

Adam J. Smith

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OBJECTIVE

An analyst position in the investment banking industry focusing on risk management.

SUMMARY

Dynamic, results-oriented finance professional with experience providing innovative leadership in the areas of asset management and sales production. Demonstrated ability to conduct effective presentations and training. Fluent in Spanish. Hold Series 7, 63, and 52 licenses. Pursuing MBA with concentration in finance.

EXPERIENCE

BANK OF AMERICA, SECURITIES DIVISION New York, NY
Senior Investment Consultant / Team Leader, *May 2013 – Present* May 2009 - Present
Manage sales production of three branches in the New York area, including responsibility for investment activity and compliance issues.

- Lead 10-member investment team that successfully increased sales production by 35% in 2012.
- Train bank personnel in sales techniques, product knowledge, and customer service.
- Develop incentive plans to motivate branch personnel.

Investment Consultant / Registered Representative, *May 2009 - May 2013*
Managed \$42 million in assets; responsible for daily audit of branch transactions.

- Successfully built portfolios utilizing principals of asset allocation and risk management.
- Delivered successful investment seminars on financial topics.
- Ranked #1 in ability to reach goals among 275 employees in the one-year training program.

MERRILL LYNCH Princeton, NJ
Administrative Assistant June 2007 - May 2009
Functioned as liaison between executives and clients' top management, outside legal counsel, and regulatory agencies.

- Coordinated coverage of more than 100 Fortune 500 corporations.

EDUCATION & TRAINING

RUTGERS UNIVERSITY, SCHOOL OF BUSINESS Camden, NJ
Master of Business Administration May 2016
Concentration: Finance
Cumulative GPA: 3.80 Finance GPA: 3.90 (9 courses)

NEW YORK UNIVERSITY New York, NY
Bachelor of Science, cum laude May 2007
Major: General Business Minor: Finance

AFFILIATIONS

Toastmasters International Business Society, Member; Rutgers Investors Group, Member