

Richard Williams

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Summary

Financial Advisor with 7+ years of experience delivering financial/investment advisory services to high value clients. Proven success in managing multi-million dollar portfolios, driving profitability, and increasing ROI through skillful strategic planning, consulting, and financial advisory services.

Professional Experience

Senior Financial Advisor

August 20XX–Present

WELLS FARGO ADVISORS, Houston, TX

- Deliver financial advice to clients, proposing strategies to achieve short- and long-term objectives for investments, insurance, business and estate planning with minimal risk
- Develop, review, and optimize investment portfolios for 300+ high value clients with over \$190M AUM (Assets Under Management)
- Ensure maximum client satisfaction by providing exceptional and personalized service, enhancing client satisfaction ratings from 88% to 99.9% in less than 6 months
- Work closely with specialists from multiple branches, managing investment portfolios for over 800 clients with over \$25M in assets under care

Financial Advisor

July 20XX–August 20XX

SUNTRUST INVESTMENT SERVICES, INC., New Orleans, LA

- Served as knowledgeable financial advisor to clients, managing an over \$20.75M investment portfolio of 90+ individual and corporate clients
- Devised and applied a new training and accountability program that increased productivity from #10 to #3 in the region in less than 2 year period
- Partnered with cross-functional teams in consulting with clients to provide asset management risk strategy and mitigation, which increased AUM by 50%

Financial Advisor

July 20XX–August 20XX

MAVERICK CAPITAL MANAGEMENT, New Orleans, LA

- Served as the primary point of contact for over 15 clients
- Managed the portfolios of several major clients with over \$8.5M in total assets

Education

Bachelor of Science in Business Administration (concentration: finance),

May 20XX

Honors: cum laude (GPA: 3.7/4.0)

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA

Additional Skills

- Proficient in MS Office (Word, Excel, PowerPoint) Outlook, Salesforce, TFS Project Management
- Fluent in English, Spanish, and French

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Table of Contents Resume Template In The Us Open Now

1. Understanding the eBook Resume Template In The Us Open Now
 - The Rise of Digital Reading Resume Template In The Us Open Now
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template In The Us Open Now
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template In The Us Open Now
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template In The Us Open Now
 - Personalized Recommendations
 - Resume Template In The Us Open Now User Reviews and Ratings
 - Resume Template In The Us Open Now and Bestseller Lists
5. Accessing Resume Template In The Us Open Now Free and Paid eBooks
 - Resume Template In The Us Open Now Public Domain eBooks
 - Resume Template In The Us Open Now eBook Subscription Services
 - Resume Template In The Us Open Now Budget-Friendly Options
6. Navigating Resume Template In The Us Open Now eBook Formats

- ePub, PDF, MOBI, and More
 - Resume Template In The Us Open Now Compatibility with Devices
 - Resume Template In The Us Open Now Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template In The Us Open Now
 - Highlighting and Note-Taking Resume Template In The Us Open Now
 - Interactive Elements Resume Template In The Us Open Now
 8. Staying Engaged with Resume Template In The Us Open Now
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template In The Us Open Now
 9. Balancing eBooks and Physical Books Resume Template In The Us Open Now
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template In The Us Open Now
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Resume Template In The Us Open Now
 - Setting Reading Goals Resume Template In The Us Open Now
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Resume Template In The Us Open Now
 - Fact-Checking eBook Content of Resume Template In The Us Open Now
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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