

Areas of expertise: strategy • finance • structured finance • risk management • derivatives • oil & gas • energy
Key functional skills: structuring • origination • business development • project management • lean management

Education

Executive education	Stanford University - Graduate School of Business <i>Ignite Program</i>	London, 2018
PhD	Massachusetts Institute of Technology (MIT) <i>Engineering Systems Division</i>	Cambridge MA, 2002-2006
Science Master	Massachusetts Institute of Technology (MIT) <i>Civil and Environmental Engineering</i>	Cambridge MA, 2000-2002
Engineering Master	National Technical University Athens (NTUA) <i>Civil and Environmental Engineering</i>	Athens GR, 1995-2000

Professional Experience

ZARBIS Pharmaceutical Labs **Athens GR, since Nov 2020**
Chief Financial Officer & Chief Marketing Officer

Commerzbank AG **London UK, since 2006, currently on sabbatical**
Director, Head of Commodity Structuring

Started the commodity business at CoBa in 2006 as part of a team of 4 and contributed to its growth to a global team of 67 traders, structurers and marketers across 5 locations.

Structuring, origination and business development contributions

- Originating and structuring financing and risk management solutions in energy, carbon, oil & gas and metals; advising clients as product specialist; and coordinating the delivery and execution of deals
- Thought leadership: organizing and contributing at conferences, publications, seminars etc.
- Managing product development

Contributions to operations and strategy

- Designed and led the development of management information systems for the commodity structured products business, which increased accountability among sales and trading with marked improvements in key KPIs
- [2015-2017] Executive board member of the UK Structured Products Association. Co-authored and aligned compliance guidelines for UK and EU structured products regulations between industry participants and the regulator, and supported implementation alignment among UKSPA members
- [2015-2017] Member of the Regulatory Steering, Product Governance and Index Governance Committees
- [2013-2015] Worked with McKinsey as part of an operational excellence program, implementing lean methods in front office units. Spearheaded an innovative sales coordination initiative, and delivered significant impact to the office of the COO, Leveraged Finance, Credit Portfolio Management, Relationship Management and others

Technical contributions

- [2017] Designed and managed the implementation of machine learning models for optimal hedging strategies
- [2010-13] Researched and developed algorithmic investment strategies for commodities
- [2006-2012] Contributed to the technical development of the bank's commodity derivatives pricing platform

BP **London UK & Houston, TX, summers 2005-2006**
Consultant

Innovated a process for leveraging supplier relationships and increasing agility in project management by optimizing the level of standardization in the design of large-scale projects. The process was adopted in BP's project management handbook and was applied, among others, to the Thunder Horse South platform, which was completed in 2017 under budget by \$150m and ahead of schedule by 11 months.

Research and teaching

EDHEC Business School *Visiting Lecturer*

Nice France, 2013-currently

Designed and delivered MSc -level courses on commodity structuring, investments, financing and risk management to classes of 300 students, achieving exceptional reviews.

Massachusetts Institute of Technology (MIT) *Post-doctoral research associate*

Cambridge MA, 2006

Invited by MIT to advise research groups as subject matter expert in formulating further research, and to disseminate research results with project management teams within BP (the research sponsor)

Skills and continuous education

Languages	Greek (native) • English (near-native) • German (near business level)
Computer skills	MS Office (power user) • VBA • MATLAB (advanced) • Python (basic) • Murex (intermediate)
Online MOOC courses	Financial Accounting (Wharton) • Corporate Finance II • Financial Engineering (Columbia) (University of Illinois) • Negotiations (University of Michigan) • Machine Learning (Stanford) • Sales strategies (Chicago Booth)

Selected publications

Professional papers

- Risk budgeting and allocation among commodity sectors, Thinking Ahead November 2010, Issue 20
- Inside Insight: investment bankers on commodities, Thinking Ahead October 2010, Issue 19
- Are commodities an efficient inflation hedge?, Thinking Ahead August 2010, Issue 17
- Volatility Target indexing on commodities, Thinking Ahead July 2010, Issue 16
- Commodity strategy providers: banks or hedge funds?, Thinking Ahead May 2010, Issue 14
- Backwardation of contango? Pick a camp, Thinking Ahead April 2010, Issue 13
- Commodity investments in uncertain markets, Thinking Ahead March 2010, Issue 12
- Investors' role in carbon emission reduction, Thinking Ahead February 2010, Issue 11
- Economist Intelligence Unit, Greece Country Report 2009, contributor (ed. Megan Greene)
- Economist Intelligence Unit, Financial Sector report 2010 (Greece), contributor (ed. Megan Greene)

Books

- Kalligeros, K. "Real Options in Engineering Systems Design" in "Real Options in Engineering Design, Operations, and Management" (Nembhard, H., editor), published by CRC Press (2009)
- Kalligeros, K. "Commodity risk management for small businesses", in progress

Academic papers

- Kalligeros, K. and de Neufville, R., Real options in systems design: a methodological compromise and its implications, 10th Annual International Conference on Real Options, New York City, June 14-17, 2006
- Kalligeros, K., de Weck, O., de Neufville, R. and Luckins A., Platform identification using Design Structure Matrices, Sixteenth Annual International Symposium of INCOSE, 8 - 14 July 2006
- Kalligeros, K., de Weck, O. (2004) Flexible design of commercial systems under market uncertainty: framework and application. 10th AIAA/ISSMO Multidisciplinary Analysis and Optimization (MA&O) Conference, Albany NY
- Kalligeros, K., (2004) Using real options for engineering systems design: framework, applicability and limitations, MIT Engineering Systems Symposium proceedings, Cambridge, MA

Volunteering and other interests

- **Volunteering:** member of the MIT Educational Council, interviewer for prospective students
- **Coaching:** speaker in high school events on career coaching and planning. Organized career orientation events on Greek islands with speakers from the international business and academic community
- **Music:** Jazz clarinetist, performing with two bands, and former member of the Bromley Concert Band
- **Sailing:** Competitive offshore sailing; formerly co-commodore of the Commerzbank sailing club