

# CLIENT NAME

Address, City and State | 123-454-7877 | clientname@gmail.com | [BLOG](#)

## INTERNATIONAL TRADING EXECUTIVE WITH 12+ OF INDUSTRY EXPERIENCE

### Corporate Vision & Strategic Operations | Global Market Penetration & Pricing Strategies | Best Practices

**Results-driven, innovative and decisive financial services executive** with a stellar history of successful initiatives in Negotiating and Bidding Large Government Contracts; International Trading and Financial Transactions; Market Research and Canvassing as well as Account Development with large Distribution Clients. Sophisticated understanding navigating the negotiation process and successfully winning \$100M+ contracts. Strong R&D background, assisting the Research and Development department with in-depth market research and customer feedback. Consummate communicator with highly developed interpersonal and people management skills as well as the ability to forge dynamic partnerships with key stakeholders and cross-functional teams. Advanced critical thinking, problem solving and leadership skills.

- Research, Valuation & Analysis
- Money/Investment Management
- Distribution Channel Development
- Client Relationship Management
- Relationship/Alliance Building
- Profit/Margin/Goal Attainment
- Process Innovation/Optimization
- Investment Guidance/Support
- Forecasting/Variance Analysis
- Revenue Growth/Expansion
- Financial/Investment Planning
- Regulatory/IMF Compliance

## PROFESSIONAL EXPERIENCE

### AFRICAN INVESTMENT MANAGEMENT LLC

2012 – Present

#### *Management and Deal Restructuring*

Key operational and profit growth strategist in charge of increasing the company's national and international presence. Drastically improve growth of the international trading and investment operations for diesel, oil and coal. AIM structured financial products and trading facilities with large multinational bank. Oversee the trade of physical commodities and chemicals in various industry sectors. Trade Molasses, Wheat, Grain, Corn, Coal, Soya Beans, Tree Nuts and Produce.

#### *Key Accomplishments*

- Leverage exceptional negotiation skills to **structure financing and logistics for \$250M+**.
- **Secure \$30M+ monthly by conducting Due Diligence** and on ground assessments of possible clients and suppliers for trading activities.

### JIREH OPTOELECTRONICS LLC

2006 – 2012

#### *Chief Executive Officer*

Directed all the moving components behind the strategic vision and execution of growth initiatives for the large distribution sales channel in addition to servicing the established OEM customer base. Forged and cultivated relationships with 3 of the top 5 electrical distribution companies in the industry which directly increased profit margins and gross profit. Assisted with a \$4 million grant application to the Department of Energy.

#### *Key Accomplishments*

- **Grew sales to nearly \$5M annually** by playing an integral role in startup planning and strategies.
- Significantly increased the number of **Manufactures Representatives and Distribution customers by 80%**.

### MERCHANT WEST TREASURY (PTY), LTD.

2005 – 2006

#### *Forex and Money Market Trader*

Advised and consulted with blue chip customers including Microsoft and large multinational trading companies regarding executing trades and positions in foreign exchange and cash management.

#### *Key Accomplishments*

- Capitalized on expertise in Risk Management to structure **\$200M in Forex and money market trades**.
- **Managed \$200M accounts** by building and maintaining strong client relationships.

**Prior work history includes: International Director, Xeno Investment Holding (PYT), LTD., 1999 – 2005**

## EDUCATION & CREDENTIALS

**Financial Markets**, South African Institute for Financial Markets, Johannesburg, South Africa  
**Certificate in International Trade Finance**, IFS University United Kingdom  
**B.Sc. in Sports Science**, TCSA, Pretoria, South Africa