

TERRY SMITH

5 Smith Blvd. • Chicago, IL 60290 • terry.smith@email.com • 555-555-5555

FINANCIAL SALES MANAGER / INVESTMENT CONSULTANT

Self-directed, goal-driven financial professional with a history of consistently meeting or exceeding aggressive growth goals as both a manager and individual producer. Hands-on leader and motivator with a proven record of increasing team productivity, strengthening client relationships, and driving new levels of sales and revenue growth. Skilled and knowledgeable advisor who excels at providing clients with advanced investment strategies based on asset allocation, efficient frontier, and modern portfolio theory methodologies. Highly effective and influential communicator who excels at leading employee training programs and client education seminars.

Key areas of strengths and competency include:

Team Leadership & Development ♦ Client Acquisition & Retention ♦ Relationship Management ♦ Branch Operations ♦ Training Program Development ♦ Regulatory Compliance ♦ Policies & Procedures Investment Strategies ♦ Client Needs Analysis ♦ Group Presentations

CORE LEADERSHIP QUALIFICATIONS

- Project Management
 - Cross-Functional Team Leadership
 - Safety Compliance Audits
 - Technology Training
 - Systems Configuration
 - Global Systems Support
 - Troubleshooting & Repair
 - Systems Implementation
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PROFESSIONAL EXPERIENCE

XXX Company

2007-Present

Branch Manager / Investment Consultant (2013-Present)

Selected by Regional Manager for this leadership role in a flagship branch located in Manhattan. Maintain personal production goals and service a base of more than 500 clients, assist Branch Manager with all aspects of branch operations and staff supervision. This included reviewing all work, resolving client issues, and providing ongoing training and development for 3 investment consultants. Hold full decision-making authority when Branch Manager is away from the office.

Leadership & Supervision

- Served as Interim Branch Manager for a period of 2 years, providing the essential branch leadership and direction.
- Co-led quarterly regional training workshops on fixed income strategies. Provided ongoing input to continually modify the curriculum to create a more engaging and rewarding learning experience.
- Collaborated with upper management on the development of best practices for new consultants.

Sales & Business Development

- Consistently exceeded personal performance measures for new assets, advisory strategies, and investment strategies.
- Raised an average of \$15M in new assets per quarter from both existing and prospective clients.

Performance Awards:

- MVP for Manhattan Region in Q1, Q2, Q3 – 2014.
- Member of Sales Academy: was awarded to the Top 10% of producers (2015).

Branch Supervisor/Investment Consultant (2010-2013)

In addition to personal production activities, conducted weekly sales meetings for staff of 10 investment consultants to ensure that sales goals were consistently met. Assisted Branch Manager with quarterly strategies and plans for motivating team sales performance in addition to personally mentoring peers to achieve their individual objectives.

Leadership & Supervision

- Selected to fill in as Interim Branch Manager at various branch locations.
- Developed and facilitated client educational seminars on retirement planning.

Sales & Business Development:

- Recognized by senior management as a regional sales leader and consistently ranked as one of the top producers in the office, exceeding expectations across all performance metrics.

123 Technologies

2007-2010

National Client Retention Team Manager

One of 12 top producers in region selected for this special team, tasked with saving relationships with clients. Named as one of two team leaders, based on high level of effectiveness and performance.

Leadership & Supervision

- Led team in the successful retention of more than \$50 million in client assets by developing and executing high-performance strategies for all team members.
 - Optimized team performance by creating and implementing a performance-based incentive system based on weekly results.
 - Conducted Asset Retention Seminars.
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EDUCATION**Electronics Diploma – A1 Technology Institute**

Technical Training Courses:

Computer ++ Course**Linux System Administration****Advanced Micro Device Course – County College of Maytown**