

EXECUTIVE PROFILE



MULTIPLATFORM TRADING – STRATEGY & EXECUTION – HIGH VALUE RELATIONSHIPS – STRONG LEADERSHIP

Equity Sales Trader | 23+ Years Experience Managing Strategic Buy Side Relationships

Decisive, focused and effective leader; a top producer and proven revenue driver for over two decades. 20-plus year track record building, managing and motivating teams to galvanize profitable growth with balanced risk across multiple asset classes. Possesses a powerful network among institutional investors and buy side contacts, deep knowledge across product lines and platforms, and expertise leveraging that to generate highly profitable revenue with low risk ratio. Series 7, 63.

SPAN OF EXPERTISE

- Relationships & Client Service
- New Business Development
- Market Coverage & Evaluation
- Identifying Trends & Opportunities
- Managing Risk & Exposure
- Block Trades & Complex Transactions
- Multiplatform Sales – Options, ETFs
- Leadership & Team Building

ACTIVE ACCOUNT RELATIONSHIPS:

Armature • Bessemer Trust • Clearbridge • Columbus Circle Investor • Discovery • Eastbay • Fir Tree • Fortress • Glade Brook Capital • GLG • Graticule • Highbridge • Impala Funds • Jennison Jericho • Kingdon • Luminus • MD Sass • Morgan Stanley Smith Barney • Morgans Waterfall • Nuveen Investments • Oppenheimer Funds • Paulson • Peregrine • Primecap • Roystone • Tiger Cubs Winslow • Viking • Zweig Dimenna

SALES & LEADERSHIP MILESTONES INCLUDE:

- ▶ **Senior Sales Trader for Company**; opened 15 new accounts before taking over leadership of the East Coast and Midwest territories for Company.
- ▶ **Initiated low touch/high touch coverage** at Name Capital, devising process flows and coverage for program trading.
- ▶ **Co-managed a 10-person team at ABV**, leading the charge to implement a pod system to **optimize depth of coverage**, and collaborating on rollout a new order management platform that yielded a **15% increase in trading revenues**.
- ▶ **Recruited to Company Name to establish a desk in NY**; rapidly grew to a team of seven covering NY-area institutional investors, primarily in the tech sector.
- ▶ **Amassed a \$XM book of business at Bank Name** covering hedge funds and long only firms; captured **#1 market share** position with nearly every account under management.
- ▶ **Handpicked to manage the New York office** for Bank Name after two years of as a top producer in the Maryland office; catapulted growth to **expand the team from 3 to 10 in just one year**.
- ▶ **Instrumental in operationalizing the first FIX connection at Company**, working in collaboration with business and technical stakeholders, both internally and with one of the firm's largest institutional clients.

CAREER HISTORY

- COMPANY, New York, NY – **Director, Equity Sales Trader** (YYYY – YYYY)
- COMPANY NAME, New York, NY – **Director, Equity Sales Trader** (YYYY – YYYY)
- COMPANY, New York, NY – **Managing Director, Equity Sales Trader** (YYYY – YYYY)
- COMPANY NAME, New York, NY – **Vice President, Equity Sales Trader** (YYYY)
- COMPANY NAME, New York, NY – **Director, Equity Sales Trader** (YYYY)
- COMPANY, New York, NY – **Equity Sales Trader** (YYYY – YYYY)
- COMPANY NAME, New York, NY – **Vice President, Equity Sales Trader** (YYYY – YYYY)
- COMPANY NAME, New York, NY – **Vice President, Equity Sales Trader** (YYYY – YYYY)
- COMPANY NAME, Baltimore, MD & New York, NY – **Vice President, Equity Sales Trader** (YYYY – YYYY)
- COMPANY, New York, NY – **Equity Sales Trader** (YYYY – YYYY)

EDUCATION

UNIVERSITY OF CITY AT STATE, City, State – **BA, Political Science**; NCAA Division 1 Soccer Starter