Siyabonga Gule

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Professional Experience

STANDARD BANK, GLOBAL MARKETS
Digital Channels & Client Experience (April 2018 – Present)

- Measuring and optimising for client experience across Global Markets digital channels and integration points
- Partnering with internal stakeholders, external vendors and market participants to deliver solutions spanning the gamut from getting into the game, winning the game and changing the game within GM
- Facilitating discovery and solution delivery using agile methodologies with technology partners within Global Markets and broader teams within CIB
- Promoting enablement and adoption of digital channels across the African continent, particularly East Africa and South & Central
- Building out a data-driven decision-making culture
- Owning the Digital Channels work backlog & priority
- Driving the solution teams that are assembled to deliver digital FX, Money Markets, Interest Rates and Fixed Income product solutions to Corporates and Institutional clients

STANDARD BANK, GLOBAL MARKETS
Head of Digital Solutions – Corporates (Aug 2016 – April 2018)

- Business orchestration to ensure that GM businesses have well defined strategies and an understanding of the role that they need digital capabilities to play within those
- Technical orchestration to ensure that the development teams deliver digital capabilities to timetables and to the right quality – additionally ensuring that these are correctly run and supported in production
- Digital Solution evolution via enhancements and upgrades to remain relevant to outlined business strategies and in line with new emerging technology
- Accountable for ensuring commercial outcomes have a business owner, a credible and defensible business case and plan for delivery
- Introduce and implement processes of Client Journey Mapping and Customer Experience Discovery to better understand our customers' businesses and digital needs as well as champion the creation of 'empathy' in Standard Bank for our customers and their needs.
- Responsible for ensuring existing digital solutions are properly maintained, upgraded & enhanced as well as that there is a program of evolution continued relevance in respect to the original & evolving intended business outcomes

Education

Postgraduate Education

UCT, GRADUATE SCHOOL OF BUSINESS (2014-2015)
Master of Business Administration

> Dissertation: Will the introduction of a second equity trading venue result in improvements to liquidity, transaction costs and price discovery for institutional investors in South Africa's equity market?

ISRAEL INSTITUTE OF TECHNOLOGY (2015)
New Product Development

HITOTSUBASHI ICS (2016)
Globalisation & Innovation – Japan Style

Tertiary Education

UNIVERSITY OF CAPE TOWN (2003-2006)
Bachelor of Commerce – Information Systems

Secondary Education

ST. ALBANS (1998)
HATFIELD CHRISTIAN SCHOOL (1999-2002)

Additional Courses Passed

SAIFM (2009)
Introduction to Financial Markets

SCRUMSense (2010-2012)
SCRUM Delivery Methodology
Certified SCRUM Product Owner Course

Microsoft (2012)
Course: SCRUM for Managers

Scaled Agile (2017)
Course: Scaled Agile Framework (SAFe)

Future Partners (2018)
Course: ThinkWrong

Professional Experience Cont.

IRESS FINANCIAL MARKETS, SOUTH AFRICA
Business Owner – Institutional Equity Trading, Derivatives & Research (August 2013 – August 2016)

- Define the strategy for the business units within my mandated portfolio, specifically Buyside Equity Trading, Derivatives, Indications of Interest and Allocations
- Sit on exchange forums to understand JSE roadmaps & forecasts in order to align and plan internally
- Understanding client business processes and workflows in order to identify opportunities to pursue
- Market risk & competitor analysis
- Prioritise implementation team deliverables and coordinate production implementations
- Communicate proposed and current solution architectures to delivery & implementation teams as well as prospective clients and other relevant stakeholders
- Revenue modelling and recommending pricing strategies based on identified revenue levers
- Stakeholder management through working closely with clients, exchanges, marketing, sales and executive management
- Tracking business & delivery analytics and reacting to these accordingly – working with both the product owner and Exco. regarding periodic findings
- Provide internal thought-leadership and mentorship

IRESS FINANCIAL MARKETS, SOUTH AFRICA
Product Owner – perFIX Trader Suite (May 2010 – August 2013)

- Defining product strategy and risk mitigation
- Coordinating and hosting client sessions to glean and understand client requirements
- Plan, scope and implement all JSE mandated changes with impact to all products under my responsibility
- Effectively distil client requirements to tangible product/project deliverables as well as communicating and signing off the required work with clients and stakeholders
- Understand, research, define and document appropriate business requirements
- Document new projects, change requests, enhancements and bug-fixes
- Analyse and describe business processes and their translation into functional and non-functional IT requirements
- Perform presentations at senior management level

