

## City of London - Application for Appointment to a City of London Board or Commission

### Application

Please choose the Board or Commission you are interested in serving on: **London Transit Commission**

### Contact Information

Name: **Shanaz Joan Parsan**

Phone Number:

Address:

City: **London**

Province: **ON**

Postal Code: **N6H 4Z5**

E-mail Address (Confirmation e-mail of your application will be sent):

### Experience and Qualifications

If you have experience on a London Board or Commission, please provide dates and details. (max. 3000 characters): **SUMMARY: Senior level financial/business professional and educator with over 20 years of banking, fundraising, research and supervisory experience including significant practical experience in a variety of sectors. Solid restructuring skills, excellent capabilities in negotiations, financial analysis, due diligence, risk/project management and legal documentation.**

#### **EXPERIENCE**

**08/30/14-present SZC GROUP MANAGING PARTNER & HEAD OF ENERGY/INNOVATION TORONTO, ONTARIO**

**10/30/02-08/30/14 GEOMETRISKS, SENIOR MANAGING DIRECTOR TORONTO/LONDON, ONTARIO**

**12/04/00-09/30/02 SCOTIA CAPITAL, ASSOCIATE, CORPORATE BANKING - PROJECT FINANCE NEW YORK, NY**

**1996-1998 TUTOR TORONTO, ONTARIO**

♣ **Taught Statistics/Finance/Mathematics to Queen's Executive MBA students (via video conferencing)**

♣ **Developed all the material for the graduate program taught**

**1996 APPLIED PHYSICS SPECIALTIES LTD., CONSULTANT/CHAIR DON MILLS,**

## **ONTARIO EDUCATION**

**Jan 2021 Certificate – Introduction to Negotiation: A Strategic Playbook for Becoming a Principled and Persuasive Negotiator, Yale University, New Haven Connecticut USA (Online 8 wks)**

**Jan 2021 Certificate – Exercising Leadership: Foundational Principles, Harvard University, Boston USA (Online 8 wks)**

**Jan 2021 Certificate – Successful Negotiation: Essential Strategies /Skills, U of Michigan, Michigan USA(Online 7 wks)**

**2012 Bilingual Certificate – French, Collège Boréal, London, Ontario, Canada**

**Feb 2006 Derivatives Fundamental Course, Canadian Securities Institute, Toronto, Ontario, Canada**

**May 1997 Master of Business Administration, Finance & International Business, Schulich School of Business, Toronto, Ontario, Canada**

**Sept 1995 Honors Bachelor of Science, Actuarial Science, University of Western Ontario, London, Canada**

**Sept 1991 Bachelor of Science, Statistics University of Western Ontario, London, Ontario, Canada**

**COMPUTER Programming C, C++, VBA for Excel**

**SKILLS Microsoft Office, NetSuite, Minitab, UNIX/SPLUS, SAS, APL, Bloomberg, Reuters**

**LANGUAGES Fluent in English, French, intermediate Russian and Spanish. Learning German (Duolingo).**

## **LEADERSHIP, PROFESSIONAL MEMBERSHIPS, ACHIEVEMENTS/ACTIVITIES**

**2016 - Fundraiser, various successful candidates for Federal, Provincial and mayoral races**

**2015 - Tutor, Mathematics, Physics, Statistics, London Ontario**

**2014 Acting Chair of the Board and Fundraising Chair, Natasha's Wood Foundation, Ottawa Ontario**

**2013 Fundraising Chair, Wounded Warriors Canada, London Sings for WW**

What do you hope to contribute or learn as part of a Board or Commission? (max. 3000 characters): **I am on the Mental Health Addictions and Advisory Panel. On this Board I can contribute from a perspective of strategic/ cost need/benefit analyses and also learn. I have worked for large institutions and as an entrepreneur, developed corporate business plans for experienced professionals in the Financial Services industry and am a confident analyst, researcher and speaker.**

**My family have run a successful large business in London, Ontario for decades. I was the Fundraising Chair for a Federal MP, for a Provincial Candidate and on the mayoral fundraising team for two of London's mayors.**

**I have Co-lead large Project Finance deals in NYC with Citi and CSFB at Scotia Capital in NYC In Power and Utilities and have worked on the trade floor at Scotia analyzing and creating policy and risk limits for traders and for desks, making presentations to the highest Committee in the Bank and have managed teams and relationships to build on and drive results but with direct decision makers.**

**Further, I have a strong comfort level persuading bankers, businesses, investors, board members and strategic partners. I generate new business, originate new leads and maintain relationships with various stakeholders in a professional manner.**

