

Daniel Robert Butler

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SUMMARY

- **Financial, energy, and carbon market professional** with a wide range of experience in many areas of sustainable responsibility, renewable energy, and carbon offsetting, with sales and managerial experience on 3 continents.
- **Seeking a role as a Sustainability and ESG Consultant** representing a sustainability consultancy, utilizing global industry, knowledge, and experience to identify and provide the skills necessary for clients to meet their ESG goals.

PROFESSIONAL EXPERIENCE

Melbourne s.r.o., Prague

January 2015 - June 2021

Private consulting entity engaged in consulting, deal introduction, fundraising advisory, & pro bono board membership.

Business Developer, Consultant, Owner

- Client facing consultant for Sustainability, Energy and Carbon Trading requests.
- Expert knowledge of global carbon markets, emissions trading schemes, approved methodologies, and offset development.
- Working knowledge of Carbon Footprinting, Responsible Investment, Taskforce on Scaling the Voluntary Carbon Market, IETA contract negotiations, Approved Technologies, REDD+, Carbon Registries; and principles of UNPRI, CDP, NetZero, LCI, and GHG Accounting.
- Active experience in renewable investments, energy relationship introduction, and carbon advisory for international clients.
- Early mover in Greenhouse Gas Emissions Trading Scheme in Europe; in broking EUAS, CERS, AAUs, RMU, ERUS, and various offsets across the globe; research experience for various ETS in India, USA, China, and Korea for project on urban remediation sponsored by the Czech government..

Achievements:

- White-paper Author and Fundraiser: Assigned because of experience in emissions trading and product design, to create a program for anti-pollution paint as part of a grant from the Ministry Industry and Trade, of the Czech Republic, in association with the Czech Academy of Sciences, for Advanced Materials-JTJ, Prague. Created Public-Private-Partnership program submission, utilizing subsidies to incentivize building owners and painting companies to apply the world's most effective Photocatalytic coating, to destroy pollution in the air around the Czech urban centers. See: "<https://clearcities.org/our-team.php>" *In addition, also applied the technology as a Covid-protection tool.
- Assisted in fund raising for the Czech Gigafactory, Magna Energy Storage, utilizing patented "He3da" battery technology.
- Introduced gas and power trading entities for setting up in the Czech and Slovak energy trading markets.

MND a.s., Prague

June 2011 - November 2014

An oil and gas, exploration, drilling, and underground gas storage entity under the KKCG Capital Group, in Czech Republic.

Senior Trader, Business Development Specialist

Third product manager hired to assist in desk building operation for new gas trading (later power) desk, tasked with liquidity building and spot exchange, two-way prices.

Achievements:

- Introduced the name and capabilities of an unknown entity to largest energy players in Europe and succeeded in gaining **60+ energy trading counterparty contracts under EFET** *(European Federation of Energy Traders), through marketing and constant awareness and roadshow campaigns.
- Set up 3 exchanges, 2 gas hubs, and a custodial provider, and assisted on new regulatory controls (Acer, MIFID 2, Emir, etc.).

42 Financial Services, Prague

January 2008 - May 2011

An Inter-Dealer Broker, focused on interbank, capital market instruments and energy broking, in the CEE region (Previously named "Wallich & Matthes, a branch of the Dutch brokerage house).

Carbon Broker

Hired to expand carbon broking on the energy desk, in EU ETS *European Union Allowances* and *Certified Emission Reductions*.

Achievements:

- Increased energy desk profitability by almost 30% for 2008 and 2009.

Blackstone Global Ventures s.r.o., Brno, Prague

January 2007 - November 2007

An energy consulting firm and carbon portfolio manager, based in Brno.

Trade Director

Engaged to create a fund vehicle for carbon offset development for a carbon credit portfolio manager, designed for the arbitrage of EUAs (EU carbon credits) for ERU's (*Emission Reduction Units*), carbon offsets under *Joint Implementation* scheme.

Achievements:

- Researched, designed, authored, and marketed the “**Joint Implementation Focus Fund**”, in 4 months, and began roadshow activities in Europe, mainly in the UK.
- **Attracted seed offer from Bear Stearns, UK** in Autumn 2007, but this investment bank collapsed in the *Subprime* mortgage debacle and the effort to raise seed funding, and the position was cancelled.

Atlantik Financni Trhy., Prague

September 2003 - October 2006

An emerging markets equities broker during a period of declining revenues; branched out into profitable EUA broking.

Carbon Desk Director (Creator of Eastern Europe's first Carbon Brokerage)

Engaged as a Czech Equities salesman for Western European investors, in a market of growing equities illiquidity.

