

First Name Last Name

Address, City, State ZIP
Mobile Phone ♦ Email

Advisor / Consultant

Domestic and International Investments

Investment professional with extensive experience structuring and managing individual and institutional portfolios, both domestic and global. Consistently recognized for professionalism, integrity, knowledge, and passion for the industry. Strong track record of assessing human capital and growing team members' strengths in a multidisciplinary working environment focused on superior performance and client service. Readily cultivate new relationships, based on trust, with firms and individuals. Communicate and collaborate with all levels of management. Identify opportunities for additional revenue generation, as well as solutions for turning around clients.

- Understand clients' investment goals and objectives, structuring diversified investment portfolios and strategies to meet goals using individual securities and products.
- Superior marketing skills with the ability to translate complex ideas into simple, practicable forms for presentation to investors.
- Capitalize on team members' talents to grow cohesive, profit-generating team.

Areas of Expertise

High Net-Worth / Institutional Portfolio Investments ▪ Relationship / Client Cultivation
Sales Initiation & Close ▪ Creative Solutions ▪ Public Speaking & Presentations
Cohesive Teambuilding ▪ Human Capital Assessment

Career Progression

COMPANY ONE, Carlsbad, CA

2006 – Present

Leader in job placement, specializing in scientific, information technology, engineering, and professional healthcare positions.

Healthcare Consultant

Consistently recruited to long-term assignments in top-level institutions based ability to quickly acquire site-specific procedures and dedication to providing exemplary customer service.

COMPANY TWO, New York, NY

2005 – 2006

Wholly owned subsidiary of C2 Insurance Company providing investment capabilities to global institutional and individual investors, with 1,400 employees in 15 offices across the U.S. and \$246+ billion in assets under management.

Sales / Investment Consultant, MainStay Investments

Consulted with advisors and investment managers regarding investment strategies, asset classes, and product mix. Researched and discovered zones and patterns of potential investment sales opportunities within southeastern territory. Collaborated with investment management team and client services to complete RFP documents. Negotiated optimal institutional pricing and trading method for client with internal group manager.

Key Accomplishments

- Gained more than \$25 million in assets as pivotal component in securing small-cap opportunity fund on preferred lists with SunTrust-Alexander Keys, Sterne Agee, and Lincoln Financial.
- Secured \$50 million in assets under management in newly formed territory, identifying additional \$25 million mandate opportunities in region.

COMPANY THREE, Philadelphia, PA

2002 – 2005

Providing individualized, high-level financial solutions and business plans.

Independent Consultant

Developed investment strategies and pricing models for established clients.

COMPANY THREE (continued)*Major Projects*

- Analyzed area healthcare facilities that could be renovated into long-term facilities for national healthcare system. Presented suggestion, at which point university bought a suggested property and repurposed it.
- Conducted due diligence to assist Chief Investment Officer for city of Philadelphia to assess and select investment managers for equity mandates for municipal pension fund. Powerful managers were selected, resulting in a strong fund.

COMPANY FOUR, Wilmington, DE

1999 – 2002

One of the country's largest personal trust providers and wealth managers, providing customized financial alternatives for wealth advisory, corporate client, and regional banking services.

Portfolio Manager

Structured investment portfolios with \$450 million in assets for family groups and charitable foundations. Advised clients on interest rate environment, stock market conditions, and tax laws. Coordinated commercial banking transactions. Selected to manage numerous institutional endowments portfolios due to investment knowledge and communication strength.

Key Accomplishments

- Received portfolio of investments from head of unit, based on investment reputation and knowledge of industry. Portfolios included endowment accounts and institutional investments. With Unit Manager's endorsement, also backed by board of directors.
- Worked directly with Income Fund Manager in timing many additions totaling \$60 million to fund that minimized transaction cost and capital gains and neutralized short-term income reduction.

COMPANY FIVE, Johannesburg, SA / Durham, NC

1994 – 1996

International investment boutique in South Africa that managed \$202 million for state pension fund emerging market mandates for joint effort between X Capital and Calvert New Africa – South African Fund.

Investment Analyst / Group Manager

Selected as group manager by Chairman of X Capital and Chairman and President of Calvert group. Co-led international project to create South African mutual fund. Leveraged academic knowledge and prior field work for senior thesis to understand how labor markets were designed to support key industry development.

Key Accomplishments

- Enhanced productivity within weeks through strong intuitive sense, backed by ambitious intellectual clarity that developed cohesion and improved communication among new investment team of 10. Drew out strengths and personal capital, building cohesive, multidisciplinary team.
- Secured two \$50 million mandates from state pension fund investors in Texas, Illinois, and Washington, DC. Directed team that made presentation on how benefits of investing in emerging markets would result in performance profits; presented to representatives and received buy-in.

Additional Experience

COMPANY SIX, Philadelphia, PA

Investment Officer, Trust Division**Investment Associate, Trust Division**

Education | Licenses**B.A., Economics**

BRYN MAWR COLLEGE, Bryn Mawr, PA

Licenses: Series 7 and 63

Professional Association

CFA Institute – Member, New York Society of Security Analysts