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# Trading

Life on the GAM trading desk is never dull, and no two days are ever the same. As a recently created business unit, we are responsible for all trading across the GAM group, covering a broad range of asset classes and products.

We are the routing point for all trading requests across the company – whether that be the purchase (or sale) of equities and bonds, the resultant foreign exchange trades for funding and hedging, or macro trades for discretionary positioning. Whilst trading is now predominantly electronic for FX, Futures and Bonds, derivatives still require a more bespoke approach. The desk is responsible for assessing both the market conditions and the potential impact of trades, and executing to achieve the best possible outcome for GAM's clients.

Trading is also about building relationships. The desk work closely with the Portfolio Managers (PM's) to make sure that we are able to take advantage of market moves, and help them proactively manage their positions. We also work hard to develop relationships with our banks and brokers, to make sure that GAM has access to the best pricing, liquidity and post-trade support, as well as up to the minute market information.

In line with other areas of modern finance, the trading desk also has to be up to date with the ever-increasing volume of rules and regulations that govern business practice. From providing evidence of best execution, to post-trade analysis of transaction costs, this is as much a key part of our daily workload, as the trading process itself.

The role of the trading desk is always changing, whether that be the products themselves, the way we trade them, or the market conditions in which we are trading, and that is what makes it such an interesting, challenging and enjoyable desk to work on.