

**Timothy Reed**  
**Prime Brokerage Business Manager**  
[treed@timothyreed.com](mailto:treed@timothyreed.com) / +1 718-522-5090

**SUMMARY**

- Extensive experience as a multi-asset class Prime Brokerage business manager, including loan operations, client-facing reporting, onboarding, and business startup.
- Proven success collaborating with development, support, operations, sales, and clients.
- Strong technical background.

**CAPABILITIES**

Subject Matter: Prime Brokerage, Institutional Lending, Loan Servicing/Collateral Management  
Management: Lean Agile, Waterfall, Product Development, Platform Migrations  
Technical: SQL, Python, UNIX scripting, Google App Script, Excel macros, REST API queries  
Software: Confluence, Google Sheets, Microsoft Office, Lucid Charts, SWIFT, Postman

**CERTIFICATION**

- Project Management Professional (PMP), Project Management Institute

**TRAINING**

- SDM SAFe Product Owner-Product Manager
- SDM Lean-Agile for Teams
- Fundamentals of Product Management, Sequent Learning Networks
- Advanced MS Project Workshop, Project Management Institute NYC Chapter

**PROFESSIONAL EXPERIENCE**

**BitGo Inc. – New York, NY**  
**Prime Brokerage Business Manager**

**June 2019 – Present**

Responsible for the daily operations of the Prime Brokerage business, including institutional crypto lending, settlement, and trading; head of Loan Servicing business.

**Responsibilities/Deliverables:**

- Managed daily operations of the lending, trading, and loan servicing businesses.
- Lead development and daily operation of the Loan Servicing business in partnership with BitGo's regulated qualified custodian.
- Managed six-person global client service team responsible for new client onboarding/KYC/AML; loan origination, asset transfers; daily settlement with liquidity providers and clients.
- Developed and managed initial version of the lending platform using Google Sheets front-end, App Script automation, and trigger execution scheduling
- Documented service and product requirements, developed use cases, populated JIRA backlog, and partnered with product managers and other stakeholders.
- Documented policies and procedures to guide and manage daily operations.
- Consulted with BitGo Prime's CEO on all aspects of managing the business, including planning, staffing, and new client pitches.

**Timothy Reed**  
**Prime Brokerage Business Manager**  
[treed@timothyreed.com](mailto:treed@timothyreed.com) / +1 718-522-5090

**Bank of America, Equity Services Technology – New York, NY**  
**Senior Business Analyst/Project Manager/Agile Product Owner**

**Apr 2017 – Mar 2019**

Product owner, project manager, and business analyst responsible for several projects, including:

- Migrated delivery of ~100K PB reports to a consolidated strategic platform.
- Managed development of a web-based activity and position data on-demand query tool with consolidated, multi-asset-class capabilities.
- Migrated the bank's PB books and records and data flows from a legacy to strategic platform.

**Freelance Consultant**  
**Project Manager/Business Analyst**

**Jan 2016 – Mar 2017**

Consulted on short term projects for remote global customers, including:

- Developed an operational runbook to manage a complex quarterly client billing process.
- Authored a detailed RFP for a data analysis platform with BI, ETL, and EDW components.
- Responded to a government-issued RFP for a nationwide inventory management platform.
- Created complete PMP training guidelines for a PMP R.E.P.-certified educational organization.

**Citco Fund Services (USA), Inc. – Jersey City, NJ**  
**Broker Connectivity Manager/VP**

**Sep 2008 – Sep 2015**

Managed team of project managers and business analysts responsible for trade capture and data extracts.

**Lehman Brothers – New York, NY**  
**Fixed Income Prime Brokerage Product Manager/VP**

**Jun 2007 – Sep 2008**

Responsible for client-facing web applications, including trade capture, wire transfers, reporting, and landing pages. Worked with client service to solve certain long-standing client-facing issues.

**UBS Securities LLC – New York, NY**  
**Fixed Income Prime Brokerage Product Manager/Director**  
**Business Analyst**

**Jun 2003 – Jun 2007**  
**2005 – 2007**  
**2003 – 2005**

Managed development of the trade capture and client reporting software platform for Fixed Income Prime Broker middle and back office.

**Credit Suisse – New York, NY**  
**Prime Broker Development Manager**

**1997 – 2001**

**JP Morgan – New York, NY**  
**Senior UNIX Systems Engineer/Administrator**

**1992 – 1997**

**Credit Suisse – Tokyo, Japan**  
**Front Office Trading Systems Manager**

**1990 – 1992**

**Objective Technologies – New York, NY**  
**Founder/Technology Startup**

**1990**

**EDUCATION**

- Undergraduate studies, School of Visual Arts, New York, NY