

COSMAS ONYEKWELU

OTC Desk Trader · Crypto Market Operations · Nigeria

Lagos, Nigeria

onyecosmas@gmail.com

0805 309 1974

linkedin.com/in/cosmasonyekwelu

PROFESSIONAL SUMMARY

Crypto OTC trader with nearly a decade of active market experience in Nigeria, specialising in USDT/NGN liquidity, quote handling, and execution discipline. Founder of Cosark Enterprise (RC 3037328), a formally registered trading operation through which I have managed counterparty relationships, trade documentation, working capital, and settlement processes independently. I bring the market instincts of a practitioner who has operated in the Nigerian OTC environment since 2016 understanding its pace, its relationship dynamics, and the trust that underpins every large transaction. Alongside my trading experience, I have designed trade-capture and P&L-visibility systems, giving me useful input into trading desk infrastructure and operational improvement.

CORE COMPETENCIES

OTC Trading	Quote handling & negotiation, USDT/NGN execution, large-volume trade management, counterparty coordination, working capital awareness, settlement follow-up, dispute management
Market Analysis	Price & spread monitoring, market trend analysis, digital asset risk identification, regulatory landscape awareness, FX/crypto market dynamics
P&L & Risk	Desk-level P&L tracking, execution against risk limits, trade reconciliation, performance documentation, operational controls
Client & Ops	Customer onboarding & qualification, relationship management, documentation accuracy, post-trade process discipline, stakeholder reporting
Systems Input	Trade capture system design, settlement workflow automation, trading infrastructure specs, risk framework input, process improvement thinking

PROFESSIONAL EXPERIENCE

Independent OTC Trader & Proprietor

2016 – Present

Cosark Enterprise (RC 3037328)

Lagos, Nigeria

- Operated independently in the Nigerian crypto OTC market since 2016, executing USDT/NGN and crypto transactions with a strong focus on pricing discipline, execution timing, and counterparty trust.
- Managed the full trade lifecycle, quote origination, negotiation, execution, post-trade settlement follow-up, and documentation, maintaining accurate records across all transactions.
- Built and maintained relationships with repeat counterparties and institutional participants, with a focus on reliability and confidentiality that sustains long-term trading volume.
- Monitored market conditions actively to inform pricing decisions, manage spread exposure, and time executions profitably, particularly in the fast-moving USDT/NGN environment.
- Managed working capital allocation across active positions, balancing liquidity requirements with profitability targets and minimising idle capital.
- Formally registered Cosark Enterprise in December 2019 (RC 3037328), reflecting a structured, compliance-conscious approach to independent trading operations.

Trade Systems Designer

2025 – Present

OTCBook (Independent Project)

Remote

- Designed and built a backend trade-capture and bookkeeping system for NGN-based crypto OTC desks, covering trade recording, fee calculations, net P&L computation, and desk-level performance visibility.
- Created reporting structures to support reconciliation, audit readiness, and management review, the same operational disciplines required on a professionally managed OTC desk.
- Developed the system from a trader's perspective, prioritising the data and workflows that desk operators and treasury teams actually need in a high-velocity Nigerian market context.

Market Automation & Risk Tools

2023

RefTrader (Independent Project)

Remote

- Built a crypto trading automation framework incorporating risk rules, signal inputs, P&L monitoring, and real-time Telegram alerts directly applicable to the monitoring and execution discipline required on a managed OTC desk.
- Explored execution logic and risk-limit enforcement in automated environments, developing practical understanding of how automated controls interact with manual trading decisions.

MARKET KNOWLEDGE & CONTEXT

- **Deep familiarity with USDT/NGN liquidity dynamics, informal and formal market participants, NGN volatility patterns, and the trust-based relationship structures that define high-volume OTC transactions in Nigeria.**Nigerian OTC Market:
- **Actively track CBN, SEC Nigeria, and global crypto regulatory developments; understand compliance requirements relevant to institutional OTC operations and customer onboarding.**Regulatory Awareness:
- **Bitcoin, USDT (TRC-20/ERC-20), USDC, and major altcoins; experienced with on-chain settlement, wallet operations, and exchange integrations relevant to OTC desk workflows.**Digital Asset Coverage:

EDUCATION & PROFESSIONAL DEVELOPMENT

Continuous Self-Directed Learning

2016 – Present

Crypto Markets, Risk Management & Trading Operations

- Active study and practical application of OTC trading mechanics, FX dynamics, crypto market microstructure, and risk frameworks relevant to institutional and high-volume trading environments.
- Supplementary study in financial markets, derivatives fundamentals, and compliance practices applicable to regulated crypto operations.

ADDITIONAL INFORMATION

Business Registration: Cosark Enterprise, RC 3037328 registered December 18, 2019 with the Corporate Affairs Commission of Nigeria.

Languages: English (fluent), Igbo (native), Yoruba

Location: Lagos, Nigeria, open to Luno Lagos office and remote-reachable arrangements.

References: Available on request.