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JEAN-ERIC PACINI

Head of EMEA Institutional Sales



Jean-Eric arrived at BNP Paribas in 2005, successfully transforming and growing the London based structured products team covering retail and private banks as well as institutional clients.

In early 2009, he assumed the role of Head of Sales for Equities & Derivatives in London. Following the global restructure of the Global Equities & Commodity Derivatives (GECD) business in 2010, Jean-Eric was appointed Global Head of Structuring for Equities & Derivatives.

Since 2011 he has occupied a variety of Head of Sales roles at the European level where he has expanded the business' market share across all products areas, and improve synergies and cross-selling between the different specialist sales teams within Equities & Derivatives and the wider Corporate & Investment Bank.

He is currently Head of EQD EMEA Institutional Sales covering Pension Funds, Insurance companies, Asset Management companies and Hedge Funds.

Prior to joining BNP Paribas, Jean-Eric spent twelve years in strategy consulting, advising European Corporate and Investment Banks on a wide variety of business issues.