

OC OF THE MONTH

September 2019



LUKE MASEFIELD (EG 2011)

A LEVELS: English, Latin, French And History

UNIVERSITY: History at Birmingham University and eventually converted to Law at London's BPP Law School

1. Tell us about yourself – where do you currently work, and how did you get into that?

I actually started in my new role at Deutsche Bank's New York office this week. I had previously been working on the public-side European credit sales desk in London and have made the transition to the private-side Fixed-Income Structured Solutions Group based in New York. Those are some wordy titles, I know – but ultimately we look for Fixed-Income solutions, in the realms of financing and lending for example, to a diverse set of institutional clients.

I joined Deutsche Bank's legal team straight out of Law School in 2016, where I had regular contact with and exposure to Fixed-Income sales and traders with whom I forged strong internal relationships. From that stage, it was an obvious and seamless transition into the front-office.

2. What are some of your proudest achievements since graduating?

By far my proudest achievement since graduating has been working for the amazing Sparks charity in raising money for the bravest person I've ever encountered, Zoe North. Born three months premature, Zoe was diagnosed with cerebral palsy and was told by doctors that she would never be able to walk, talk or act independently. At the age of 18, she decided to defy this diagnosis and walk both the London and New York marathons, over the course of 5 days respectively (walking just over 5 miles of the courses each day). Myself and sixteen other Deutsche Bank colleagues all ran the New York marathon in her honour. From a personal perspective, being able to top the Deutsche Bank leaderboard on my first marathon (with a time of 3'04) was incredible. But by far in a way more incredible was the Zoe's phenomenally brave and successful effort – and the monumental amount we were able to raise for the Sparks charity (over \$200,000).

3. What advice would you give someone who is looking to follow a similar career path?

Relationships are key. Yes, achieve academically and get those grades but the most crucial thing is getting your name out there, and making genuine relationships with people in the industry – from graduates to managing directors. Keep that proverbial phone-book as full as possible! The more impressions you make, the more chance you will land your dream job. The old 'fingers in pies' cliché really does ring true here: cast your net out wide, be proactive and be yourself (don't force it!). Contacts I made in 2013 contributed to me landing my first role in the front office, 3 years later.

4. Which A Level subjects did you choose at Highgate, and do you have any advice for pupils currently choosing A Levels?

Where did you go to University? What did you study? Do you have any advice for pupils currently thinking about University options?

With the initial ambition to pursue a career in law, I studied more classical subjects than one might imagine for a guy in finance: English, Latin, French and History. I took History on at Birmingham University and eventually converted to Law at London's BPP Law School. This goes to show there is no set template or path – no doors are ever closed at this stage. Take subjects you are passionate about, not necessarily the ones you think you

can get the best grades in. Better to be enthusiastic and curious than a rote learner – this is important in later life.

5. Did your time at Highgate help you? If so, how?

It's fair to say I left Highgate a very different man to the boy who entered it. Highgate has a unique ability to build confidence – at least that was my experience of it – whether on the sporting fields or in the classroom. My sporting memories will forever hold a large place in my heart, genuine camaraderie all round and where leadership roles were thrust on me for the first time (messrs Tappy, Evans, Sanjay, Starbrook, Humphries, Henderson and Wright, if you're reading – thank you!!!).

6. In three words, how would you describe Highgate?

Coming of age

7. What is your strongest memory of Highgate?

Ironically my strongest memory of Highgate was getting knocked unconscious by Will Cave's *rse (The Lodge) when heading the winning goal for East Lodge in our prestigious House Football competition. Dr Stubbs, still traumatised I'm sure, had to all but carry me to the medical centre and call my distressed mum!

8. What drives you?

Trying new things and getting myself out of that dreaded 'comfort zone'. What you think you're capable of probably amounts to less than 1% of what you're actually capable of. Say yes to new challenges. Who cares if you suck at it – embarrassment only lasts a couple of minutes.

9. What's next?

If you'd told me five years ago I'd be working on Wall Street I would have scoffed. I'm half Australian so I'd love to work out of the Sydney office at some point in the future but there's so much of the States I haven't seen too. I'll keep you updated!