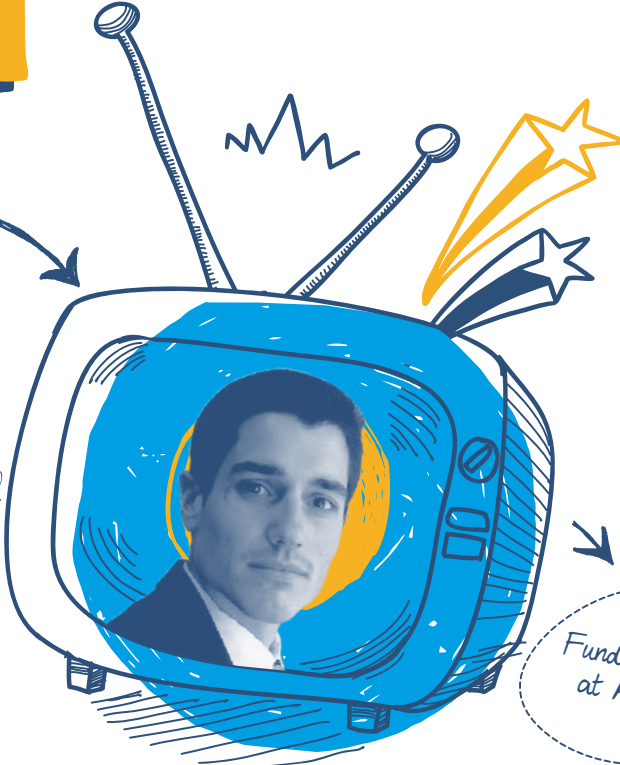


TALKING WITH

Nicolas Trindade, Fund Manager at AXA Investment Managers talks fund management, being European and building Duplo with Mark James at Square Mile.



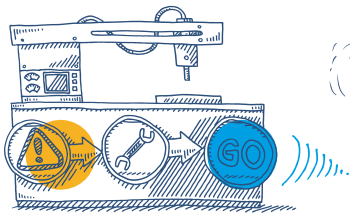
Nicolas Trindade



Fund Manager at AXA IM

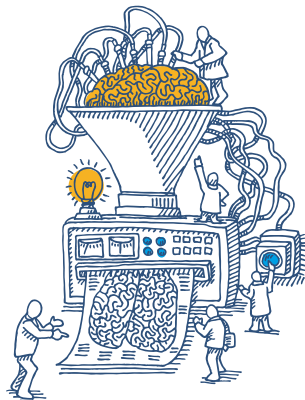
WHAT GOT YOU INTO FUND MANAGEMENT?

I actually trained at an Engineering School in France, but realised pretty quickly that it wasn't the career for me. During my studies I spent a year in the United States, and that is where I got into Finance. Initially I started in the project management team at AXA IM, which suited my technical skillset, but I wanted something more demanding and moved into a Product Specialist role, before eventually becoming a fund manager.



WHY CORPORATE BONDS AND NOT EQUITY?

To be honest, like so many things in life that was simply a case of luck. I was keen to make the move to the front office, and the only vacancy was in the fixed income team. With hindsight though, it really suited my technical background and I'm glad it was bonds.



WHAT HAS BEEN THE BIGGEST CHALLENGE OF YOUR CAREER?

Being French! The majority of my peers in the sterling fixed income market are British and so I've had to work even harder to convince investors of my expertise and skills. I think it is important to get out and see clients, both in good times and bad, as it gives you an opportunity for direct interaction and an even greater sense of responsibility. Having done this regularly I now actually think that being different from my peers gives me an edge - I'm more memorable!



WHAT MAKES A GOOD FUND MANAGER?

Many things but the one that stands out for me is that you must be prepared to embrace change and challenge the status quo. We live in a fast-changing world with quickly evolving macro and micro factors continuously shaping the market. We also have new fixed income instruments coming to the market all the time. These are all reasons why it is such an exciting job.

