

# ROBERT SMITH

## Junior Trader

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### SUMMARY

Seeks to obtain a management position at a dynamic company.

### CORE COMPETENCIES

Sales/Trading, Negotiation.

### PROFESSIONAL EXPERIENCE

#### Junior Trader

**ABC Corporation - April 2001 – July 2006**

##### Key Deliverables:

- Execution trader for multiple long/short hedge funds with combined assets over \$130mm.
- Worked directly with 5+ portfolio managers analyzing individual accounts P&L, risk, and exposure.
- Designed Excel-based tool, which tracks soft dollar commissions paid, for an entire firm with assets in excess of \$13b.
- Aided MIS in the implementation of new technology including testing software and training traders.
- Managed all day-to-day activity of the broker-dealer arm of the firm.
- Worked with portfolio administrators and compliance personnel resolving trading issues for over 700 managed accounts.
- Performed daily reconciliation of all trading for money manager with \$13b in AUM.

#### Junior Trader

**Delta Corporation - 1997 – 2001**

##### Key Deliverables:

- Responsible for managing overnight positions Quickly advanced to contract trader, achieving own account after only 11 months.
- Support for UIT, Structured Product, and Preferred Stock trading desks.
- Managed and traded orders for 13 week to 10 year Non-Competitive Treasury Auctions.
- Liaison and fill in trader.
- Creator and development of tools to process large amounts of data.
- Obtained fundamental understanding of options pricing & trading theory.
- Actively traded one of the worlds busiest electronic options markets, bolstering understanding of technical analysis, trading strategies, Greeks & .

### EDUCATION

- B.A. in Economics and Political Science - (Binghamton University, State University of New York)