

KATHERINE JACOBSON, CFA

KatherineJacobson@yahoo.com ▪ (123) 456-7890

Fixed Income Specialist
Performance-Driven

EXECUTIVE ▪ FINANCIAL SERVICES HIGH NET WORTH ▪ WEALTH MANAGEMENT

A consistent top-producer, revenue generator and relationship developer, encompassing 25+ years of experience delivering strategic investments and opportunities that accelerate growth, protect principal, and remain consistent with clients' objectives.

Exceptional at cultivating long-standing relationships that span nearly two decades and promote multitudinous referrals, presenting in concise, easy-to-comprehend terminology, and establishing credibility and confidence among clients, superiors, and support staff. *Expertise includes:*

**Investment Portfolio Management ▪ Client Servicing ▪ Alpha Generation
Revenue Production ▪ Beta Reduction ▪ Capital Preservation ▪ Presentations
Relationship Development ▪ Leadership/Management ▪ Referral Business
Economic Analysis/Reporting ▪ Banking Policies & Procedures ▪ Bond Covenants
Fixed Income ▪ Credit/Corporate Bonds ▪ Municipals ▪ Covered Calls ▪ Mortgage-Backed Securities
Preferred Stock ▪ Short-Term Bond Mutual Funds ▪ US T-Bills ▪ Commercial Paper ▪ Equity**

CAREER HIGHLIGHTS

ANONYMOUS BANK ▪ VICE PRESIDENT

- ☛ Top producer and recipient of Level I Performance Rating, with \$1+ million in generated revenue, since inception of tenure.
- ☛ Retained 90+% of client base established at Top Tier Investment Bank with \$140+ million AUM.

TOP TIER INVESTMENT BANK ▪ SENIOR VICE PRESIDENT

- ☛ Effectively and quickly resolved \$12 million customer-deposit error that threatened the loss of a \$100 million client via crediting the client with \$85,000.00 in back interest within same day. This action resulted in client tripling deposited money for management from \$100 million to \$300 million.
- ☛ Grew book of business by 25-30% and assets under management by \$50-\$60 million during financial crisis of 2008/2009.
- ☛ Surpassed production target by 35% with a combined gross sales of \$1.275 million and increased client base by more than 75 accounts - 2007/2008.
- ☛ Seamlessly transitioned 250+ accounts from Top Tier Investment Bank to Anonymous Bank.
- ☛ Enhanced alpha 75-100 basis points in \$600 million Fixed-Income Portfolio with minimal beta exposure through collaborative development of strategic changes to portfolio that included incorporating diversification via adding corporate bonds and mortgage-backed securities to the existing holdings of treasuries.
- ☛ Introduced and piloted new sweep account products that captured \$500 million in investable assets and generated \$2.5 - \$3 million in fees and net interest on margined investments.
- ☛ Partnered with CEO in setting interest rate policy and increasing margins on deposits without causing disintermediation.
- ☛ Member of Senior Management Committee.

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EMPLOYMENT HISTORY

Anonymous Bank ▪ Private Client Services – *Los Angeles, CA*

Vice President ▪ High Net Worth Advisor

06/2009 ▶ Present

- Analyze and evaluate investment objectives and changing needs of 75-80 high-net-worth clients with \$140 million AUM and offer comprehensive/appropriate investment recommendations.
- Develop, manage and retain high-net-worth client relationships, providing preservation of capital, modest growth and a respectable rate of return.
- Adhere to internal and external policies and procedures related to securities transactions, codes of conduct, internal policies and procedures and SEC rules and regulations.

Top Tier Investment Bank ▪ Capital Markets – *Los Angeles, CA*

Senior Vice President ▪ Investment Specialist

08/1992 ▶ 04/2009

- Provided fixed-income/equity investment services to 200+ high-net-worth individuals and small to mid-sized business accounts with assets ranging from \$1 million to \$27 million.
- Facilitated investment reviews with clients to validate investment objectives and prepare recommendations of appropriate investment products.
- Proactively managed \$600 million Fixed-Income Investment Portfolio comprised of US Governments, Agencies, Money-Markets, Corporate Bonds and Mortgage Backed Securities.
- Supervised staff of five employees and oversaw all facets of client investments from front-office trading to back-office settlements and record-keeping.
- Consistently received excellent reviews from Bank Auditors and FDIC and State/Bank Examiners during audit/reviews of processes and procedures.

EDUCATION

Master of Business Administration (MBA) ▪ Finance
New York University ▪ Stern School of Business – *New York, NY*

Bachelor of Business Administration (BBA) ▪ Finance
Villanova University – *Villanova, PA*

PROFESSIONAL LICENSES ▪ DESIGNATIONS ▪ ASSOCIATIONS

Chartered Financial Analyst (CFA)

FINRA Series 7 ▪ 24 ▪ 55 ▪ 63 ▪ 66

SOFTWARE/TECHNOLOGY SKILLS

Bloomberg ▪ Reuters