

Kateryna Dashevskya

Portfolio for the position of
Financial Institutions Relationship
Manager





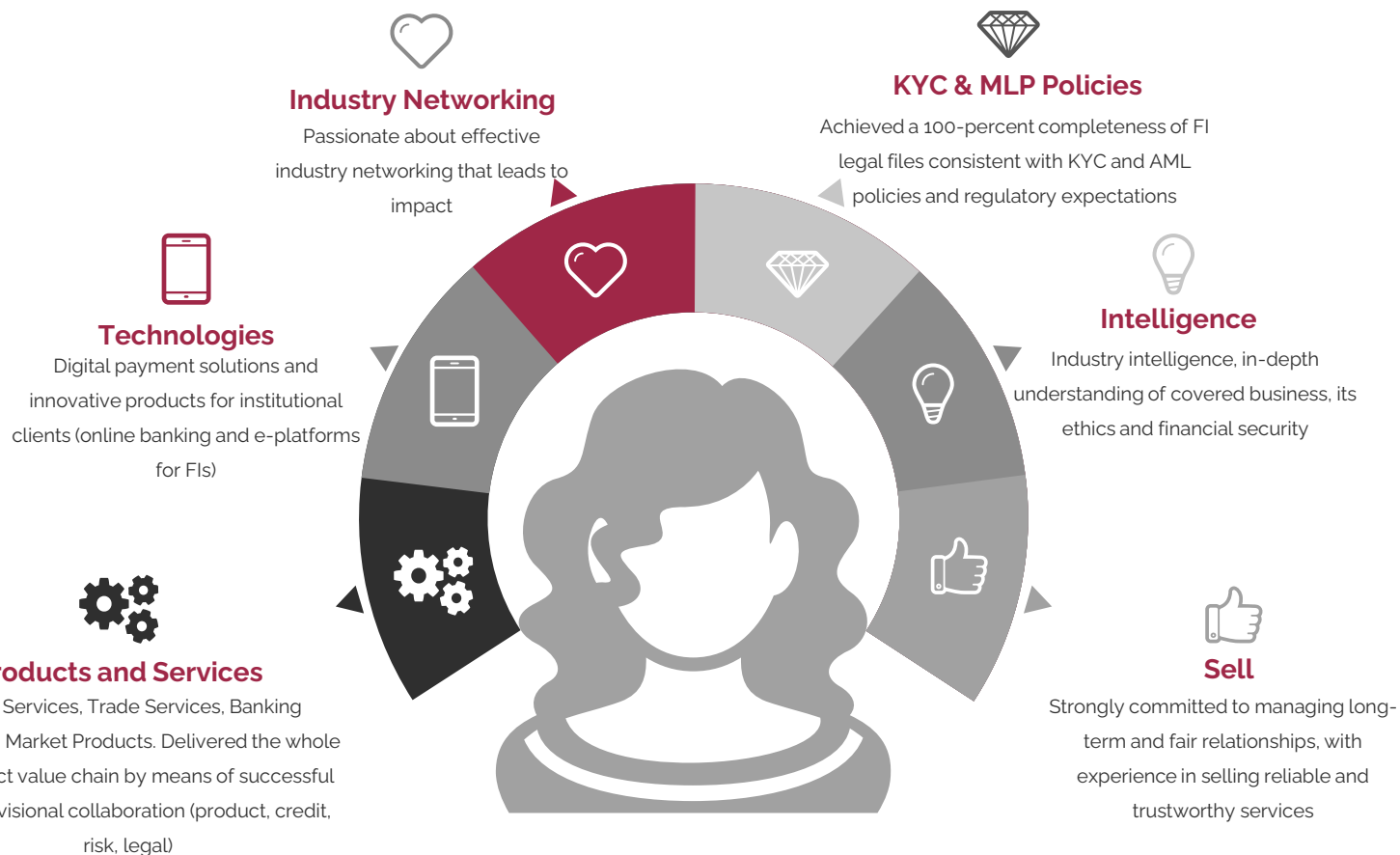
"The customer's success leads to a winning partnership"

