

SEAN C. EVANS

421 Everwood Drive
Nashville, Tennessee 37220



Cellular: 615.414.2374
Email: seanevans@hotmail.com

FINANCE INTERN ~ GLOBAL MARKETS DIVISION

2006 FINANCE HONORS STUDENT | 2009 SCIENCE DEGREE FINANCIAL MATHEMATICS MAJOR
CHARTERED FINANCIAL ANALYST PROGRAM

Client-focused finance and mathematics major attuned to meeting and surpassing the highest expectations of customers for quality service delivery and responsiveness. Top scores in international finance and derivatives subjects, combined with real-world experience in fast-paced, high-pressure telemarketing environments, underscores inherent capacity to approach technical and abstract problems confidently, communicate solutions professionally, and apply mathematical analysis techniques beyond the abilities of finance graduate peers. Extensive travels throughout Singapore, Malaysia and China have provided a further dimension to personal and cultural affinity, while knowledge of Asian economies and stock markets offers opportunities for specialized knowledge and service.

EXPERTLY TRAINED IN

- Customer Service and Satisfaction
- Customer-focused Sales
- Client Needs Assessments
- Financial Data Analysis and Research
- Risk Management
- Customer Relationship and Rapport Building
- Programming and Data Management
- Financial Statement Analysis
- Derivative Securities
- Investment Strategies
- Team Leadership/Mentoring
- Strategic Thinking, Planning and Execution
- Forecasting Techniques
- International Stock Exchanges and Markets
- ASX/FX Understanding/Trading

EDUCATION | TRAINING

Bachelor of Science, Major: Financial Mathematics, Belmont University, Nashville, Tennessee, *Anticipated 2010*
Bachelor of Commerce, Pennsylvania State University, York, PA 2006
Diploma of Modern Languages (Chinese), Pennsylvania State University/Fudan University, China 2005
Chartered Financial Analyst Program (Level 1 Exams), CFA Institute 2007

LEADERSHIP ENGAGEMENTS

Global Student Program: Outgoing Exchange Recruitment Team Member

Team Leader of the OGX Recruitment Team | Organizing Committee President for Recruitment

Elected team leader to supervise a recruitment team of five. Initial imperative was to clarify direction and roles for improved morale and performance, and reflect clearer delineation of tasks and responsibilities. Headed organizing committee for the global mobility fair, created and project managed the on-time, on-budget production of more effective marketing materials, and presided over an unprecedented period of growth—generating 90 new subscriptions to the email list.

- As Organizing Committee President for Recruitment, developed and executed a new recruitment strategy to ensure the quality and diversity of the membership base.
- Won audience with Head of Belmont University's Global Mobility Unit and lobbied successfully for the creation of a new internship role.
- Coordinated commerce luncheon that delivered 22% conversion to financial memberships.
- Led and managed multiple teams on separate projects across several countries.
- Exceeded previous semester's recruitment efforts. Achieved 86 financial memberships and doubled the number of applications within two-thirds of the previous semester's recruitment cycle.



ACADEMIC SHOWCASE

- **Share Trading Competition:** Gained ranking in top quartile of BRW National Student Share Investment Award in 2005 for \$200K virtual portfolio that was tracked, priced and compared for performance.
- **Project: Numerical Techniques in Finance:** Achieved result of 87% for a complex project involving advanced mathematical methods. Developed several programs that compared computational efficiency for Monte Carlo simulation with antithetic variates and finite difference methods for valuing options.
- **Project: Business and Financial Analysis.** Led team of four to analyze a national retailer's stock price and forecast a six-month price target. Played pivotal role in creating the financial model and forecast, assisted accounting students struggling with the nuances of fine analysis and financial statement reformulations, and confidently assuaged concerns of peers unfamiliar with methods. Excel model based on the residual earnings method scored 83% with the price target reaching actual price within the sixth month.
- **Project: Thesis.** Investigated volatility forecasting methods, filtered a dataset of more than a million lines and assessed a large number of highly technical research papers.
- **Fudan University, China.** Awarded highly competitive scholarship for Belmont University's Exchange Program for Chinese language studies, along with \$5000 in funding from Fudan University. Seamlessly adapted to the culture and bureaucracy to receive a weighted average grade of 83.3%.
- **Southwest Communications University, China.** Overcame regional language nuances and regional dialects to research, travel to Chengdu and complete a short course in Chinese language.
- **Shanghai Datong High School, China.** Gained distinction as the first and only student to Shanghai Datong High School with the sole aim of studying Chinese language.
- **Peer Assistant Study Scheme Leader,** Belmont University, Teaching and Learning Unit. Led collaborative group sessions for second-year Business Finance and third-year Corporate Finance students to stimulate active group discussions and assist in revision of course material.
- **Student Staff Liaison Committee (SSLC).** Led committee for Scientific Programming and Simulation and Intermediate Mathematics. Took lead role in helping SSLC members to prepare, distribute, analyze and present the results of student surveys.

EXPERIENCE SUMMARY

WHEELCHAIR SPORTS VICTORIA

4/2003–Present

Hot Call Back Operator

Gained distinction as a top achiever with appointment to Hot Operator—a role populated by the “best of breed” performers delivering the greatest revenues through persuasive, high quality member communications.

- Frequently surpassed \$700 sales targets per shift despite slowing economy and tighter charitable budgets.
- Introduced the Safety House Program to people via cold calling, outlasting group of new recruits in a tough and stressful environment. Targets set at a high 70% of the \$120 target called for innovative thinking to contact potential donors during optimum times. Personally contributed 60 new contacts to the database.

UCMS

2004–2005

Customer Service (Casual/Seasonal)

With only rudimentary training rose to the challenge of attending to non-standard requests and complaints not covered in training sessions.

AUSTRALIAN PROPERTY INVESTMENT GROUP

3/2003–4/2003

Telemarketer

Generated leads for property and investment consultants by determining customers' financial objectives and painting a picture of ways goals could be accomplished.



Summary

Sean Evans had packed so much into a short amount of time, that if given the opportunity this résumé could have extended to four pages and beyond!

In short, Sean Evans is an ambitious young dynamo keen to take the first steps of his career. The strategy of this résumé should be fairly obvious. The opening banner points to his aim of securing an appointment in financial global markets and indicates that he is both an honors student, along with having advanced expertise in mathematics and being part of the CPA program.

As Sean is seeking an appointment in global markets, he believed (quite rightly) that his experience as a student in China and his extensive travels in Asia, would be helpful. Knowing the culture and understanding communications with people in Asia would most certainly increase his respect and credibility when dealing with people in those areas. Consequently the profile area made mention of his travels, and touched on his dynamic personality.

Following is the key word area. I opted to call it “Expertly Trained in” to give the reader an indication of what Sean has studied and the areas in which he has excelled.

Education was given prominence of course as a new graduate and page one ended with a few examples of his leadership strengths in sales and team coordination when boosting memberships and generating interest in a global student association.

Page two begins with a powerful summary of Sean’s expertise—the academic showcase—which brings together special projects he has worked on, places of travel, hardships and triumphs. It is intended to provide a picture of how Sean brings an international and unique set of leadership and analytical skills to the table.

The document ends on a high note with casual customer service and telemarketing roles where he has continued to surpass his peers. Customer service is again something that is important in share trading and global markets, so these experiences will show he is used to targets and managing customer relationships.

I chose a grey border, black text and burgundy bullets—a traditionally conservative look for finance, yet is lifted with interesting grey dividers for easy reading.

