# [Full Name], MBA, CFA

[City, State] | [Phone] | [Email] | [LinkedIn]

## Vice President of Wealth Management

*Revolutionizing Investment Solutions to Catapult Growth*

**Stellar track record of refining financial product offerings** to propel success in highly competitive marketplaces. Brings the ability to achieve buy-in from skeptical investors and drive the adoption of investment platforms across industry-leading RIAs.

**Known for defining the investment philosophy of firms.** Recognized for aligning vision, mission, objectives, and client value propositions. Career history of translating strategic partnerships into record-breaking commercial results.

**Proven ability to source, hire, and train high-performance teams.** Skilled at optimizing the structure of investment teams to deliver beyond the objectives of large-scale firms. Passionate about developing a culture of accountability and innovation.

| Great People Manager 2022 | 1000+ clients; $2T+ in AUM<br>Billion-dollar Revenue Growth | Commercial Partner of the Year 2020 |
|---|---|---|

### Professional Highlights:

**Director, Head of Portfolio | [Investment Firm]:** Ignited $100B in new business within three years by transforming the portfolio consulting team into an industry-defying powerhouse. Established cutting-edge service offerings for RIAs (>$500M in assets).

**Lead Strategist, Model Portfolios | [Investment Firm]:** Developed the US model portfolio suite from $0 to $5B+ in managed AUM in the first two years. Outpaced competitors by developing a new strategic approach to business.

**Managing Director | [Investment Firm]:** Drove $1B in AUM and solidified the firm's position as the largest ETF strategist in the US. Built strategic partnerships with 120+ investment advisors and retail clients.

### Core Competencies:

Investment Platforms | Portfolio Design & Management | Business Development | Revenue & Profit Growth | Financial Modeling
Asset Allocation | Due Diligence | Value Propositions | Industry & Market Trends | Competitive Analysis | Performance Reporting
Strategic Planning | Tactical Positioning | Relationship-building | Investment Analysis | Marketing | Performance Improvement

## Professional Experience

**[Global Investment Management Firm]**
2014 to Present

***Director, Head of Portfolio (2018 to Present)***

**Selected to uplevel a consulting group that serves 1000+ clients with $2T in assets.**

Led a team of 20 professionals to overhaul portfolio management, scenario analysis, asset allocation, and new business development. Design a unified framework for scaling the investment platform at wealth firms. Created a multi-stage investment process, successfully resolving the disparity between the firm's philosophy and portfolio design decisions.

***Delivered significant results:***

- **Drove $100B in new business between 2021 and 2023** and traversed a major economic downturn, achieving positive net new business in each individual year; surged in 2022 despite the firm's overall wealth business being negative.
- **Revolutionized the engagement model away from portfolio reviews**, deepening relationships with the top decision-makers at wealth firms; created high-touch, high-expertise services for RIAs, including a majority with assets >$500M.
- **Defined career progression for a consultant team**; built a consensus and documented a system of team-wide consultant titles, clarifying the ambiguity of the situation and resulting in virtually no employee turnover.
- **Proved the value of the group as a revenue driver** by instituting sales execution practices, CRM integration, annual sales quotas, and employee development; upgraded talent to establish unmatched commercial talent within the industry.

***Lead Strategist, Model Portfolios (2014 to 2018)***

**Inaugural Lead Strategist for the firm's US model portfolio suite; grew the business from $0 to $5B AUM in 2 years.**

Evangelized the value proposition of model portfolios, earning the confidence of the company's partners. Brought superb executive leadership, business planning, and commercial execution. Led efforts to recruit, hire, and train a strategist team while emphasizing the importance of diversity. Identified opportunities to drive product sales by improving tactical approaches.

- **Amplified a compelling product message** to distinguish the firm from its competitors in the model portfolio arena. Pinpointed messaging on risk in support of a strategic overweight of equity, creating an effective and unique brand.
- **Discovered a major opportunity to distribute the firm's models**, executing a strategy to leverage home office partners and field presentations. Translated model placement on a TAMP into adoption; drove market leadership.
- **Enshrined the firm as an industry thought leader** for portfolio construction. Empowered sales teams with compelling methods to pitch products, overcome objections, and argue on behalf of asset classes and values.

**[Investment Management Firm]** 2011 to 2014

***Managing Director***

Deployed strategies to surpass expectations in client acquisition, satisfaction, and retention. Built strong relationships with investment advisors by leveraging a story-driven approach to consultations. Authored market commentaries to highlight recent macroeconomic changes. Supported the firm's journey to become the largest ETF strategist in the US.

- **Accelerated growth to reach $1B+ in AUM** and built the firm's market presence in the Pacific NW from scratch, winning over 120+ investment advisors and retail clients; fostered trust while finding common ground.
- **Achieved significant rates of client retention** while defending the business against performance challenges; focused clients on the realities and values of the "absolute return" strategy, keeping advisors consistently informed on changes.

**[Hedge Fund]** 2005 to 2011

***Managing Director; Managing Member***

Spearheaded business development, portfolio management, and strategic marketing, driving the growth of assets to a peak of over $150M. Conceptualized a new product, aligning investor interests, market niches, and long-term objectives.

- **Overcame difficult market conditions in 2006** by managing the risk of private placement investments. Created a model to execute a successful short-selling tactic, enabling the firm to post positive returns and attract new assets into the funds.
- **Developed a research and trading environment** and traversed significant time constraints with limited resources. Integrated AWS capabilities and demonstrated the operation-readiness of the trading system without hiring additional staff.
- **Expanded strategic options and flexibility** by conceiving, researching, and launching a style rotation offering for public market securities. Extended the lifespan of the hedge fund and created opportunities to generate new assets.

## Early Career

**[Financial Risk Analytics Firm]**

***Director, Product Management; Director, Research & Data***

Delivered excellence across data management, financial risk modeling, and investment analysis while overseeing a global technical team of 50 employees. Guided a team of 12 product managers to optimize the business performance of the firm's suite of equity, fixed income, and cross-asset class analytical software.

## Education & Licenses

**(MBA) Master of Business Administration** | Concentration in Finance | University of California at Berkeley
**(BA) Bachelor of Arts in Economics** | Graduated Magna Cum Laude | Outstanding Senior Thesis Prize | Yale University
**(CFA) Chartered Financial Analyst** | CFA Institute
**Series 7, 24, 63, 65**