**In summary, in what I do for a living, I have to generate leads and close deals. I have to interact with several professionals with competing and conflicting interests to put together a package that would work for all.**

How will you support the work of a Board or Commission? (max. 3000 characters): **I can do data analyses, research issues, deliberate on facts and opinions and perspectives of others and formulate meaningful responses adding to already outstanding teams.**

- ♣ **Dedicated, team and results oriented individual with solid Research, Banking, entrepreneurial and consulting experience with sound analytic fluency, ability to synthesize, creativity, initiative and superior communication skills;**
- ♣ **Energetic individual with strong analytic abilities, risk management, credit analysis training, efficient multitasking organizational ability and negotiation skills and can contribute to a dynamic and innovative environment;**
- ♣ **Passion for problem solving and the ability to solve complex problems strategically and practically with the ability to present this both verbally and written in a cohesive, comprehensive and concise manner;**
- ♣ **Have a passion for modern and ancient languages and communication as a whole;**
- ♣ **Goal-oriented perspective and have gained thorough practical experience and expertise in project objectives, project and time management as well as a hands-on approach in implementation;**
- ♣ **Possess excellent research, analytical and interpretive abilities acquired through work and graduate level investigations as well as solid leadership, managerial, interpersonal and change management skills;**
- ♣ **Continuous learner, entrepreneurial initiative and a quick and global thinker with a determined to win and strong work ethic.**
- ♣ **Effective strategist and has a solid ability to work both independently and as a team player;**
- ♣ **Have developed and executed business development plans in collaboration with key internal and external stakeholders**
- ♣ **Significant business development experience and ability to develop and maintain strategic relationships with key accounts, associations, and other key stakeholders;**
- ♣ **Communicate with stakeholders establishing goals and objectives maintaining a high level of customer satisfaction**
- ♣ **Have consistently worked with partners which have translated into growth opportunities for clients;**
- ♣ **Built strong sector relationships and establish effective communication strategies to maintain those relationships;**
- ♣ **Strong interest in historical, social, legislative and political issues balancing a strong academic knowledge base.**
- ♣ **Solid understanding of risks and exposures of lending facilities, and of finance and trading concepts;**
- ♣ **The ability to read, write and understand legal documentation;**
- ♣ **Previous institutional credit experience as well as business development in a large financial institution;**
- ♣ **People management and supervisory skills.**

Please describe additional experience, training, or community involvement that will help you in your role as a Board or Commission Member. (max. 3000 characters): **Strategic Thinking**

- ♣ **Ability to keep the big picture in mind and not allow self or others to be caught up in minutiae**
- ♣ **Ability to think independently, grow in knowledge, and rely on data rather than opinions**
- ♣ **Ability to be goal and future oriented**

- ♣ Ability to think critically, ask questions, and challenge unsubstantiated opinions
- ♣ Ability to understand issues from different perspectives
- ♣ Ability to understand and process large amounts of information (print, online, and oral) effectively and efficiently

#### Communication

- ♣ Ability to articulate ideas, opinions, rationales, and comments in a clear, concise, and logical manner to address the needs of the audience
- ♣ Ability to effectively communicate with a culturally and linguistically diverse team of other board members, leadership entities, community members, and staff, orally and in writing
- ♣ Ability to speak in front of small and large groups using both self-prepared and externally-prepared materials, and with a professional demeanor
- ♣ Ability to achieve practical consensus in group discussions
- ♣ Ability to advocate for the goal and its stakeholders

#### Decision Making

- ♣ Ability to use logic and reasoning to identify issues as well as the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems
- ♣ Ability to make informed decisions efficiently and take action when needed
- ♣ Ability to be objective at all times about what is best for the whole of the Association, rather than what is best for a particular constituency

#### Collaboration

- ♣ Ability to effectively collaborate with executive directors, board colleagues, and staff
- ♣ Ability to work independently as required and as a team
- ♣ Ability to review and analyze proposed budgets in light of resources, strategic goals, and priorities
- ♣ Ability to analyze reports from standing committees, task forces, and other entities and comment on drafts of publications and other documents as appropriate
- ♣ Ability to do research and present the findings in a clear and concise manner
- ♣ Ability to interact with other board members in a group setting, both contributing to discussions, and valuing the contributions of all members

#### Analytical Skills

- ♣ Ability to understand and analyze financial reports
- ♣ Ability to analyze complex data and report findings in a clear and concise manner

Experience interacting with diverse professionals to achieve common goals

Why I am interested in serving the City of London on this body?

I live in London and work in Toronto. I have been active in my community in a variety of ways from fundraising to volunteering and as a professional, I would like to formalize a role to contribute more meaningfully.

