

# Oliver Clasen

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## Professional Profile

*A dedicated and results-driven Member of the Board of Managing Directors (Geschäftsführer) with a highly successful background in the achievement of profitable business growth through the creation and execution of successful sales and marketing strategies. Experienced in working with institutional clients in the competitive asset management industry with the primary focus on exceeding expectations for the clients while ensuring profitable growth of earnings. Possesses excellent interpersonal, communication and negotiation skills and the ability to develop and maintain mutually beneficial internal and external relationships. Enjoys being part of, as well as managing, motivating and training, a successful and productive team, and thrives in highly pressurised and challenging working environments.*

## Career Summary

**2012-present**

**HVC Management Ltd., Frankfurt/London**

**Founder & Director**

(<http://hvcmanagement.com>)

**Long-Term-Investing Research AG, Karlsruhe**

**Member of the Board**

(<http://www.long-term-investing.de>)

**2005–2011**

**Allianz Global Investors Kapitalanlagegesellschaft mbH, Frankfurt**

**Managing Director, Business Development & Account Management Institutional**

**cominvest Asset Management GmbH, Frankfurt (2009-2010)**

**Managing Director, Head Institutional**

- Account Management / Business Development and managing up to 150 members of staff to provide first quartile client service for over 450 institutional clients (AuM over € 75 billion; revenue of € 150 million). Maintaining full profit and loss accountability while achieving a year-on-year growth in revenue of more than 10% (except 2008)
- Elected as a member of the Board of the Bundesverband Investment und Asset Management e.V. and in charge of the political & regulatory affairs of Allianz Global Investors in Germany
- Leading the negotiations to taking over the institutional asset management unit of Commerzbank and heading the integration of 150 clients (AuM over € 15 billion) into existing organisation. Implementing cost measures to manage costs according to budget requirements
- Playing a pivotal role in redeveloping the third party retail sales channel across the German market with the aim to improve business performance (AuM € 11.2 billion, revenues over € 100 million)
- Developing and implementing a new product and sales strategy for the client segment banks. Number of clients doubled in two years, AuM increased from € 1.5 billion (in 2005) to € 4.3. billion (in 2007)

**2001–2005**

**dresdnerbank investmentmanagement GmbH, Frankfurt**

**Director, Head of Client Portfolio Management**

- Providing management and support for up to 55 members of staff and motivating them towards the achievement of optimum service delivery standards to facilitate customer satisfaction according to the Greenwich Quality Index (1<sup>st</sup> Quartil)
- Fully accountable for the investment process customized institutional funds (segregated accounts). Heading several teams such as equity, fixed income and balanced portfolios as well as support and service functions
- Developing and implementing a new product solution for small institutional mandates to improve overall efficiency and profitability

## Career Summary cont.

**1994–2001**                    **dresdnerbank investmentmanagement GmbH, Frankfurt**  
**Vice President, Portfolio Management Institutional**

- Responsibility for portfolio management of institutional funds including strategic consultation, performance report and asset allocation

**1991-1994**                    **DEUTSCHER INVESTMENT-TRUST Gesellschaft für Wertpapieranlagen mbH**  
**Personal Assistant of the CEO**

- Working in close conjunction with CEO to analyse and develop the company strategy and the asset management business for retail and institutional clients
- Entrusted with handling the mandates. Comprehensive preparation of the supervisory board meetings

**1983 - 1986**                    **Dresdner Bank AG, Frankfurt**  
**Trainee & Financial Advisor for Private Clients**

## Education and Qualifications

**2005–2006**                    **International Institute for Management Development (IMD), Lausanne**  
**Program for Executive Development (10 weeks)**

- Learn to drive performance in a fast-changing global environment
- Discover how to build a better business: gain skills, create networks, inspire others
- Achieve leadership objectives through personal coaching

**1993–1994**                    **DVFA – Deutsche Vereinigung für Finanzanalyse, Darmstadt**  
**(Certified European Financial Analyst)**

**1986–1991**                    **Johann-Wolfgang-Goethe University, Frankfurt**  
**Business Administration, Diplom Kaufmann**

**1970–1983**                    **Rudolf-Koch Gymnasium, Offenbach**  
**Abitur**

## Professional Development

- Management Development Programme
- Leading & Motivating people
- Presentation & Sales Skills
- Change Management
- Appraisal Training
- Team Building

## Personal Details

**Interests**                    Jogging, Swimming, Skiing, Countryside and Cuisine  
**Family**                      Married, two daughters (14 and 16 years)

## Reference Available On Request