULAR

PRIMATE

Friend finding mobile application

March 2015 to Current

- Created a friend finding mobile application for Android and Apple devices.
- Obtained media exposure through interviews on live TV, radio and in print.
- www.primateapp.com

MASSEY LEAGUE

Business case study club

2009 - 2011

- Bi-weekly we would work together to solve a business case study, and then present to a group of judges (local business leaders).
- Throughout this experience I developed strong presentation skills in pitching ideas and solutions to business professionals.

INTERESTS

GYM	● ● ● ● ●
PROPERTY & INVESTMENTS	● ● ● ● ●
JET SKIING	● ● ● ● ●
TRAVEL	● ● ● ● ●