

# An Ambitious Leader in an Emerging Markets Commodity Fund

NickJen Capital Management is a highly respected New York based Commodity Trading Advisor, specializing in trading the Natural Resource spectrum. Lisa Parrinelli gives us an insight into the workings of the company, telling us what makes her and the firm so successful, being named Most Influential Woman in Capital Management & Sustained Excellence Award in Financial Services 2017.

NickJen offers the NRD-1 Program, a highly focused Natural Resources discretionary strategy specifically designed to identify investment opportunities within the futures markets. They place a strong emphasis on accountability, transparency, and ethics to create positive experiences for their clients. Lisa outlines the types of clients the firm services and the NRD-1 Program.

"The NRD-1 Program is our unique discretionary, commodity only program developed by founder and Portfolio Manager, Nick Gentile to specifically focus on this niche. The core of our portfolio construction is 70% Agricultural and Soft Markets and the remaining balance is comprised of the Energy, Meat and Metals sectors. Our ultimate trading decisions are based on fundamentals however; we utilize a combination of fundamental and technical analysis to identify which markets offer the best trading opportunities.

"In terms of our clients, they are all QEP and consist of high net worth individuals, several family offices, European Fund to Funds and an Australian fund. I am proud to say that we still have all of our very first investors under management. This, I believe, is a testament to the value we place on long term relationships. NickJen Capital's proclivity for building and maintaining both client and industry relationships is at the core of our business, and has become a key contributor and one of the biggest assets to our investment strategy. Here at NickJen Capital, our deeply developed networks deliver qualitative information from in the field contacts, providing us with unique analysis that has become instrumental in making trading decisions." Going into more detail about her own role, Lisa explains how long she has been at the firm and what her job entails.

In April 2014, I coordinated the launch of NickJen Capital, since then my role has evolved alongside the company's accelerated growth.

"Essentially, my official title at NickJen is COO and Risk Manager; however, my actual role is quite diverse and incorporates me taking on a variety of roles. Along with traditional COO Risk Manger responsibilities and depending on the day, you will find me spearheading Investor Relations, Marketing, Business Development and or Strategic Planning. I truly enjoy being involved in all aspects of the business and appreciate that Nick Gentile has extended me this opportunity. Nick's philosophy is to keep a small tight knit team which allows NickJen to grow and develop organically while insuring the team adheres to the same core principles and vision."

Being a woman in the male dominate financial sector can be arduous. When we asked Lisa about her experiences, she talked about the challenges she overcame and opportunities she seized to become a successful woman in the finance market.

"It's disconcerting that the financial industry, as well as many other industries, tend to be primarily male dominated, and it becomes more prevalent as you move higher up the corporate ladder. A small number of women hold C-level titles and I often wonder if they do not strive for top positions in fear that opportunities may be limited. If you look around and do not see anyone like you, it can be intimidating and make you doubt your abilities. Based on my own experiences, this fear can be one of your biggest obstacles. I would like to see the current corporate landscape shift towards one that is more receptive of women in general.

*"Staying focused and balanced can help lead you to greater success both professionally and personally."*

"Regarding what advice I would give to women, actually to everyone, would be to never let anyone take an opportunity that you have worked hard for away from you. Confidence is a great attribute and the key is to find the right balance to blend with a strong work ethic. Staying focused and balanced can help lead you to greater success both professionally and personally."

Moving forward, there looks to be a bright future ahead for NickJen, particularly if Lisa continues in her role and the team continues to drive itself onward. Looking to build on the ongoing success of the company, Lisa concludes by explaining how NickJen is looking to expand and grow.

"Looking ahead, my goal is to drive NickJen forward and continue to develop our brand awareness to maximize growth opportunities. There are a number of exciting developments on the horizon for NickJen Capital and I am hopeful that the momentum of our current success will help us to capitalize on these opportunities. Lastly, I am eager to build upon our current success and anticipate continuous growth for NickJen as we seek to grow our assets under management."

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