



### Matteo Vaghi · 2nd

Financial Professional | Investment Solutions | Capital Markets | Banking | Structured Products | Asset Management | Wealth Management | Team Leader | Real Estate Financing Solutions



- London Business School

London, England, United Kingdom · [Contact info](#)

480 connections

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### About

Results-driven, ambitious and competitive business leader in banking and finance, focused on transformative leadership and continuous improvement to drive growth and maximize profits. Tenacious executive ready to take on challenging role, meet goals and surpass expectations. Experience in every area of the bank with unique clients' relationships in the institutional and the wealth management area and deep understanding of clients' needs. Motivated by challenges and new business opportunities with a focus on business development in the long term.

An empathic yet determined leader, nurturing talents and striving for improvement.

Excels through delivery of innovative financial solutions to complex problems.

Over the years has developed a network across different regions and profiles, a key strength is to connect products with clients with a taylor-made approach and a passion to deliver.

Resilient and tackles hard times with good humour, never losing positivity nor energy.

Keen to discuss challenging roles

### Activity

479 followers

Matteo Vaghi commented on a post · 1mo

Congrats Valentina! 🇺🇸

Matteo Vaghi commented on a post · 1mo

Congrats Francesco!

Matteo Vaghi commented on a post · 2mo

Congrats Stefan!

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### Experience



Deutsche Bank

Full-time · 23 yrs 10 mos  
**Managing Director**  
London Area, United Kingdom · On-site

Jan 2014 - Jan 2025 · 11 yrs 1 mo  
International Key Clients Coverage  
Led a team of up to 150 Wealth Management experts for Italy, France, Spai...

📌 Fund of Funds (FOF), Alternative Investments and +19 skills

### Head of Funds and Retail Investment distribution

Jan 2009 - Jan 2014 · 5 yrs 1 mo  
Coverage of DB network and third-party network for Retail investment products and Fund Solutions from the Global Markets Division.

📌 Alternative Investments, Interpersonal Skills and +11 skills

### Head of Institutional Coverage Italy

Apr 2001 - Jan 2009 · 7 yrs 10 mos  
Asset side coverage of Financial Institutions, led a 20 people team

📌 Interpersonal Skills, Credit Derivatives and +7 skills



### Italy Sales Coverage

Bank of America · Full-time  
Derivatives sales to Italian Financial Institutions  
Aug 1996 - Mar 2001 · 4 yrs 6 mos

London Area, United Kingdom · On-site  
📌 Interpersonal Skills, Sales and +1 skill

## Education



### London Business School

Master's degree, Finance, General  
Part Time Master in Finance (MiFpt99) whilst working at Nationsbank in London  
Sep 1997 - Jun 1999

📌 Resiliency, Commitments and +3 skills



### Università Bocconi

Bachelor's in Business Administration, Business Administration and Management, General  
Sep 1989 - Feb 1994

## Skills

### Sales

📌 4 experiences across Deutsche Bank and 1 other company

### Cold Calling

📌 Italy Sales Coverage at Bank of America

Show all 42 skills →

## Recommendations

Received Given

Nothing to see for now