

# JOSEPH SHATZ

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jshatz@business.rutgers.edu

## PROFESSIONAL PROFILE

Senior Fixed Income and Derivatives Strategist with 30 years of experience covering interest rate and interest rate derivative products who is well recognized and respected as a market expert. Experienced lecturer/teacher in both a university classroom and business setting.

- Expert on wide range of financial markets and investment products, especially fixed income and derivatives including Treasuries, TIPS, futures, options, and swaps
- Extensive experience training internal and external clients and speaking at world conferences and events
- Strong communication and presentation skills - can explain complex investments to both the most basic and the most advanced internal and external clients
- Accomplished author of publications presenting financial market views and actionable trade and investment ideas
- Relationships with US Treasury, NY Fed, GAO, CME/CBOT, World Bank, foreign central banks, pension funds, investment managers, mutual funds, hedge funds
- Substantial experience teaching in a university classroom and remotely, as well as preparing students for job interviews and successful careers in the financial industry
- Strong mathematical, quantitative, and analytical skills

## PROFESSIONAL EXPERIENCE

**Rutgers Business School** – Rutgers University, NJ

2017 – present

### **Assistant Professor of Professional Practice, Finance and Economics**

- Teach the following courses: “33:390:320 *Global Capital Markets*”, “33:390:420 *Derivatives*”, “33:390:380 *Investment Analysis*”, and taught “22:390:603 *Investment Analysis*” course in MBA program, and “22:430:609 *Derivatives*” course in Masters of Financial Analysis program
- Guest Speaker for Rutgers programs such as Beta Gamma Sigma (RBS National Honor Society), Rutgers Business Governing Association, Rutgers University Business for Youth (RUBY), First-Year Interest Group Seminars (FIGS) program, and Business Forum class
- Faculty Advisor for First-Year Interest Group Seminars (FIGS) program and Faculty Advisor for Honors Thesis program
- Spend substantial additional time outside of the classroom preparing Rutgers Business School students for job interviews and providing career advice

### **Investor/Trader/Educator**

2011 - present

- Managing my family portfolio, investing and trading in equities, options, and fixed income futures and options
- Providing tutoring and training in fixed income rates and derivatives products
- Provided education for the CME <https://www.cmegroup.com/education/files/using-treasury-futures-to-replace-swap-exposure.pdf>

**MERRILL LYNCH** – New York, NY (now “Bank of America Merrill Lynch”) 1993 - 2011

### **Senior Director**

- Senior Fixed Income Strategist for interest rate and interest rate derivative products (e.g. Treasuries, TIPS, financial futures and options, swaps, repo, etc.)
- Generated ideas and analyzed macro and relative value trade and investment opportunities, designed and implemented hedging strategies

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- Enhanced client relationships, created customer loyalty, and increased client trading by training and educating customer teams on multiple markets and products, providing market analyses and views, actionable trade ideas, investment strategies, and asset allocation
- Taught classes and provided education and training on bond mathematics, TIPS, futures, options, swaps both internally at Merrill for sales, trading, research, continuing education programs, analyst/associate/intern training programs and also for external clients
- Advised senior officials at United States Treasury, NY Federal Reserve, IMF, GAO, CME/CBOT, LIFFE, World Bank, and foreign central banks across the world
- Extremely broad range of external clients such as foreign central banks, pension funds, life insurance companies, money managers, mutual funds, asset managers, hedge funds (research widely read on the street, article distribution list of about 1000 external clients)
- Treasury Refunding Meetings with US Treasury and NY Fed, provided Merrill's written responses to the dealer refunding questions and represented Merrill at the meetings
- Highly rated speaker at Merrill's World Central Bank Conferences in Spain, Portugal, and Italy and at Merrill's Fixed Income Client Conferences in the US
- Panelist and speaker at OECD/World Bank/IMF Global Bond Market Conference in Washington DC; Keynote speaker at multiple CME/CBOT conferences
- Taught seminars for NY Federal Reserve on Financial Futures and presented my Year Ahead Outlook for multiple markets
- Co-founder and co-head of *Inflation Strategist* and lead author for US TIPS section of this flagship Merrill Lynch monthly publication which examines global inflation-linked products and presents views on inflation and real yields along with trade ideas
- Provided leadership as a manager, teacher, trainer, and mentor of junior team members and new analysts/associates
- Recruited many talented employees; Created an internship program working for me and managed and trained about 50 interns in this program over the years, many were subsequently hired and became highly successful full-time Merrill Lynch employees
- Strong media and press experience; Frequently seen and quoted (Bloomberg TV/News, CNN, Wall Street Journal, Financial Times, NY Times, Market News, Dow Jones, Reuters)
- Advised internal and external clients on market positioning, investing, trading, and asset allocation and provided internal and external education and training
- Analyzed global macro economics and events, Federal Reserve and other global central bank monetary policies, supply/demand factors, currencies, asset market movements and alternative investments to determine impact on interest rates, curve shape, volatility, and spreads, determine relative value and maximize risk-adjusted returns
- Provided and published financial market views, actionable trade ideas, and investment strategies, and produced value-added timely, relevant and innovative research
- Obtained NASD Series 7, 63, 3 licenses
- Proficient with analytical investment software and tools such as Bloomberg, Excel, etc.

## EDUCATION

**Master of Investment Management and Financial Analysis (2021)**  
**CREIGHTON UNIVERSITY**

**Bachelor of Arts in both Mathematics and Economics (1993)**  
**CORNELL UNIVERSITY**