

# Charles Paviolitis

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## MUNICIPAL PROFESSIONAL EXPERIENCE:

April 2010 To Present	<b>Incapital, LLC</b> <u>Executive Director</u> Responsible for trading secondary positions in municipals. Primary focus on trading the longer end of the muni bond curve.	<b>Boca Raton, FL</b>
March 1997 to November 2008	<b>Paine Webber/UBS</b> <u>Managing Director</u> <ul style="list-style-type: none"><li>Initially responsible for managing municipal institutional bond trading. Also responsible for the hedging of all departmental inventory.</li><li>Managed the Short Term Remarketing desk during a crisis in 2004.</li><li>Promoted to Deputy Manager of the department in 2005 with oversight of all institutional sales and trading, as well as risk management.</li><li>In a re-organization of the department in 2006, put in charge of all risk management for the department. This included oversight of regional and institutional trading, negotiated and competitive underwriting risk positions, proprietary trading, short term desk, and municipal lending book. The notional inventory for the department would range from \$2bb to \$6bb.</li><li>Final responsibility was to oversee the closing of the municipal department. This included the unwinding of all risk positions, as well as short term book.</li></ul>	<b>New York, NY</b>
November 1989 to March 1997	<b>Kemper Securities/Everen Securities</b> <u>Executive Vice President</u> <ul style="list-style-type: none"><li>Managed the New York office for institutional sales and trading.</li><li>In 1992 given the additional responsibility to oversee all risk positions for the department.</li><li>Promoted to Manager of the department in 1993. This included responsibility for all facets of the department's business.</li></ul>	<b>Chicago, IL</b>
June 1989 to November 1989	<b>Raymond James Financial</b> <u>Vice President</u> <ul style="list-style-type: none"><li>Hired to build out an institutional sales and trading platform.</li></ul>	<b>St. Petersburg, FL</b>
September 1980 to June 1989	<b>Drexel Burnham Lambert</b> <u>First Vice President</u> <ul style="list-style-type: none"><li>Originally hired as a retail broker and volunteered to be the municipal bond trader temporarily during a crisis in 1980.</li><li>Named trader/manager for the regional department in January 1981.</li></ul>	<b>Boca Raton, FL</b>
January 1980 to September 1980	<b>Oppenheimer Co.</b> <u>Retail Broker</u>	<i>mom mmm</i> <b>Fort Lauderdale, FL</b>
October 1977 to December 1979	<b>Hanauer Stern &amp; Co.</b> <u>Retail Municipal Bond Salesman</u>	<b>Fort Lauderdale, FL</b>
January 1977 to September 1977	<b>O'Neill &amp; Feldman</b> <u>Retail Municipal Bond Salesman</u>	<b>Fort Lauderdale, FL</b>
<b>Professional Licenses:</b>	<u>Series 7, 8, 63</u>	