

Paul Hanson

Founder and CEO, bbotx Inc. at

Calgary, AB, CA

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Biography

Starting as a salesman at Xerox, I moved up through different sales and technology roles, with multiple sales and special awards to my name. I then applied what I had learned about sales and leadership to the world of securities trading. I was the founder of BIDS Trading. I designed the core trading model and created the consortium made up of Goldman Sachs, Morgan Stanley, UBS, Merrill Lynch, Citi Bank, Lehman Bros, Credit Suisse, Bank of America, Deutsche Bank, JP Morgan Chase, Knight Trading, Bear Stearns, and the NYSE. In addition, I've sold systems and made deals in, but not limited to: Canada The U.S. The U.K. Germany Poland Italy Slovenia Iceland Kenya U.A.E. Qatar Bahrain Jordan South Africa Nigeria China Japan Singapore the Philippines Thailand Egypt South Korea I worked in North America, Asia, Africa, the Middle East, Europe, China and Australia for my employer, EFA, to create partnerships and sell systems to stock exchanges, governments, financial institutions and industry consortia. This led to the establishment of a successful capital markets software company, Alberta Market Solutions, followed by a second venture, BIDS Trading, which has been a tremendous success and is now a significant part of the U.S. equities market. Now I am working on a new start-up, bbotx, addressing the challenges and opportunities of the Internet of Things at the enterprise level.

Areas of Expertise

Applied Technology, Startups, International Business and Sales, Large Scale System Design and Sales, Deal Making, Financial Markets, Product Design and Development

Event Appearances

The Role of Exchanges in Creating Opportunities for Economic Growth in Emerging Markets
African Securities Exchanges Conference

The Role of Financial Intermediaries in an Increasingly Noisy and Complicated Investment Market
Place
Merrill Lynch Global Executive Conference

Accomplishments

BIDS Trading LLC

BIDS is a key part of the U.S. financial infrastructure. It allows traders to find natural liquidity without the risks of exposing their orders to the opportunistic elements in the market. BIDS has been in production since the spring of 2007, and transacts a daily average of 70 million shares worth an estimate \$2.5 billion.

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