

# ALAN HARRY

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## SUMMARY

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Business owner, development specialist, and derivative trading expert with over 30 years of experience. Strong leadership, people-management, organizational and technical skills. Passionate about building businesses from scratch and working with like-minded business professionals to achieve success. A dedicated leader and team player who is constantly looking for opportunities to share knowledge and learn from others.

## PROFESSIONAL EXPERIENCE

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### AH Franklin LLC

New York, NY

*Managing Partner, Founder*

2018 to Present

- Founded the startup equities operations and booked profits over 50% in 1 year.
- Expanded trading operations to include equities, indexes, ETFs, and options trading.

### Meson Energy

New York, NY

*Managing Partner, Founder*

2015 to Present

- Founded the startup commodities trading operations and increased profits by 25% YOY.
- Expanded crude oil and natural gas derivatives and futures trading operations.
- Extensive market-making in WTI, Brent, and Natural Gas derivatives using ICE Chat, WhenTech, and CME direct.
- Developed and maintained relationships with CME, ICE, ADM, OTC Global Holdings, BGC, Brokers, and Market Makers.
- Managed risk real-time using WhenTech.

### Spartan Commodities Fund

New York, NY

*CEO*

2012-2015

- Raised over \$7M for initial seed capital requirements to launch the fund.
- Achieved first-year returns of 10% trading crude oil and natural gas derivatives.
- Directed daily trading operations, managed 10 traders and staff, maintained compliance with regulations, and oversaw all risk management for the trading shop.
- Managed and disseminated all financial reports, liaised with investors, clearing members, counterparties and the broad-based commodities trading community.
- Developed automated and algorithmic trading systems across several markets using Python and C++.

### Harry Capital

New York, NY

*CEO, Founder*

2001-2012

- Launched the organization with \$250K of personal capital and grew profits to \$25M in 11 years.
- Lead the firm through the financial crisis with positive returns while maintaining all employees.
- Traded financial instruments including (but not limited to) futures, options, and cash equivalents in natural gas, crude oil, refined (petroleum) products, power, gold, and silver.
- Grew the company into one of the most active market making groups by integrating an arbitrage division, a futures trading division, a physical trading division, and an options trading division, with corresponding administrative and clearing departments.

### ZAHR Trading

New York, NY

*Managing Partner*

1989-2001

- Bought out the founding partner with personal trading profits from trading gold options within 6 months of joining by capitalizing on the volume of trades and two employees.
- Grew the company from two traders into 100 traders by leveraging the team of traders and support staff.
- Developed and transformed NASDAQ broker-dealer partnership with trading colleagues into a day trading company with 62 customers and 12 proprietary traders.
- Secured all regulatory licenses by completing the Series 7, Series 24, Series 63, and Series 55, and globally directed all parts of the broker-dealer.
- Launched a London operation gaining in-depth access to international markets.
- Trained and managed all traders in operations specializing in crude oil, natural gas, petroleum products, crack spreads, power, gold, silver, copper, bonds, coffee, sugar, and cocoa derivatives and futures.

## EDUCATION

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### **Rutgers University-New Brunswick**

*Bachelor of Engineering (B.E.), Electrical and Electronics Engineering*

*3.9 GPA, Honor Society Member, Slade Scholarship Completion, Member of Sigma Phi Epsilon*

**New Brunswick, NJ**

*1984-1988*

## SKILLS

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- **Leadership:** People-centric, business-oriented, communication focused, and results-driven.
- **Software:** Python, C++, Anaconda Studio, Sterling Trader Pro, CME Direct Access.
- **Teamwork:** Results-oriented with the ability to work in both a team environment and individually. Cultivated traders, entrepreneurs, and leaders working across many industries and organizations (Goldman, Corcoran Realty, World Fuel Services, etc.)
- **Communication:** Strong experience in public speaking, teaching and expert interviews for business news networks. Links to interviews are available by request.