- Kateryna Dashevskaya

Solutions driven individual with 10+ years of banking experience in solving complex problems and working with cross-functional teams. Broad experience (> 5 years) in transformation, change and post-acquisition integration projects in project manager role (Treasury), solid track record in coordinating logistics, scheduling, and personnel for various small and medium-scale events (field marketing events, rating meetings, road shows, banking trade shows, etc.). Possess strong communication and interpersonal skills with a proven ability to foster productive relationships with stakeholders

Capabilities

Kateryna knows



At a Glance

Qualification and Skills



Business Ethics

Approaching strategic targets with high ethical standards



Due Diligence

Ensuring that key economic, financial, technical, and legal issues are considered



Planning

Time management, organization, prioritization, problem-solving skills



Technical Writing

Effective writing of process documentation, guidelines, agrmt.templates, proposals



Communication

Communicating effectively across management levels and organizations



Portfolio

Proven track record of handling complex account openings (NOSTRO, LORO, invest., escrow, etc.), contracting ISDA / GMRA agreements



Partners

Effective partnerships with local and premier global banks, export credit agencies (EIB, IFC, Hermes, EGAP), institutional investors, non-bank FI's



Process

Successful cross-divisional collaboration (product, compliance, credit, risk, legal, back-office)



Presentation

Presentation skills. Solid track record of action-driven pitch books and persuasive presentations to diverse audiences



Global Banking

Covered regions: the US, Europe, Asia, Middle East, CIS & Baltics

Key Accomplishments



Motivation, Creativity, Planning

Coordinated establishment of the Bank's rep. offices abroad;
end-to-end organization or effective contribution to event management of various small and medium scale events (field marketing events, rating meetings, forums, etc.)



Teamwork, Time Management Skills, Reliability

End-to-end introduction of the Bank's counterparties to Commerzbank AG (more than 200 FI-customer files processed for two months); optimised bank accounts for making payments while ensuring full compliance with Group policies



Ability to Adapt, Communication, Perseverance

Excelled on projects in project manager role in transformation and post-acquisition integration initiatives (prioritization on TMS integration, suggested and implemented a reduction in the number of bank accounts with an ensuing realisation of cost savings by 12%, a renegotiation of fees with the combined new volumes



Presentation Skills, Coaching, Technical writing

Created training manuals & an employee training on settlements via SWIFT. This helped corporate clients reduce payment cycle times by ~60% and lower collection costs by ~50%; wrote effective documentation to successfully contribute to development of the Bank's Liquidity and Funding Risk Management Policy, Capital Management Policy, FX Cash Management Policy, and their updates



Scrutiny, Attention to Detail, Commitment

Developed and provided reports pertaining to effective facility agreements to control financial covenants; achieved a 100-percent completeness of FI legal files consistent with KYC and AML policies and regulatory expectations

Career

2005

Junior Manager | Corporate Lending

Responsible for credit analysis, credit and collateral documentation, credit administration (Corporates)



PrivatBank, Rivne, UA

2006

Regional Head Office of PrivatBank, Kyiv, UA



Credit Centre trainee

Responsible for credit analysis, credit and collateral documentation, credit administration (SME's)

Selected Contribution: Designed & developed the Automated Information System on evaluating efficiency of the Credit Centre in Kyiv Regional Head Office of CJSC CB "PRIVATBANK" (defended master's thesis on this topic)

2006

BANK FORUM **Commerzbank Group, Kyiv, UA**

Junior Manager | Branch Network Development

Acted as highly motivated and versatile coordinator of the Bank's branches while achieving deliverability of communication between Head Office and its regional network (which almost doubled in size at that time)



2007

Junior Manager | Financial Institutions

Assisted the Financial Institutions Team to execute client projects by collaborating with stakeholders globally. Ensured continuous client satisfaction by maintaining a high level of customer service. Monitored, coordinated, and prioritized all activities of the Bank's rep. offices abroad, incl. budgeting & cost analysis

