

JANE STRYKER

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SALES MANAGEMENT

Positioned to draw on record of achievement and success to deliver exceptional sales results that maximize brokerage and customer service strengths in capital markets arena

QUALIFICATIONS SUMMARY

- › Globally experienced broker and trader with significant, progressive brokerage experience and expertise that is highly applicable to new career focus in sales arena.
- › Polished professional who can build on successful history of building client relationships to deliver superior, personalized client service, cultivate strong business relationships, make real-time decisions in high-pressure environments, and resolve issues in a way that propels innovation and growth.
- › Strong performer and holder of several securities licenses; knowledgeable in equities, fixed-income, foreign exchange, options, and futures through experience at Bear Stearns, Cantor Fitzgerald, and BNP.
- › Persuasive, communicator with C-level presentation skills; conversant in French, familiar with Russian; well-traveled in Europe, Asia, South America, and Africa.
- › Versatile, profit-minded self-starter knowledgeable in various financial products and experienced in diverse environments, from foreign exchange options on hectic Chicago Mercantile Exchange trading floor to busy brokering desk in London, to fixed-income brokerage/trading/technical analysis on small desk in Chicago.

PROFESSIONAL EXPERIENCE

Senior Account Manager, Prime Brokerage Services, ALLEN SECURITIES EXCHANGE – Grandville, MI, 2005 to 2007

- › Managed and developed prime brokerage accounts: hedge funds up to \$400MM and proprietary funds.
- › Took new client from zero gross revenue initially to more than \$100k annually.
- › Grew client from initial \$10MM Assets Under Management balance to \$400+MM in less than a year.
- › Increased revenues, negotiated rates and legal agreements; discussed trading strategies, margin and leverage; navigated clients through new trading/account management software; solved clearing and settlement issues in both domestic and foreign securities.
- › Facilitated restriction-removal processes on restricted/private placement securities.
- › Demonstrated product-knowledge growth and enhanced external customer contact through constant communication with some of the financial world's most demanding and knowledgeable people – hedge fund managers, traders, and operations personnel.

Vice President, Institutional Derivatives, MICHAEL WILSON – Sparta, MI, Aug. 2002 to 2003

- › Brokered US Treasury and European fixed-income cash, futures, and options, calculated risk, and executed trades on GLOBEX, A/C/E, Eurex, and Espeed trading platforms.
- › Played key role in managing 25 consistent clients, netting broker commissions of up to \$400k/year.
- › Collaborated in startup and operation of CTA (Commodity Trading Advisor) fund – Michael Wilson Managed Assets – investing in fixed-income and FX derivatives.
- › Examined markets and backtested trading theories using technical analysis of charts.
- › Played key role in developing proprietary trading models; explained recommended trades to clients.

Junior Broker, Foreign Exchange Options, MICHAEL WILSON – London, UK, 2001 to July 2002

- › Handled trades up to \$1B.
- › Quoted current bid/ask and market interests for FX OTC options by telephone and Reuters.
- › Priced options deals using Derivatech and Bloomberg; calculated delta and vega hedges.
- › Negotiated and confirmed trade details with traders; settled trade discrepancies.
- › Contributed to rebuilding company devastated by 9/11 by working long hours and handling US customer base from overseas.

Business Analyst, HARRISON INTERNATIONAL CONSULTING – Grand Rapids, MI, 2001 to 2003

- › Analyzed business trends; advised management of this global database services provider on market conditions and strategies.
- › Constructed and presented sales forecasts and competitive analyses.

Financial Analyst, MERRILL LYNCH – Grandville, MI, 1998 to 1999

- › Managed assurance/consulting project financials to improve profitability and maintain budgets, collaborating directly with senior management.
- › Prepared ad-hoc and formal financial analysis for partner and manager inquiries on financial statements, practice management, and revenue participation.

Global Portfolio Auditor, WACHOVIA BANK – Grandville, MI, 1997 to 1998

- › Audited corporate client reports of portfolio holdings and transactions on accounts containing equities, fixed income, and derivatives.
- › Researched and corrected discrepancies through forensic accounting methods, utilizing Bloomberg and proprietary financial databases.

Junior Trader – Foreign Exchange Options, DEUTSCHE BANK – JACOB WILLIS – Detroit, MI, 1996

- › Assisted foreign currency derivatives traders in Michigan Mercantile Exchange pits; generated risk-management reports and monitored changes in risk factors.
- › Verified trades and hedges; reconciled daily accounts.
- › Learned strategies and market terminology during simulated trading sessions with senior traders.

EDUCATION

Bachelor of Arts in Economics, Bowling Green State University, Bowling Green, OH

LICENSURE

- Series 3, Series 7, Series 24, and Series 63 securities licenses

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