

Claudius Sutter



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Executive Summary

- Senior executive with 40 years of continued cross-discipline experience in financial service industry, successfully managing various global teams & functions with a strong focus on innovation, build up, repositioning, and process, organizational engineering as well as restructuring.
- Extensive experience leading diverse, global and multi-cultural teams across multiple functions and geographies, strong people manager and communicator
- Deep knowledge of change management & organizational development, financial products & markets, digital business & solutions, information technology, client experience, sales & pricing, strategy and marketing
- Sound understanding and anticipation of industry trends in Investment Banking, Global Wealth Management and corporate design in order to translate strong conceptual and analytical thinking into business results
- Identified consistently as UBS key talent / succession candidate for senior roles by various senior leaders of the firm over the last approx. 20 years
- High energy, persistent, entrepreneurial individual who instills a strong sense of purpose, inspiration and motivation into the workforce

Professional Experience

Since 2020	Founder and President of C. Sutter-Consulting. Management Consultancy in financial services, med-tech, luxury goods and manufacturing sectors with focus on provision of sustainable solutions.
Since 2020	Chairman of the Board of MovementSciences AG Switzerland
Since 2021	Member of the Board of Saxo Bank Switzerland
Since 2022	Member of the Advisory Board of Ringler Informatik AG Switzerland

UBS Global Wealth Management

Zürich – London – New York

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| 2016 - 2019 | Head of UBS SmartWealth <ul style="list-style-type: none">• Responsible for the conceptual design, software development, business & operating model build and implementation (Client acquisition and retention strategy, offering strategy & pricing, business processes, IT infrastructure and architecture, business control and management processes, governance model and people strategy)• Launched the business model in UK successfully in 2017• Early 2018 change in strategic direction lead to the sale of the IP to a UBS related U.S. FinTech and subsequently managed successfully the wind-down of UBS SmartWealth |
| 2017 - 2019 | Head of Global IPS Synergies, Wealth Management/Wealth Management Americas <ul style="list-style-type: none">• Responsible for identifying and driving the implementation of synergy opportunities in Global Platforms and Solutions business area across the two divisions.• Fostered collaboration across the businesses to support GWM strategy implementation• Supported globally aligned functions in operating model definition and implementation as well as culture development to set them up for success• Chaired the Global IPS MC and drove its agenda in conjunction with the co-heads of IPS |

2016 – 2017	Head IPS Offering and Advice Process Management - Designed, built, and ran a centrally managed global offering management function, defined and launched lead offerings by location/client segments - Consolidated all client advisory process related functions into Advice Process Management unit, defined development roadmap for moving the firm from investment management to total wealth management globally
2011 - 2015	Global Operating Head Chief Investment Office WM/WMA - Together with the Chief Investment Officer and the Global Head of Investment Strategy designed and launched the newly created Chief Investment Office of UBS's Wealth Management divisions - Redefined the investment and investment advisory processes of Wealth Management to be driven by the Chief Investment Office and integration of the separately ran WM research functions globally incl. USA - Successful positioning of the function as thought leader in Wealth Management with media globally as well as within UBS group - Day to day running of the function including staffing, resource allocation, KPI framework, investment process management, infrastructure, people strategy, content creation and distribution strategy as well as staff remuneration
2010 – 2011	Chief Operating Officer Investment Products & Solutions - Responsible for all advisory and e-banking tools of UBS Wealth Management & retail business as well as suitability and cross border rule engines - Driving the implementation of the newly formed IPS strategy across all IPS sectors incl. financials, KPI's, SLA's and people strategy. - Member of the Executive Committee of UBS Switzerland
UBS Corporate Center Zürich	
2009 - 2010	Program Director Integrated Product Platform (IPP) - Lead the analysis and proposal development for leveraging synergy potential in financial product development, management and distribution across UBS - Co-lead the creation of the Investment Products & Solutions function in WM (change in structure and transfer of approx. 600 staff from IB and approx. 50 staff from Global AM into WM; Lead a number of approved projects out of the IPP initiative
2009 - 2009	Program Chair of Functional Transformation in UBS Corporate Center Following the financial crisis in 2008, analyzed, rationalized and lead the implementation projects to achieve in excess of CHF 1 bn in cost savings by combining divisionally aligned support functions such as Finance, HR, IT, Real Estate and Corp. Services, L&C and Operations (total of approx. 12'000 staff) into newly created rationalized Corporate Center
UBS Investment Bank Zürich – London – New York - Basel	
2006 - 2009	Chief Operating Officer EMEA - Successfully executed the role of overseeing the day to day operation of the Investment Bank in the region, facing off to regulators, working hand in hand with Global COO and CEO in order to implement the agreed strategy - Re-designed the regional footprint, opened new licensed offices in Dubai, Istanbul and drove the creation of a licensed banking operation in Russia - In charge of real estate strategy and community affairs for the region for UBS group - Development of strategy and implementation roadmap as well as negotiation of largest real estate transaction in the region (Broadgate 5, London) for our firm - Managed the fall-out of the subprime crisis as assets originated outside EMA - Chaired regional crisis committees as well as regional risk committees - Capital and collateral restructuring of the regional entities with finance function - Ran UBS Group regulatory projects globally and regionally (i.e. Group Data Protection) - Board member of UBS Investment Bank and various European legal entities - Member of the London financial center crisis committee

2003 – 2006	Chief Operating Officer & Chief of Staff, Switzerland In addition to the day to day running of the Investment Bank in Switzerland, defined new value proposition for IB Switzerland, changed positioning in the global structure, lead in creation of Bank for Banks initiative in collaboration with the head of correspondent banking, restructured IB product marketing
2001 – 2003	Chief of Staff and Head Distribution Channel Management Strategy definition and implementation, strong culture mgmt. and running of distribution channel/sales over platform strategy
1999 – 2001	Head E-Commerce Switzerland Defined the e-strategy and initiated business transformation
1996 – 1999	Global Head Information Technology Trade Finance Business focused redesign and consolidation of 36 local systems into 4 global systems, Year 2000 remediation, merger mgmt. of UBS and Swiss Bank Corp. for trade finance with focus on systems and processes, global team of IT expert's incl. U.S.A.
1993 – 1996	Product Manager Global Trade Finance - Creation of unit to own product development, shelf mgmt and pricing - Design and build up of IT systems based export finance syndication business
1990 – 1993	Expert Export Finance, New York Structuring of trade and export finance loans (first securitized government backed trade loans to Mexico). Scaled the business up by IT system development.
1989 - 1990	Expert Correspondent Banking, Basel Responsible for Sweden and Nigeria (incl. Paris Club rescheduling)

Swiss Bank Corporation Switzerland

1987 - 1989	Head Operations, Yverdon-les-Bains
1986 – 1987	Junior Sales Foreign Exchange, Olten
1983 – 1986	Swiss Banking Apprentice, Olten

Education

1999	Master of Business Engineering & Administration MBE/MBA at University of St. Gallen & University of California Berkeley, U.S. focusing on change and innovation management in the information age Master Thesis on: Outsourcing, a decision support model, published "Business Engineering" by Springer in 2000
1983 – 2020	Various executive & UBS leadership & talent trainings 6-months Swiss Banking Management Training, New York - INSEAD Competing in the Information Age - Leadership and talent training programs of UBS and its predecessor companies etc.

Languages

German (Native), English (fluent), French & Spanish (basic)