WHAT IS THE BIGGEST LESSON YOU'VE LEARNT?

That I must keep an open mind, not be stubborn and realise that from time to time I will be wrong in my views. That's not a bad thing, it happens to everyone but you have to learn from it. I've realised that being pragmatic and humble is really important to giving my clients the best possible outcome. After all, it shouldn't be about me, it should be about them!



WHAT HAS BEEN THE MOST MEMORABLE EVENT IN YOUR CAREER?

Without a doubt this was Brexit, both in terms of my career and personal life. I was raised in France by Portuguese parents, my wife is Finnish and I live in London. I consider myself a true European and it really saddens me that this has happened.



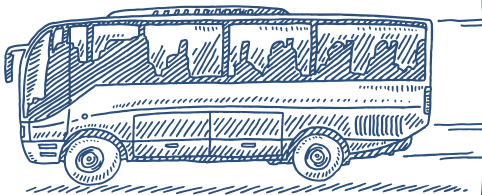
WHAT DO YOU WANT TO ACHIEVE IN YOUR CAREER?

I love being a fund manager and will continue this, but I'd also love to be the 'go to' person for views and opinions and to be a real reference point for my colleagues, peers and the industry.



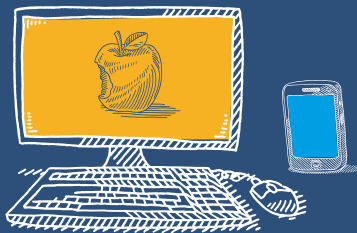
WHAT IS A TYPICAL DAY FOR YOU?

It starts rather unglamorously on the bus, where I usually get a lot of reading done. When I get into work, the first thing I do is check overnight markets and run through my portfolios. At 8am every morning we have a meeting where all the investment specialists discuss what's happened in the markets and what's likely to happen during the day. Following this, my day varies massively. I could be trading, meeting companies, doing some research or seeing clients. I love the variety and never get bored.



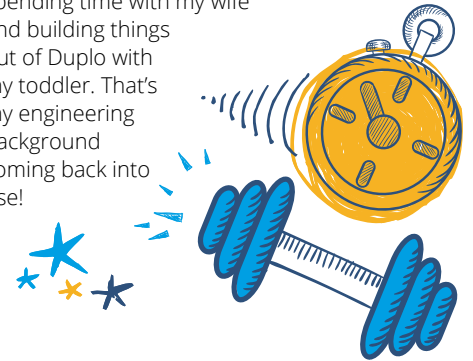
WHO HAS INSPIRED YOU?

I think Steve Jobs is someone I have always admired. I see fund management as more of an art than a science. You have a blank canvas and work around it. He always seemed to be able to think outside the box.



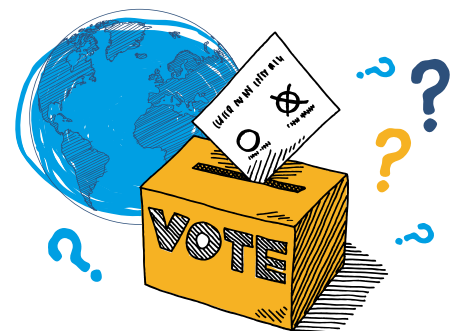
HOW DO YOU RELAX?

Well (again rather unglamorously!) I don't drink anything other than water and I don't smoke, so I have to find other ways to deal with the pressures of my job. Often this is at the gym, taking it out on some of the equipment. Otherwise I'm at home spending time with my wife and building things out of Duplo with my toddler. That's my engineering background coming back into use!



WHAT ADVICE WOULD YOU GIVE TO YOUR YOUNGER SELF?

I would tell myself to learn to better separate work life from personal life. Don't stop caring about your work, because it's very important, but don't bring the pressures of work home as you may start losing perspective and make wrong investment decisions. Another sound advice would be to not underestimate how black swan events happen more often than not. Just look at Leicester City, Brexit and Trump!



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