

## Deborah Hamui CV

- 2010-present Founder and CEO of Sleep'n Sync.
- 2009-present Board certified Hypnotist, the National Board of Professional and Ethical Standards Hypnosis Education and Certification

### EXPERIENCE

Derivatives Trading                      Operation Manager  
MexinDer, member of MexDer, Mexico

- \* Cofounder and shareholder of the firm. Created to trade in the Mexican Derivatives Market, MexDer.
- \* Traded and managed operations in the mexder since its foundation
- \* Certified and licensed to be a trader, sales representative and Operation Manager by the MexDer.

Commercial Bank                      Planning and Productivity Control Manager  
BANORTE, Mexico CVity

- \* Planned and implemented a productivity control system that was applied to most employees in the Mexico city area.
- \* Developed market studies and cost estimates and models to evaluate the feasibility of opening new branches and relocating others, allowing top management to take an informed decision to acquire other banks' branches.
- \* Projected and presented the bank's growth in the mexico city area
- \* Developed the goals for the bank's different areas, teaming with area managers, for the mexico city area

Investment Banking                      Associate  
Aguilar, Portilla y Asociados

- \* Contributed in every aspect of the projects of the firm, as the only professional employee.
- \* Valued and participated in the auction process to acquire miconsa from the government for an investor group.
- \* Solved a liquidity problem together with an administrative issue for grupo odem.
- \* Negotiated with banks and restructured debt for grupo arsa, modeled cash flows and valued the company as preparation for its acquisition by another company.
- \* Analyzed the proposals of different brokers and accounting firms that were interested in the issuing of adr stocks for bancrecer in the nyse.

Consulting                                      Lead Consultant  
Booz Allen Hamilton

- \* For the Mexican government, participated in the valuation of 10 of the 20 banks

re-privatized by the Mexican government.

- This project involved the research and validation of the numbers needed for the valuation model for each bank; the determination of the value of the banks; and the road-shows for the different groups of investors interested in the acquisition of the banks.
- Gained the international booz allen hamilton quality award
- Made the link for a partnership between two groups that acquired banorte.
- \* Researched and analyzed data to determine the price structure of the third largest bank in Mexico 1993.
- \* Developed a "financial formula" for the toll-roads based in the auction process, the financial scheme of the concessions and its consequences in the Mexican financial system.
- \* Analyzed the financial status of the third largest bank in Mexico by comparing its financial ratios with the rest of the Mexican banks 1993.
- \* searched for the possible ways to capitalize the bank in order to meet the capital requirements of the Basel treaty.
- \* Evaluated the competitiveness of the Mexican financial system for the Mexican Association of Banks to describe its situation and visualize its future development with NAFTA.

## EDUCATION

2009 Master in Business Administration, with concentration in Finance  
Nova Southeastern University, Huisenga School of Business and  
Entrepreneurship

2009 Board certified Hypnotist, the National Board of Professional and Ethical  
Standards Hypnosis Education and Certification

1994 Graduate studies in Finance, Instituto Tecnologico Autonomo de Mexico.

1992 BD in Chemical Engineering, Universidad Iberoamericana.

Dissertation Title: *Alternatives Evaluation for Wastewater Treatment for the  
Polluting Effluents of a Poliglycol Industry.*

## AWARDS AND ACKNOWLEDGEMENTS

2010 Sigma Beta Delta membership, International Honor Society in Business,  
Management, and Administration, in recognition of high scholastic  
achievement, NSU

1998 Certificate of Achievement, Chicago Markets Immersion-Stocks, Futures and  
Options with Risk Management, Traders Group

1993 Booz Allen Hamilton International Quality Award

1992 Honoric Mention for bachelors degree in chemical engineering,  
Universidad Iberoamericana

1992 Outstanding participation in UIRSA project,  
Industrias Resistol

#### SPECIAL SKILLS

- \* Native proficiency in Spanish
- \* Proficient using statistical software packages including phstat.
- \* Experience using a variety of software programs such as word, power point, excel, access, keynote, pages, garageband, and social media
- \* Skilled with anova, logistic regression, financial analysis and financial modeling.
- \* Fluent in Mac software such as pages, keynote, garageband, preview, numbers, iphoto, imovie.