PERESYS
Business Analyst (May 2009 – May 2010)

- Understand, research, define and document appropriate business requirements
- Document new projects, changes requests, enhancements and bug-fixes
- Analyse and describe business processes and their translation into functional and non-functional IT requirements
- Be involved in growing knowledge of relevant resources and teams within Peresys.
- Scope and manage projects, while implementing effective, accurate solutions in accordance with quality standards

Positions & Committees

Current

QUARTERETURN CAPITAL
Director

UNIVERSITY OF CAPE TOWN
Mentor

STANDARD BANK CIB
CIB Mentor
CIB Graduate Program Evaluator

Previous

IRESS FINANCIAL MARKETS SA
IRESS Employment Equity Committee Member
IRESS Community Committee Member
IRESS Sports & Social Committee Chair
IRESS Representative on FIX Protocol Blockchain Working Group

WITS UNIVERSITY
WITS Mentorship Program Mentor

KARA GOLD
Director

Speaking Engagements & Conferences

BUSINESS TOMORROW CONFERENCE (2015)
Panelist

MILPARK SCHOOL OF FINANCIAL PLANNING & INSURANCE (2016)
Graduation Keynote Speaker

MBA WORLD SUMMIT (2016)
Delegate, Invited as part of top 100 MBAs worldwide
https://mbaworldsummit.com/2016-miami

SAFOD CONFERENCE – 4IR (2017)
Keynote Speaker

SBG SALES CONFERENCE: FUTURE TECH (2017)
WITS Mentorship Program Mentor

DIGITAL HOUR – 1783 FM (2018)
Featured Interview

SBG AIBS – BANKING SEMINAR (2019)
Speaker

Career Highlights

- Introduced the first design labs into Global Markets as part of a quest to answer the question: "What is it to digitise Money Markets?", helping to drive a culture of discovery and design thinking
- Have been instrumental to the steady adoption and usage of eMarketTrader (GM's Corporate FX Trading Platform) across the Africa Regions
- Have helmed the refresh of eMarketTrader's User Experience
- Digitised the FX Options pricing and trading experience for GM Sales Traders, allowing them for the first time to have access to a tool to help them sell more structured products to prospective clients, without having to engage the structured or options desks to do so
- Have helped GM embark on the journey of digitising its Money Markets desk and Sales channels, being instrumental in the construction of the digital journey and its subsequent execution through our technology delivery teams
- Have been a key participant in thought leadership activities within the bank as subject matter expert, which has included Digital Masterclasses, Graduate talks and having students invited from Yale come over to Standard Bank twice for talks on digital and its place in banking on the continent
- Implemented the IRESS Same Day Affirmation system integrated with CTM now in use at several brokers, on behalf of Curo and Omgeo (DTCC)
- Instrumental in team that migrated IRESS SA Futures Exchange and BESA deal reporting, market data and trading adaptors from old ATS and BESA APIs to SAFEX and YieldX Nutron APIs
- Delivered the IRESS SA Mobile Android platform solution for market data and trading
- Involved in growing and maintaining the perFIX Trader CFD business in partnership with two large Big Four Market Makers
- Lead development around conforming to the eCFD listing by the South African Futures Exchange
- Lead projects to integrate algorithmic trading systems from various banks with the perFIX Trader front end, to provide algo trading to various hedge funds and buysides via a web interface
- Coordinated various exchange adaptor API changes across SA Futures and the Interest Rate and Currencies markets
- Involved in the perFIX Dev & QA team being dissolved in the Cape Town office and being largely rebuilt and trained up again in the Johannesburg office.
- Involved in the introduction first of the KANBAN delivery methodology, and ultimately the transition to the SCRUM methodology to the perFIX team
- Delivered an electronic Prime Broking solution via perFIX Trader to a large multinational bank and their Prime Broking clients
- Developed and implemented futures DMA trading and allocation solutions for the large institutional buysides based in Cape Town
- Lead the integration of Bloomberg to perFIX Post-Trade Allocations project from the IRESS perspective
- Responsible for developing, deploying and maintaining the technology behind the several institutional brokerage firm Africa Trading desks

References

On Request