2008

Manager | Financial Institutions

FI client responsibility (Europe, CIS & Baltics), with on-sight visits, FI credit process. Complex account openings, contract management. Trade Finance advisory to Ukrainian corporates, multinationals, and commodity traders. Supported post-acquisition activity in respect of all FI transactions. Delivery manager for new FI tools, participated in integrations in terms of OKR setting and execution control; wrote effective business requirements documentation



2011

**Manager of International Funds | Debt Capital Markets,
Financial Institutions**

Covered bank relationships, supplemented cross-sales of Trade & Export Finance, Cash & Treasury. Full ownership of the logistics for on-site visits and rating meetings. Worked with Onboarding, Legal and AML Compliance to understand impacts of the evolving regulatory landscape (FATCA). Project manager for dedicated post-acquisition integration projects. Solicited regular feedback from stakeholders, via a self-designed & implemented mechanism

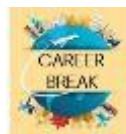
2012

**Senior Manager | Debt Capital Markets,
Financial Institutions**

Coordinated international borrowings and repayments under effective funding facilities. Full responsibility for relationships with Financial Institutions, credit rating agencies, treasury network. Conducted counterparty financial and rating reviews with Credit Risk Management, as well as annual due diligence and compliance country reviews. Reviewed dedicated business topics (Transaction Banking, Compliance, Risk Management), as well as helped internal authorities in closing internal alerts, investigations, and queries

2017

Then relocated to Switzerland due to husband's work assignment in Lausanne



Career break | Lausanne, CH

Parenting. Managing multiple schedules and logistics for family members. Professional development. Learning French.

2019



Co-founder, Second VP, Marketing, Finance

Employee compensation (teachers of 'École ukrainienne à Genève'), bookkeeping & accounting. Event manager. Communication facilitator at team & cross-team levels to create consensus on projects planning & execution. Google Workspace administration, contract management (supply agreements), payment solutions for charities administration. Full responsibility for technical content creating and copywriting

