

ERIC THERRIEN

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FINANCIAL INDUSTRY PROFESSIONAL

Equity Trading • Asset Diversifying • Risk Management • Strategic Planning

Ethical and analytical Trading Professional with extensive cold-calling and sales proficiency. Possess highly effective interpersonal skills and experience working in a fast-paced trading floor environment. Solid business experience analyzing and developing complete trading plans and strategies independently, while working as a part of a proprietary trading firm. Embody thorough understanding of interpreting and analyzing company business model and financials. Technical proficiency includes: Microsoft Excel, Word and Power Point.

AREAS OF STRENGTH

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|-------------------------------|-------------------------------|--------------------------|
| ✓ Asset Liability & Risk MGMT | ✓ Strategic Sales & Marketing | ✓ Technical Analysis |
| ✓ Trade Executions | ✓ Trading & Finance | ✓ Strategic Diversifying |
| ✓ Trading Concepts | ✓ Process Improvement | ✓ Lead Generation |

NOTABLE CAREER ACCOMPLISHMENTS

STRATEGIC INNOVATION- First trader at Andrie to trade Futures contracts exclusively as opposed to Options. Developed and created a method of risk diversification by using futures (or positional trading) to increase revenue.

AGGRESSIVE REVENUE GENERATION - Assisted team in achieving a daily positive PnL of over \$100,000 by passing hundreds of messages regarding market data and trades happening in the pit.

SOLID BUSINESS EXPANSION – Within first month at Growth Equity Group, closed \$300,000 sale of townhomes after convince a client his retirement dollars were more secure in real estate rather than the stock market.

PROCESS IMPROVEMENT – Created detailed step-by-step trade criteria template to fine-tune trading strategy and improve proficiency. With this template, possessed the ability to quantify trades and pin point tendencies that caused problems.

NEW CUSTOMER GENERATION – As Senior Associate at Growth Equity Group, generated new leads and built solid rapport that generated new personal contacts.

PROFESSIONAL EXPERIENCE

Growth Equity Group, Chicago, IL

Jun. 2014-Present

Nationwide real estate investment firm, that specialized in buying distressed properties such as condos, town houses and single-family homes in bulk, in emerging markets throughout the country

Senior Associate

- Exhibit efficient cold-calling proficiency by executing seamless telephone contact as a part of an aggressive lead generation campaign; complete at least 125 calls daily
- Establish solid rapport with potential clients, while educating them on lucrative investment opportunities. Assist them in aligning potential investment opportunities with their overall financial goals

- Instruct clients on loan prices, property values and amenities, and help them calculate the potential internal rate of return
- Exhibit above-the-board interpersonal skills and a high degree of confidentiality with every client interaction

TopstepTrader, Chicago, IL

2013-Present

This company provides resources to develop individuals into knowledgeable, consistent, profitable traders

Trader Recruit

- Analyzed and traded live market data from 7 different markets in a simulated account
- Graduated in 6 months from the advanced trading educational program “The College of Trader Development”
- Produced consistent trading results in multiple combines, leading to a positive overall PnL

Andrie Trading LLC, Chicago, IL

2011-2012

Futures Trader (July 2012 – December 2012)

- Independently designed, built and tested complete trading plan using live market data
- Executed successful sales pitch to company CEO, demonstrated how trading plan increased company revenue
- Became the first and only trader in the firm to trade exclusively futures contracts
- Traded the E-Mini S&P 500 Futures contract electronically, using a scalping technique

Arbitrage Clerk (January 2011 – July 2012)

- Worked on headset on CBOE trading floor, passed hundreds of messages between traders using hand signals
- Maintained high level of focus and concentration in chaotic market conditions, emphasizing clear communication between traders
- Relayed futures orders clearly and accurately to the execution traders with 100% accuracy
- Communicated to traders at the CME and the upstairs office what was being quoted and traded in the pit

Internships

2010

Trading Floor Clerk (May 2010 – August 2010)

- Checked trades and entered trades into Pro Opticus Software
- Performed Floor Clerk Duties at CBOT for 2 Brokers and 2 Locals in the Soybean Options Pit
- Received and transferred orders to Brokers in the Pit
- Reconciled out-trades before trading day between the clearing house and traders

EDUCATION & AFFILIATIONS

BBA Finance, Iowa City, IA, 2010

Affiliations

Financial Management Association Member, 2007-2010

HawkTrade Investment Club Member, 2008-2010