

NICHOLAS FLEES

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SUMMARY Award-winning leader with renowned capacity for devising elegant solutions to complex problems. Blends mathematical aptitude, MS Excel expertise, strong logical reasoning, and insatiable intellectual curiosity to invent efficient, profit-generating, and cost-saving systems and processes.

KEYWORDS Finance, Trading, Excel, VBA, Mathematics, Statistics, Project Management, Process Design, CRM

EXPERIENCE **Quicken Loans Capital Markets Group** **Detroit**
Trader Dec 2009 – Present

- Built sophisticated mortgage-trading decision engine in Excel/VBA, adding provisions for stipulated and specified bonds to achieve maximum profitability. Total revenue impact: \$30 MM.
- Structured and traded more than \$25 B in residential mortgage servicing assets and mortgage-backed securities for nation's fourth largest retail mortgage lender.
- Initiated strategy to earn 50-100 bps additional profit on each of one category of trade executed.
- Developed VBA program to automate tri-party contracts, eliminating 10-15 hours of labor weekly.
- Represented Quicken Loans at 2010 National Mortgage Bankers Association conference.
- Earned "Consistently Exceeds Expectations" rating on most recent annual performance review.

AJManser Global **Chicago**
Vice President Dec 2007 – Aug 2009

- Co-founded proprietary equity derivatives trading firm (CBOE market maker AXM).
- Contributed to \$6 MM in gross trading profits for the year 2008 (2,000% return on capital).
- Designed alert system in Excel VBA for trading opportunities, supplying the majority of stocks in which the firm made markets on the Chicago Board Options Exchange.
- Created Excel-based risk management system for more efficient hedging.

Third Millennium Trading **Chicago**
Equity Derivatives Clerk Oct 2007 – Dec 2007

- Optimized process by which firm evaluated option positions for early exercise.
- Left amicably to co-found AJManser Global.

Quicken Loans **Detroit**
Business Consultant July 2005 – Sep 2007

- Won prestigious *Isms in Action Award* in June 2007 for overall job performance and dedication to company's cultural principles. Nominated by peers, awarded by company executive team.
- Collaborated with team to design and implement CRM system, significantly raising lead conversion and resulting the firm's first \$2 B origination month in history.
- Created high-volume recruiting process and supporting software for 250-300 hires per month.
- Guest lectured for visiting students on the role of variation in measuring system performance.

EDUCATION **University of Michigan** **Ann Arbor**
Master of Arts in Kinesiology August 2009
Area of focus: statistical methods for evaluation of player talent in professional sports

University of Michigan **Ann Arbor**
Bachelor of Science in Mathematics: Mathematical Economics April 2004
James B. Angell Scholar, Forman Undergraduate Scholar, University Honors, Golden Key Intl.

TECHNICAL Programming (proficient): VBA, HTML/CSS
Programming (novice with ambition): C++, PHP, JavaScript, Ruby/Rails, MySQL, Objective-C
Software: Excel, Access, Word, PowerPoint, Visio, SharePoint, Bloomberg, MicroHedge, QRM, ActivWorkstation, Photoshop, Illustrator, InDesign