Ukrainian Women in Switzerland Association, Geneva, CH

2022



The World Federation of Ukrainian Women's Organizations, Toronto, CA

WFUWO Representative to the UN | Geneva, Switzerland

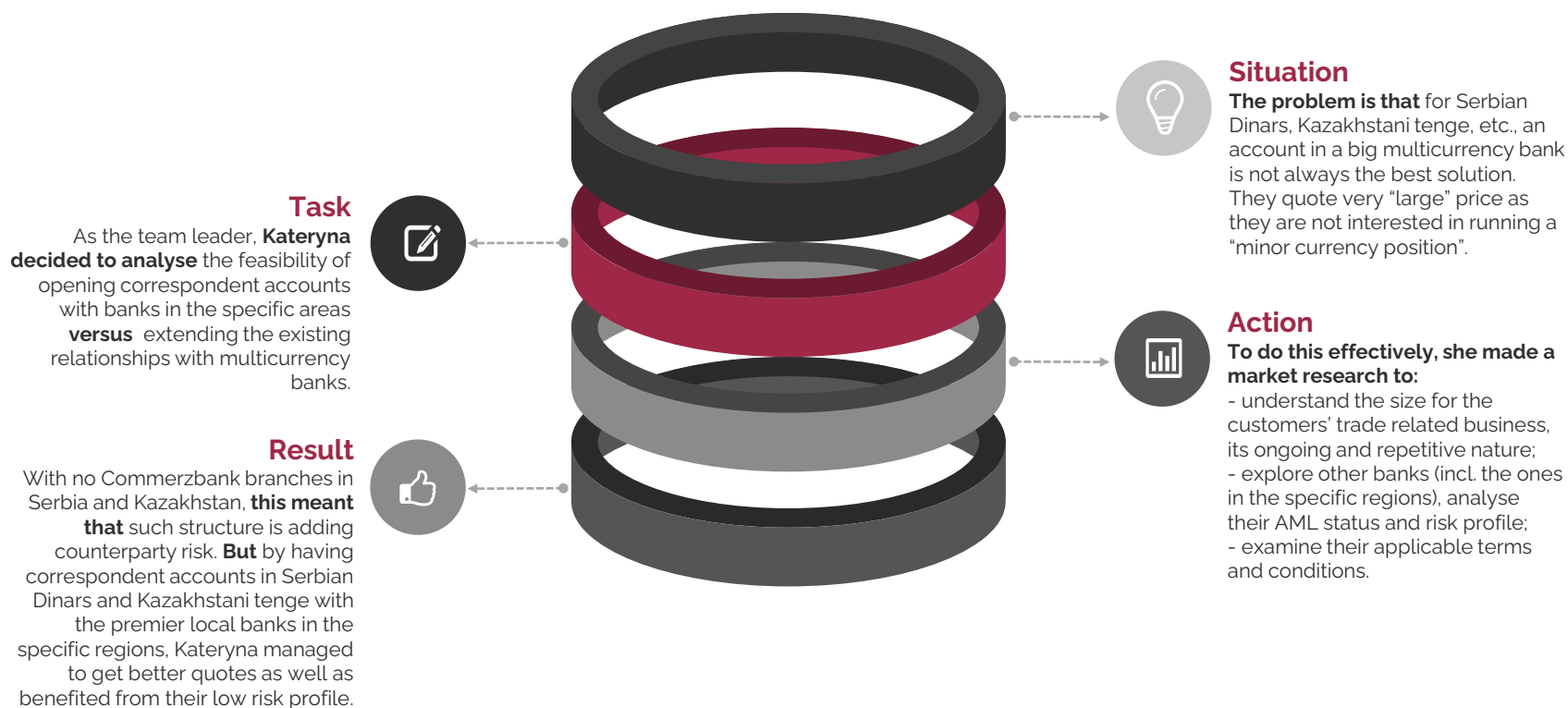
Volunteering for human rights as a fellow representative of the World Federation of Ukrainian Women's Organizations (WFUWO) to the UN Human Rights Committee in Geneva. Ongoing administrative support during major event days, sessions, interactive dialogues throughout the year about human rights in Ukraine. Writing official statements on behalf of WFUWO according to its priorities within the OHCHR agenda

In Action

Case on Forex

Setting the scene

The Bank had an array of customers with trade related activities in Serbia, Kazakhstan, etc. To address business challenges, the Bank needed to have specialized counterparties and specific forex credit lines with banks which are market makers of the currencies its customers deal with.

