

MARTIN J. SIEGEL  
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## PROFESSIONAL EXPERIENCE

### STERN SCHOOL – NEW YORK UNIVERSITY

Fall 1999 –

- Adjunct Professor of Finance and International Business in the Graduate School of Business at NYU. The course is “Emerging Financial Markets “ and is listed as B40.3380 in the MBA program and C15.0023 in the undergraduate school.

### W.P. CAREY SCHOOL OF BUSINESS- ARIZONA STATE UNIVERSITY Fall 2011-

Honors Faculty: Adjunct Professor of Finance teaching “Emerging Financial Markets” course 494 to undergraduate seniors in the Carey School of Business at ASU.

### LONG TERM CAPITAL MANAGEMENT, L.P.

1994- November 1998

- Researched and traded relative value equity investments in Europe, Asia and Latin America. Traveled globally, most recently to South East Asia, to identify and evaluate potentially undervalued equity and fixed income investment opportunities in emerging markets.
- Analyzed and traded all emerging market debt in a relative value framework. The primary focus was Latin American Brady Bonds, with the major emphasis on Brazil, Argentina and Mexico.
- Conceived strategies for equity pairs trading. Created the ISDA swap agreements. Negotiated the cost structure with the broker dealers and had responsibility for trading these positions: included were voting and non-voting shares, ordinary and preference shares, holding company stub trades, and domestic and foreign registered securities.

### SMITH NEW COURT SECURITIES

1992-1993

Director

- Restructured Smith New Court’s Latin American equity department.
- Directed all research, sales and trading in Latin American equities.
- Selected the portfolio, managed, and traded a proprietary book in Latin American equities.

## SALOMON BROTHERS

1973-1992

Vice President and Manager of the International Equities Department

- Created and built the international equity arbitrage department. Head Trader and manager of a team of five traders and nine sales and research salespeople.
- Created and traded the first International Equity Index for the Wells Fargo Bank in 1975
- Co-Director of the first Institutional Emerging Equity Conference in 1981. Co-sponsored by Salomon Brothers and the International Finance Committee of the World Bank
- Developed and managed the Salomon Brothers- Russell International Equity Index
- Advised the countries of Brazil and Colombia in formulating their laws governing foreign equity investments.
- Built a \$100 million Latin American equity proprietary book in 1989. That trading book increased from \$100 million to \$340 million over a period of two and a half years, producing a compound annual return in excess of 60%.

## DONALDSON, LUFKIN AND JENERETTE

1970-1973

Vice President.

- Hired to start an international equity trading department for DLJ. Responsible for trading and sales of all international equities.

## BOBBIE BROOKS INC.

1965-1968

CEO AND COO of the Max Siegel division of this major publicly traded apparel manufacturer.

## MAX SIEGEL ASSOCIATES

1956-1965

COO of the largest popular-priced children's apparel manufacturer in the United States. The firm employed 1000 people in nine operating divisions with factories in nine states. In 1965 Max Siegel Associates was acquired by Bobbi Brooks Inc.

## EDUCATION

MBA, COLUMBIA UNIVERSITY, 1970

Finance. Honors: Beta Gamma Sigma

BA, UNIVERSITY OF VERMONT, 1956

Economics. Honors: Economic Honorary Society