Attach resume or other document here, if needed: **20210908parsan shanaz city of london transit committee.pdf**

Attach more files here, if needed:

## Confirmations

I declare the following: **I am a resident of London. ; I am at least 18 years old.; I am not a City employee or Council member.; I understand that my application will be included on a public agenda that is published on the City website.**

To help inform our outreach activities, please tell us how you heard about this opportunity:  
(optional): **Contact from the City Clerk's Office**

If you selected 'Other', please specify:

Submitter E-mail:

Submitted on: **9/8/2021 11:42:44 AM**

# SHANAZ JOAN PARSAN MBA

London Ontario, N6H 4Z5

Please find my CV attached for a Board member position at the City of London Ontario, Canada.

I am a highly energetic and intelligent individual with relevant experience, proven leadership skills, a solid education, an unbeatable work ethic and consistent 'Exceeds Expectations' ratings. I can make immediate and positive contributions and look forward to being a valued part of your team.

I have Co-lead large Project Finance (Power & Utilities) deals in NYC with Citi and CSFB at Scotia Capital in NYC and have worked on the trade floor at Scotiabank in Toronto analyzing and creating policy and billion dollar risk limits for traders and for desks, making presentations to the second highest Committee in the Bank (Risk) and have managed teams and relationships to build on and drive results. I have worked as an entrepreneur, developed educational material for experienced professionals in the Financial Services industry and to Grades 9-12 & undergraduate students in Ontario.

I am a confident analyst, researcher and speaker and was the Fundraising Chair to a Federal MP for six years.

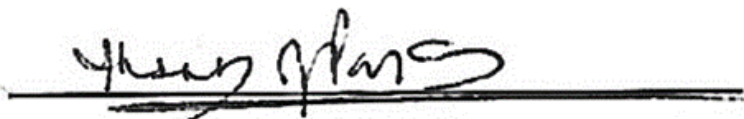
I also fundraise for our troops on a government level and chaired a Not For Profit organization to assist children of veterans with PTSD. I was chosen as Chair as a tactical executioner of operational plans alongside a dedicated team and as a skilled communicator and relationship builder with a high EQ. I enjoy working with, motivating and mentoring people and working with stakeholders to drive and deliver results. Teaching skills enhance my communication and presentation abilities.

I have highlighted some pertinent skills summarized below:

- Dedicated team and results oriented individual with solid teaching experience (In House and eLearning);
- Lead and oversee strategic plans fostering cross-organizational collaboration with various departments;
- Developed business plans, implementation models and timelines, financial models and investor presentation decks;
- Develop sales and marketing plans for clients to cut costs, drive sales, maximize efficiencies and innovate;
- Sound analytic fluency, ability to synthesize complex information concisely, creative, energetic and superior communication skills;
- Can execute small and large projects from soup to nuts working with a variety of stakeholders;
- Strong analytic abilities, risk management, credit analysis training, efficient multitasking organizational ability and negotiation skills and can contribute to a dynamic and innovative environment;
- Passion for problem solving and the ability to perform detailed and complex calculations as well as the ability to present this both verbally and written in a cohesive, comprehensive and concise manner;
- Goal-oriented perspective and have gained thorough practical experience and expertise in project objectives, project and time management as well as a hands-on approach in implementation;
- Excellent research, analytical and interpretive abilities acquired through work experience as well as through graduate level investigations; Solid leadership, managerial, interpersonal and change management skills;
- Continuous learner with an entrepreneurial initiative and a quick and global thinker with a determined to win and strong work ethic;
- Effective strategist and has a solid ability to work both independently and as a team player;
- Strong interest in historical, social, legislative and political issues which brings a balance to a strong academic knowledge base;
- People management skills and team motivator; Natural leader with assertive but collaborative style.
- Hands on leader: inspiring, coordinating and assisting in doing whatever needs to be done to accomplish goals.
- Have a passion for modern and ancient languages and communication as a whole;

Please do not hesitate to contact me for more information. I look forward to speaking with you and your colleagues.

Sincerely,  
Shanaz Joan Parsan



# SHANAZ JOAN PARSAN MBA

London Ontario, N6H 4Z5

**SUMMARY:** Senior level financial/business professional and educator with over 20 years of banking, fundraising, research and supervisory experience including significant practical experience in a variety of sectors. Solid restructuring skills, excellent capabilities in negotiations, financial analysis, due diligence, risk/project management and legal documentation.