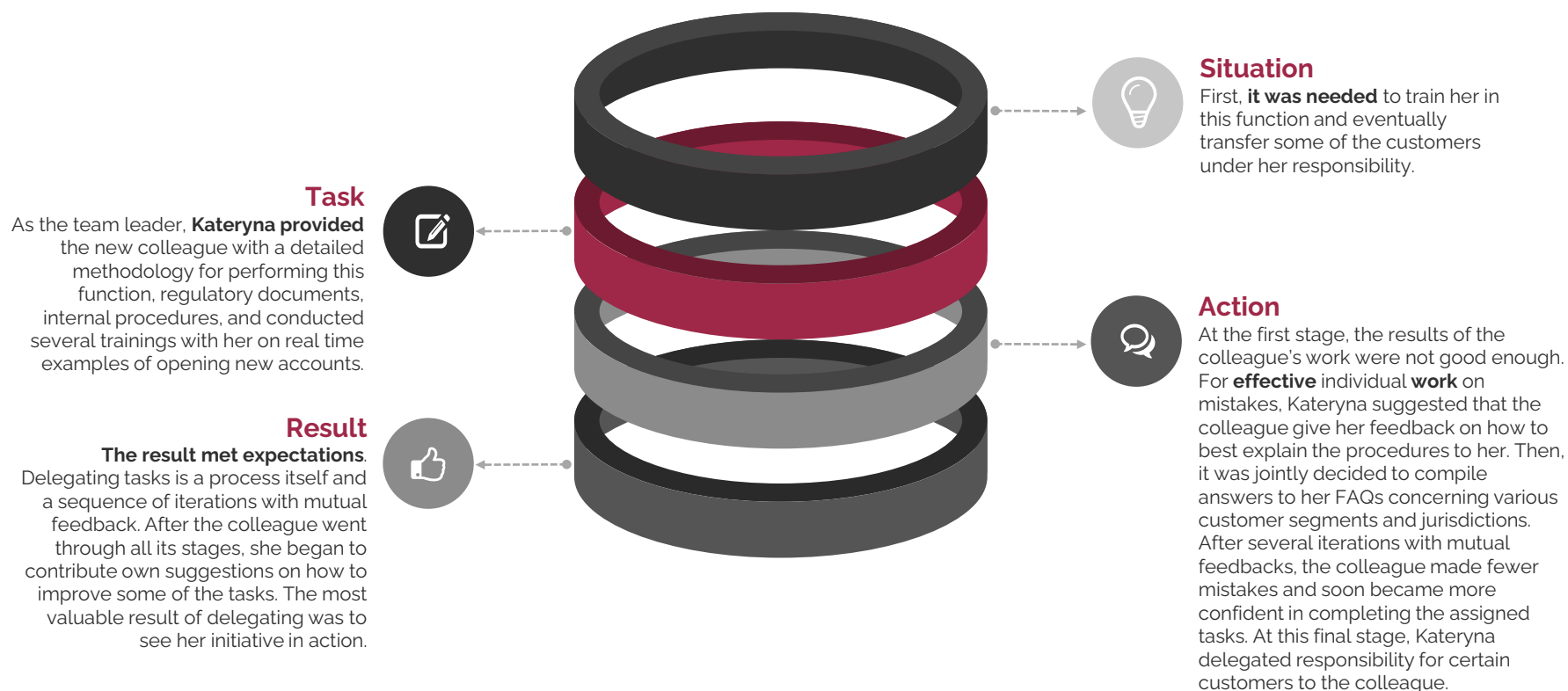


In Action

Case on Delegating Tasks

Setting the scene

Following the internal re-organization in the Bank, a colleague from another department joined Kateryna's team. She has good experience in debt facility agreements, but had no experience in opening accounts in all required jurisdictions according to deadlines and legal constraints.



Volunteer Experience

WFUWO Representative to the UN

- Volunteering for human rights as a fellow representative of the World Federation of Ukrainian Women's Organizations (WFUWO) to the UN Human Rights Committee in Geneva

Ukrainian Women in Switzerland association

- Co-founder, second VP – Finance, Marketing
- The Association is an organizer of cultural and educational events in French-speaking Switzerland, a founder of 'École ukrainienne à Genève', and an associate member of the WFUWO

Global Management Challenge

- Participated with Forum Solutions team in the semi-final of the strategic management competition Global Management Challenge-2007

AIESEC Ukraine

- Co-organized a series of trainings and workshops on leadership development for Rivne university students at the National University of Water and Environmental Engineering



Recommendations

Irina Zakernychna
Crédit Agricole,
Kyiv, UA

Katya possesses a rare combination of valuable qualities – integrity, intelligence and stamina. Katya's analytical skills extensively helped – from processing high volumes of information to quickly distinguishing the very essence of a problem.



André Warmuth
Managing Director,
Volkswagen Bank Greece

It was a great pleasure to work with Kateryna and take benefit from her industry networking, her proactive problem solution approach, responsiveness, customer-focused, thorough and scrutinized attitude to work while ensuring maximum value to the International Funds team.



Vira Fediurko
Funding Manager, Funding &
Intragroup Business, Treasury,
RBI, Vienna, AT

It's not just Kateryna's technical skills that impress me. Kateryna was a joy to work with because of her positive attitude and efficient work with the bank's internal departments to ensure it meets clients' expectations. Her teamwork and negotiation skills were valued not just by myself, but by our industry network on the covered market, who often relied on her to get the job done.





Change management, communications and relationship-building are the key areas of Kateryna's focus in personal development of soft skills. Being able to explain complex content in a brief but robust manner to diverse audiences is fundamental

Contact Information

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