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Dear Hiring Manager,

As a Masters student at London Business School with a diverse background in financial services, I am looking to apply for the Execution Trader position at Optiver where I believe my strong analytical skills and creativity can bring value to your firm and its clients.

Optiver appeals to me because of the intimate nature of the firm. Being able to work at an organization that is built on the values of collaboration and curiosity, is a key driver for me. The flat work structure and entrepreneurial atmosphere, as well as the mentorship offered to junior employees would allow me to broaden my industry knowledge and further hone my skills. Being curious by nature I was also naturally drawn to the in-depth analytical framework the firm takes to conducting research, and the way in which different teams interact to deliver results

As the winner of the Bulgarian Sustainable Finance scholarship the topic of responsible and inclusive growth is important to me. I see those values reflected at Optiver and its commitment to improving markets, best exemplified by the firm's push to be a leader in the market making space for ESG products.

I further believe my previous experience in investment banking where I developed strong financial modeling skills and Investment research where I was involved not only in the analysis of different industries and market trends, but also in the valuation of different derivatives instruments position me well to contribute to this role. I have also developed the following skills which I believe will enable me to succeed at your firm:

**Agile approach:** be it working with a Bulgarian NGO on broadening its reach, or an asset management group looking to expand its portfolio of products within the Asian market, I tailored my approach and leveraged my skill set to meet the needs of each individual client.

**Attention to detail:** working as an analyst for a fintech company I resolved issues with transaction accounting practices driving back EUR 10,000 of foregone revenue, in the process optimizing the reporting framework by building an integrated API solution.

**Cross-team collaboration:** organizing the first Bulgarian student-practitioner fintech conference I liaised with various stakeholders and teams, ensuring their needs were met via transparent and timely communication.

I believe my experience positions me well to be a trusted advisor to both senior level professionals as well as my immediate colleagues. I further think that my enthusiasm, curiosity, and drive for self-improvement are well aligned with your firm's culture. Thank you for considering my application. I look forward to hearing from you.

Yours sincerely,  
Martin Iliev