## EXPERIENCE

- 08/30/14-present SZC GROUP MANAGING PARTNER & HEAD OF ENERGY/INNOVATION TORONTO, ONTARIO**
- Specialize in merger and acquisitions advisory services, capital markets debt/equity raises/ Executions/investment research. Originate and execute transactions in various industries/countries;
  - Strategic leader through management, operational responsibilities, innovation;
  - Manage a team of experts to work with funders, clients and various industry experts in a variety of sectors. Negotiate deal terms for LOI and close.;
  - Build Information memorandums, investor presentations, financial models for various transactions;
  - Oversee negotiations across teams and with various stakeholders
- 10/30/02-08/30/14 GEOMETRISKS, SENIOR MANAGING DIRECTOR TORONTO/LONDON, ONTARIO**
- Lead and provide Project Finance, Financial, Investment ,Management Consulting and Educational Technology services to highly specialized areas.
  - **Current** - Teach High School and University Students (Grades 9-12 plus undergrad) Math and Stats
- 12/04/00-09/30/02 SCOTIA CAPITAL, ASSOCIATE, CORPORATE BANKING - PROJECT FINANCE NEW YORK, NY**
- Originated/marketed products with Managing Directors as well as establish and maintain relationships. Identified new transactions within Bank's framework. Involved with the Deal from inception to closing to monitoring and Co-Managing a portfolio of several billion dollars;
  - Reviewed/developed and structured/negotiated structures for term sheets; Reviewed/developed models and analysed cash flow projections, conducted sensitivity analyses, conducted comparative deal analyses and industry research.
  - Performed comprehensive financial, credit, market, ratio and legal analysis on numerous multi-million and multi-billion dollar agency corporate financing proposals and structures (e.g. global project financing, debt restructuring/refinancing, etc) and made presentations of deals to the highest Committee in the Bank and cross sell products (swaps/securitization/FX);
  - Built database for subsequent coordination with Toronto to make buy/sell recommendations based on Bank's internal framework to improve risk/return profile. Managed/monitored the portfolio for legal/regulatory compliance, continued financial performance, as well as supervised junior Associates to perform annual reviews of existing financings. Reviewed corporate loan documentation, including liaising with legal on issues for new/existing transactions/deals;
  - Developed and maintained relationships with leading transaction arrangers and syndicators.
  - Was rated Exceeds Expectations and recommended for Directorship in 15 months.
- 01/12/98-12/04/00 THE BANK OF NOVA SCOTIA, ANALYST/MANAGER, TRADING POLICY, TORONTO, ONTARIO**
- Responsible for the timely adjudication of incoming requests for new/increased trading limits, new products, new/revised policies for market and credit risk recognition etc, ensuring all risks were identified, adequately defined, quantified, assessed, managed, controlled and reported;
  - Strong knowledge of RiskMetrics™ and Credit Metrics™ and other tools.
  - Contributed to the ongoing development/formulation of a system of appropriate risk controls, including policies, trading limits and procedures to mitigate and manage risk.
  - Prepared complete, accurate and timely communications/authorizations of limits/policies and the terms/conditions and reporting requirements associated with such limits/policies to the field as directed and assisted in the review and validation of market and credit risk management methodologies, including VaR techniques, equity deferral and deemed risk methodologies, etc; Direct dealings with Traders in Bond/Swap/Derivative markets.

# SHANAZ JOAN PARSAN MBA

London Ontario, N6H 4Z5

## EXPERIENCE CONT'D

- 1996-1998** **TUTOR** **TORONTO, ONTARIO**
- Taught Statistics/Finance/Mathematics to Queen's Executive MBA students (via video conferencing)
  - Developed all the material for the graduate program taught
- 1996** **APPLIED PHYSICS SPECIALTIES LTD., CONSULTANT/CHAIR** **DON MILLS, ONTARIO**
- Lead and managed a team of seven to perform a detailed, comprehensive financial/operational analysis and made recommendations for the company's strong survival and capitalization of their competitive advantages.
  - Company saw significant gains in implementing those changes and eventually sold the business for a good profit

## EDUCATION

- Jan 2021 **Certificate** – Introduction to Negotiation: A Strategic Playbook for Becoming a Principled and Persuasive Negotiator, **Yale University**, New Haven Connecticut USA (Online 8 wks)
- Jan 2021 **Certificate** – Exercising Leadership: Foundational Principles, **Harvard University**, Boston USA (Online 8 wks)
- Jan 2021 **Certificate** – Successful Negotiation: Essential Strategies /Skills, **U of Michigan**, Michigan USA (Online 7 wks)
- 2012 **Bilingual Certificate** – French, **Collège Boréal**, London, Ontario, Canada (3 years, 10 courses)
- Feb 2006 **Derivatives Fundamental Course**, **Canadian Securities Institute**, Toronto, Ontario, Canada
- May 1997 **Master of Business Administration**, Finance & International Business, **Schulich School of Business**, Toronto, Ontario, Canada
- Sept 1995 **Honors Bachelor of Science**, Actuarial Science, **University of Western Ontario**, London, Canada
- Sept 1991 **Bachelor of Science**, Statistics **University of Western Ontario**, London, Ontario, Canada

