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Application for Appointment to City of London

Boards, Commissions, Committees

Please complete ALL fields in this application.

Warning: The form will time out after 90 minutes and any information entered will be lost.

Application for appointment to:

Middlesex-London Health Unit  
London Transit Commission  
London Police Service  
London Public Library

Organization/Sector you are representing (if applicable): Energy, Natural Resources, Transportation, Healthcare, Defense, Military

Name: Shanaz Joan Parsan

Occupation: Investment Banker

Describe your work experience:

- Experienced Banker and Deal Specialist with experience in: Corporate Finance/Investment Banking, Structured Finance, Power Project Finance, Credit Analysis/ Corporate Financial/Valuations, Risk Management-Market & Credit derivative analytics, Formal Credit Training, Model Building/Statistical Analyses/ Programming, and International Business activities.
- Has an incredibly rare to find skill set of a front line Deal maker with an aptitude for highly conceptual and quantitative matters and industry known having Co Lead some of the largest and complex Power market deals with Citi and CSFB in NYC. Detected an error in a financial model from a well respected Bank resulting in the deal being pulled off market in NYC and gained respect from Industry peers;
- Developed investment documents: information memoranda, feasibility studies, credit presentations, financial models, energy risk management plans, presentation and pitch materials for distribution;

- Experience in leading teams managing juniors as well as in dealing with other Bankers, Capital market investors, Private equity investors, Independent Engineers, Market and Fuel experts and Project Finance lawyers etc;
- Consistently rated Exceeds Expectations and was recommended for Directorship in 15 months in NYC;
- Worked with deals from inception to closing to monitoring and Co-Managed a portfolio of several billion dollars;
- Reviewed/developed models and analyzed cash flow projections, conducted sensitivity analyses, conducted comparative deal analyses and industry research for billion dollar Project Finance deals;
- Performed comprehensive financial, credit, 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 to the highest Committee in the Bank and cross sold products (swaps/securitization/FX);
- Track record of successfully closed deals and passion for origination;
- Taught Statistics/Finance/Mathematics to MBA students with 90% receiving A's in their final exams;
- 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 which were adopted and lead to phenomenal results.

**Describe your educational background and, if applicable, professional credentials:**

**EDUCATION**

2012 **Bilingual Certificate** - 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++, BASIC, Pascal, VBA for Excel

**SKILLS** Minitab, UNIX/SPLUS, SAS, APL, Bloomberg, Reuters, WordPerfect, Microsoft Word, Excel, Powerpoint

**LANGUAGES** Fluent in Spanish, French and intermediate Russian. Passion for learning new languages

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

2018 **Fundraiser**, Mayoral Team, London Ontario

2014- **Fundraiser**, Corporate Sponsorship, Canadian Forces Morale and Welfare Services DND  
Ottawa Ont

2014 **Fundraising Chair**, Natasha's Wood Foundation, Ottawa Ontario

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

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- Ontario, **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,

**What skills, abilities and specialized knowledge do you have that will assist this body?**

#### **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 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 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**

**Experience**

**A variety leadership experiences**

**Leadership experience with being the Chair of a Charity.**

**Experience interacting with diverse professionals**

**Why are you 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.**

**What contribution do you believe you can make to this body?**

**I can 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.

**What past contributions have you made on a similar body or organization?**

**I was the Chair of a Military charity and had introduced the current mayor, federal MPS and others to the CEO. We formalized rules and procedures in place to work with CFMWS (Canadian Forces Morale and Welfare Services) office. I, and the entire Board, resigned when it was clear the CEO could/would not follow procedures. We still drew up an effective plan to contribute to our Canadian forces.**

**I was the Fundraising Chair for a Federal MP for several years, a Regional Chair for a Provincial candidate and on the teams of two of London's mayors. I have written to the folks on the Transit commission and others regarding items on how to improve plans.**

**What experience do you have in exchanging your views with others and in appreciating and respecting the skills, abilities and knowledge of others?**

**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 and strategic partners to generate new business, originate new leads and maintain relationships with 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.

#### **BACKGROUND INFORMATION**

At the discretion of the Committee, and dependent also on each applicant's expression of interest, all or some of the applicants may be invited to attend a short interview with the Committee. The purpose of such interviews is to allow applicants an opportunity to elaborate on their application.

Are you interested in such an interview?

**Yes**

**No**

The final approval of appointments is given by the Council.

If you require any additional information about the Committee appointment process or if you have any questions about any of the bodies to which appointments are to be made, please contact the City Clerk's Office at 519-661-2500 Ext. 4599.

The personal information on this form is collected under the authority of the Municipal Act, 2001 and will be used to assist the Municipal Council in selecting appointees for various City of London Boards, Commissions and Committees. Questions about this collection may be referred to the City Clerk, 300 Dufferin Avenue, London, ON; Tel: 519-661-2500 ext. 4937

**NOTE: BY SIGNING OR TRANSMITTING THIS APPLICATION FORM, I HEREBY CONSENT TO THE COLLECTION, USE AND DISCLOSURE OF MY PERSONAL INFORMATION PROVIDED ON THIS FORM. I UNDERSTAND AND AGREE THAT THIS PERSONAL INFORMATION MAY BE DISCLOSED TO THE PUBLIC AND TO THE MEDIA BY THE CITY OF LONDON, UPON REQUEST, AND MAY BE INCLUDED IN PUBLICLY DISCLOSED COMMITTEE AND COUNCIL REPORTS, AGENDAS AND ON THE CITY OF LONDON'S INTERNET WEB SITE.**

**\*\*After clicking submit, please wait for the confirmation window.**