

# Cornelia Raif, BNP Paribas Securities Services

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## Present

Cornelia Raif is Head of Relationship Management for Banks & Brokers in Germany and Austria at BNP Paribas Securities Services. She is a member of the local Executive Committee supporting overall Business Strategy.

## Previous

Cornelia Raif started her career at Dresdner Bank AG in 1985 with a bank apprenticeship and worked until 1995 in various areas in Securities Services (e.g. Operations, Customer Service, Head of Relationship Management for Continental Europe). She spent one year in Dresdner Bank, Brokerage Services in New York and completed her Broker License.

In 1995 she moved to Citigroup in Frankfurt, Global Transaction Services and headed up the division as Securities Country Manager. Whilst growing the client business and leading product development she also acted as an interim Head of Operations ensuring full implementation of the new global core custody system and delivery of high-quality service.

Since 2005 Cornelia has been working for BNP Paribas Securities Services, heading the Relationship Management team for German and Austrian Bank & Brokers as well as international clients using BNP Paribas as a local agent bank.

Cornelia is also a member of the Clearstream Advisory Board Germany, Strategic Committee of the Wertpapier-Mitteilungen and the Association of German Banks in Hessen representing banks' and clients' interests.