**COMPUTER** Programming C, C++, VBA for Excel

**SKILLS** Microsoft Office, NetSuite, Minitab, UNIX/SPLUS, SAS, APL, Bloomberg, Reuters

**LANGUAGES** Fluent in English, French, intermediate Spanish.

## LEADERSHIP, PROFESSIONAL MEMBERSHIPS, ACHIEVEMENTS/ACTIVITIES

- 2016 - Fundraiser, various successful candidates for Federal, Provincial and mayoral races
- 2015 - Tutor, Mathematics, Physics, Statistics, London Ontario
- 2014 Acting Chair of the Board and Fundraising Chair, Natasha's Wood Foundation, Ottawa Ontario
- 2013 Fundraising Chair, Wounded Warriors Canada, London Sings for Wounded Warriors, London, Ontario
- 2008 - Developer and Author - E-learning software Credit Risk and Statistics, London, Ontario
- 2007-2011 Chair - Fundraising and Election Readiness Executive, Federal MP, London, Ontario
- 2002 - Tutor, Statistics, UWO & Active Member & Volunteer, Various fundraisers, London, Ontario,
- 2000 -2002 Active member, EuroCircle, New York, NY
- 1999 Fundraiser, Brampton Fusion Soccer Team & St Stephen's Community Centre, Toronto, Ontario
- 1997 -1998 Chair, Advisory Board IGBC, SSB, York University, Toronto, Ontario, Canada
- 1996-1997 Executive Director of Strategic Relations/Corporate Sponsorship, Schulich, Toronto, Ontario
- 1995-1999 Active Member, Human Rights Committee, United Nations Association/Canada, Toronto, Ontario
- 1993-1994 President, Entrepreneurial Club & Actuarial Science Undergraduate Assoc, London, Ontario
- 1992-1993 Vice-President, Toastmasters Western, London, Ontario

## HOBBIES

Learning languages, International travel, Philosophy, Theology, Solving puzzles (Word games, Sudoku), Ceramics, Interior decorating, Painting, Keeping fit.



# SHANAZ JOAN PARSAN MBA

London Ontario, N6H 4Z5

## Strategic Thinking

- Ability to keep the big picture in mind and not allow self or others to be caught up in minutiae
- Ability to think independently, grow in knowledge, and rely on data rather than opinions
- Ability to be goal and future oriented
- Ability to think critically, ask questions, and challenge unsubstantiated opinions
- Ability to understand issues from different perspectives
- Ability to understand and process large amounts of information (print, online, and oral) effectively and efficiently

## Communication

- Ability to articulate ideas, opinions, rationales, and comments in a clear, concise, and logical manner to address the needs of the audience
- Ability to effectively communicate with a culturally and linguistically diverse team of other board members, leadership entities, community members, and staff, orally and in writing
- Ability to speak in front of small and large groups using both self-prepared and externally-prepared materials, and with a professional demeanor
- Ability to achieve practical consensus in group discussions
- Ability to advocate for the goal and its stakeholders

## Decision Making

- Ability to use logic and reasoning to identify issues as well as the strengths and weaknesses of alternative solutions, conclusions, or approaches to problems
- Ability to make informed decisions efficiently and take action when needed
- Ability to be objective at all times about what is best for the whole of the Association, rather than what is best for a particular constituency

## Collaboration

- Ability to effectively collaborate with executive directors, board colleagues, and staff
- Ability to work independently as required and as a team
- Ability to review and analyze proposed budgets in light of resources, strategic goals, and priorities
- Ability to analyze reports from standing committees, task forces, and other entities and comment on drafts of publications and other documents as appropriate
- Ability to do research and present the findings in a clear and concise manner
- Ability to interact with other board members in a group setting, both contributing to discussions, and valuing the contributions of all members

## Analytical Skills

- **Ability to understand and analyze complex data and report findings in a clear and concise manner**

## Leadership

- Chair of a Charity dealing with mental health and PTSD including fundraising and strategic plans.
- Fundraising Chair to a Federal MP for over 6 years, a Provincial Candidate Regional Fundraising Chair and assisted the current mayor in fundraising.
- Fundraising Chair Wounded Warriors Canada including events;
- Starting companies and leading them