CURRICULUM VITAE

TARGET ROLE · DIRECTOR, INVESTMENT ADVISOR

Dmitrii Votoropin, CFA

Private Banking · Investment Advisory · Wealth Management

14+ years across Citi & Gazprombank · ~USD 3B AUM · ~100 HNW clients

Moscow · open to Abu Dhabi relocation · +7 982 647 8334
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PROFILE

CFA charterholder with 14+ years in private banking, wealth management and investment advisory across Citi (10+ yrs) and Gazprombank. Currently Executive Director, Investment Counsellor at Gazprombank advising ~100 HNW clients on ~USD 3B AUM. Build qualitative, portfolio-based advice across global fixed income, equities, structured notes, DCDs and alternatives; lead market updates, internal trainings and product-platform initiatives in close partnership with relationship managers. Previously led Citi's Russia portfolio counsellors & analytics team and won Citi's 2020 Chairman's Council Award (top 5% of regional BDMs). Native Russian, fluent English — well placed to serve UAE Elite and CIS-origin HNW clients.

CORE STRENGTHS

Investment Advisory
Qualitative portfolio framework, asset allocation, monitoring & rebalancing for HNW/UHNW.

Product Breadth
DM/EM bonds, equities, structured notes, DCDs/deposits, mutual funds, alternatives/private markets.

Markets & Macro
Global financial markets, macro-economic outlook, credit research, daily market commentary.

RM Partnership
Joint coverage with bankers; portfolio reviews, prospecting, cross-sell, client retention.

Advisory Infrastructure
Recommended-product platform, advisory workflow, terminals/RDP rollout, KYC & controls.

Communication
Market updates, internal trainings, conferences and webinars; native RU, fluent EN, basic ES.

EXPERIENCE

Jun 2024 – Present
1+ yr
Moscow

Executive Director, Investment Counsellor
GAZPROMBANK · Private Banking

- Lead investment counselling and portfolio advice for ~100 HNW clients with ~USD 3B in combined AUM; build and monitor diversified portfolios across global fixed income, equities, structured products, DCDs and alternatives, aligned to each client's risk profile.
- Drive portfolio reviews, rebalancing decisions and tactical asset-allocation tilts using a qualitative portfolio framework, in close partnership with relationship managers.
- Deliver market updates and investment views to clients and internal stakeholders; contribute to recommended-list, product-platform and advisory-workflow initiatives.

Jan 2022 – Jun 2024
2 yrs 6 mo
Moscow

VP, Head of Portfolio Counsellors & Analytics
CITI · Wealth Management

- Led the Russia portfolio counsellors & analytics team — hiring, mentoring and performance management — responsible for advisory quality and analytical output for Citi's HNW/UHNW client base; managed ~USD 500M AUM across ~200 clients.
- Owned both quantitative (revenue) and qualitative (diversification index) advisory KPIs; ensured portfolio-quality and investment-revenue targets were met; coordinated with brokerage, treasury, mutual funds, sales management and analytics teams.
- Defined and launched advisory products, structured solutions and recommended strategies across DM/EM bonds, equities, structured notes, DCDs and alternatives.

EXPERIENCE / CONT'D

Apr 2019 – Jan 2022
2 yrs 10 mo
Moscow

Senior Business Development Manager / Senior Investment Counselor
CITI · Wealth Management

- Drove client acquisition, AUM growth and investment-revenue generation across Citi's wealth segment; structured solutions across Citi's full global product shelf — bonds (DM/EM), equities, capital-protected and yield-enhancement notes, DCDs and alternatives.
- Built advisory product platform and cross-team workflows with brokerage, treasury, mutual funds and sales management; partnered with bankers to prospect new investment business.
- 2020 Chairman's Council Award (Singapore) — top 5% of regional BDMs globally for investment-revenue generation and portfolio-quality metrics.

Oct 2013 – Mar 2019
5 yrs 6 mo
Ekaterinburg

Senior Citigold Executive · Deputy Branch Manager
CITI · Citigold Wealth Management

- Managed a portfolio of Citigold affluent clients; delivered investment advisory, portfolio reviews and cross-sell of wealth and banking products. Consistently exceeded acquisition and AUM-growth targets, earning promotion to Senior BDM.
- Owned KYC for the client base and adherence to Citi's sales-process and control framework.
- AHS 2016 (USA) · Star Awards 2018 (Singapore).

Oct 2011 – Oct 2013
2 yrs
Ekaterinburg

Senior Financial Advisor
BCS · Brokerage & Wealth

- Advised retail and affluent clients on brokerage, mutual funds and structured investment products; led a team of financial advisors, drove acquisition and cross-sell.

EDUCATION

2013 – 2015

Russian Academy of National Economy & Public Administration
Master of Science, Faculty of Economics & Social Science

2007 – 2011

Ural State University
Bachelor's Degree, Faculty of International Relations

CREDENTIALS

- CFA Charterholder — CFA Institute (charter awarded 2023; membership to be reactivated upon relocation, in line with CFA Institute sanctions guidance).
- Member, The American Finance Association (AFA); published academic researcher and financial-press contributor.
- Citi 2020 Chairman's Council Award (Singapore) · Star Awards 2018 (Singapore) · AHS 2016 (USA).
- FSCM 1.0 Certified.

LANGUAGES

Russian — Native · English — Full professional fluency · Spanish — Elementary