

SALES & TRADING INTERN

Professional Summary

- 5+ years of management and operational experience built on strong people skills and common sense
- Experience in entrepreneurial, process improvement and growth management

• Substantial exposure to business cultures in North America, Europe, and Asia (China, Singapore & South Korea)

• Understanding the various business elements: people, operations, sales, marketing, finance & legal - & their inter-dependence

Work Experience

Company Name July 2009 Sales & Trading Intern

City, State

- Worked directly with Senior Managing Directors and Associates of the firm assisting them with the introduction of their Prime Brokerage Service, LCG Primeview.
- Provided asset and market analysis, conducted cold calls and communicated directly with domestic and international high net worth clients.
- Reviewed merger prospectuses and provided daily Current Events summaries.
- Researched particular assets in order to help shape sales pitches for brokers.

Company Name July 2008 Investment Banking Intern

City, State

- Worked directly with the Senior Managing Directors and Associates of the firm assisting their Senior Portfolio Managers with client relations and account management.
- Researched particular assets in order to help shape sales pitches for Associates.
- Prepared business plans, a business pipeline, business summaries, and performed routine office tasks.
- Attended Shareholder Meetings with Senior Managing Directors.

Company Name July 2007 Associate

City, State

Company Name July 2006 City, State

Education

Hampden-Sydney College 2010 Bachelor of Arts : Economics and Commerce City, State, United States GPA: 3.3

Member of Sigma Chi Fraternity

Member of Society of '91, Student Leadership Program

Interests

Additional Information

- ACTIVITIES *Member of Sigma Chi Fraternity: Rush Committee, Social Committee 2008-Present *Member of Society of '91, Student Leadership Program 2009-Present *Captain of Ridgewood High School Basketball Team 2005-2006

Skills

account management, Banking, business plans, Calculus, Corporate Finance, clients, client relations, Economics, Equity, Financial, Financial Accounting, Financial Modeling, Forecasting, Managerial, Managing, Managerial Accounting, Market Analysis, Meetings, Money, office, Prime, sales, Venture Capital