Achievements:

- Observed the opportunity to act as a broker for EU Emissions Allowances, and created a business plan to utilize existing resources (back office, dealing desk) to market the service to CEE holders of excess EUAs, for sale to buyers in Netherlands, UK, Belgium and Spain.
- **Created a unique credit window product** of 30 minutes, in order to a) attract sellers without delivering EUAs, and b) satisfy credit risk of large Western European buyers.
- **Successfully built and directed** a highly profitable, and very **first, Eastern European carbon brokerage**, and captured wide spreads for over two years of operation.

Meinl Bank AG, Vienna

February 2003 - August 2003

An Austrian private bank with a distressed debt operation focused on LatAm and Ex-CIS and Balkan debt solutions.

Project Manager

Assigned to create a desk to trade specifically Serbian Foreign Exchange Zero-coupon Bonds (designed to repay stolen savings under Milosevic regime) for a UK based client institution.

Achievements:

- Set up settlements, credit and trading lines for FX Bond purchases (but client cancelled interest due to other financial constraints).
- Reassigned to locate illiquid Argentine bonds, for retirement, and successfully **purchased over half the order amount for the client.**

Consulting Assignments, Belgrade

October 2001 - December 2002

3 Engagements in Belgrade (soon after the Nato bombing period) and the removal of Slobodan Milosevic, to assist in privatization activities.

Citadel Securities, Belgrade

Role as President of brokerage to assist in managing assigned Privatization Agency offers for sale to International Investors.

East West Institute, Belgrade

Pro Bono activity; authored a program for retention of financial professionals (against ‘brain-drain’) to receive a “certified” license similar to the CFA; it was not funded after 3 months seeking support.

MVI Investments, Belgrade

Assigned to create a marketing plan for the sale of Serbian FX Bonds to Western buyers.

Achievements:

- Invited first distressed debt organizations to Belgrade on a collective fact finding trip.

Raiffeisen Capital Investment, Prague

September 1999 - August 2001

Investment bank of a major Austrian bank.

Head of Equities Sales

Sigma Securities, Athens
Brokerage company, later sold to Piraeus Bank.
Equities Salesperson

September 1998 - August 1999

Atlantik East, Kyiv
Ukrainian branch of a major Czech brokerage, Atlantik Finančni Trhy.
Head of Equities Sales

November 1997 - September 1998

Komerční Banka a.s., Prague
Investment banking trading desk of a large Czech bank with privatization assets and funds.
Equities Sales

September 1996 - November 1997

Achievements:

- Captured over 50% of total volume for 6 (disconnected) months of 1997 due to aggressive international sales.

Multiple Engagements, New York, Sydney, Melbourne

September 1986 - May 1996

Capital Markets Settlements, Trading, Institutional Sales

- 10 years' experience in securities / derivatives / foreign exchange operations
- Refco New York, Bain Refco Sydney, and HSBC Australia. From a beginning in settlements, reconciliation, precious metals margin manager, to middle office clearing, to overnight trader in cash & EFP positions, of FX, gold & silver, and exchange orders in global markets; later in Australia (for Bain Refco Futures and HSBC Australia) as institutional sales of futures and forex for local Australian and interbank early market dealers in Asia (especially successful in Indonesia).

KEY SKILLS

- Widely encompassing knowledge and experience in the many aspects of Sustainable, Green, Low-carbon economy.
- Project management success in design, logistic organization, negotiation, and management of new products such as sales campaigns and new trading operations.
- Extensive trading, sales, and compliance experience in Futures, Forex, Emerging Markets equities, Distressed Debt, Carbon Credits, and Energy Trading, on 3 continents, in 8 cities
- Adept at negotiating contract and credit for interbank, energy and, carbon trade relationships
- Accomplished at new product origination, design, development, and marketing
- Proficient in institutional sales with creativity, using outside-the-box approaches
- Qualified for new trading desk build projects, hiring for various roles, in operations, exchange setup, custodians, gas hubs, IDB partners, and credit & exposure management
- Emerging and Frontier Markets skills and experience directing new operations, in sales, research development, marketing, and local association networking
- Qualified for new trading desk build projects, hiring for various roles, in operations, exchange setup, custodians, gas hubs, IDB partners, and credit & exposure management
- Engaged and exposed to deals in privatization and new offerings, respecting confidential data room exchanges, LOIs, NDAs, escrow, and other executing documentation for venture capital and IPO products
- Working familiarity with numerous international exchanges in North America, Asia, and Europe
- A proven eye for details in settlements, reconciliation, investigations, and position management
- Skilled in financial and commodities futures, and exchange options broking
- Capable at setting up and performing due diligence, KYC/AML operations and familiar with the recent expansion of MIFID2, Acer

- EDUCATION -

University of Washington, Bachelor's degree, Political Science and Government

- CERTIFICATIONS -

Sydney Futures Exchange, Futures Representative License, 1992

- WORKING PERMISSIONS -

USA – Citizen by birth

Australia (New Zealand) – Citizen since 1994

Czechia – Permanent resident since 2004