

# ROBERT MACQUIRE

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## PORTFOLIO ADVISORY EXECUTIVE: ENERGY & COMMODITY TRADING

*Respected for generating \$600 million in profits and maintaining yearly career average of 25% return on equity (ROE) by creating businesses based on energy, commodity, equity, macro, and volatility trading.*

Impressive track record of establishing new businesses at investment banks, hedge funds, and asset management firms. Expert in building billion-dollar trading companies from the ground up, penetrating new markets, driving tremendous portfolio growth, and expanding business units. Known for leading and mentoring teams that significantly improve sales, trading, hedging, and risk management.

<b>TOP SKILLS:</b>	Commercial Trading & Hedging	Futures & Options	Crude, Energy, & Commodity Trading
	Macro & Derivatives Trading	Capital Budgeting	Business Development & Valuation
	Stakeholder Engagement	Back Office Support	Project & Change Management
	Global Pricing Strategies	Continuous Improvement	Discrepancy & Issue Resolution
	Regulatory Compliance	Key Account Management	Staff Training & Motivation

## QUALIFICATIONS IN ACTION

COMMODITY VOLATILITY ADVISORS, Houston, Texas 2012 to 2017

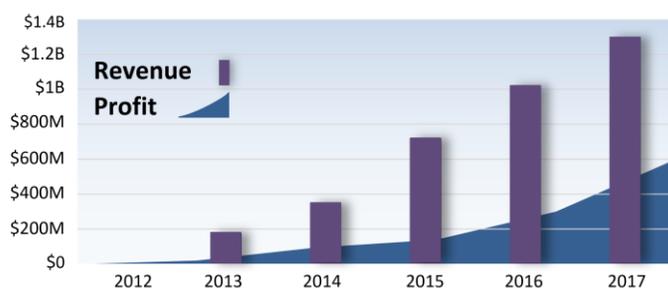
*Built this \$1.3 billion energy and commodity trading business for XYZ Capital, enabling trading within managed futures accounts.*

### Managing Partner / Senior Portfolio Advisor

Directed all trading activities, regulatory filings, legal/compliance measures, and commercial initiatives. Expertly traded crude oil, natural gas, heating oil/diesel, distillates, metals, grains, and softs. Optimized cross-asset and intra-asset trading operations. Managed energy and other soft commodity options, futures, swaps, and derivatives. Oversaw proprietary trading, asset management, and the XYZ Trading Fund. Identified and capitalized on commodity, energy, fixed income, and volatility-based trading opportunities.

*Established every aspect of this profitable energy and commodity trading business, implementing transaction strategies, revenue growth plans, IT systems, risk/financial management processes, and capital margining standards.*

- Grew annual revenue from \$0 to \$1.3 billion.
- Brought net profit from \$0 to \$600 million.
- Expanded team from 4 traders to 70+.
- Raised \$350 million in outside capital.
- Achieved 25%+ ROE for 5 consecutive years.
- Radically improved hedging and derivative positions.



EPITOME INVESTMENT ADVISORS, Houston, Texas 2010 to 2012

*Multibillion-dollar hedge fund and asset management company focusing on crude, energy, and agricultural commodity trading.*

### Senior Portfolio Manager

Led and mentored a top-performing team of 40 traders while generating high-impact trading and risk management strategies using spot cash, derivatives, futures, and options. Spearheaded research and quantitative modeling initiatives; formulated plans based on statistical models and macroeconomic trends. Educated and empowered junior traders to hold senior trading positions.

*Expanded portfolio by \$700 million while managing/maximizing energy, derivative, and option-dispersion volatility books.*

- Achieved 80% ROE on books that were previously losing money. Turned around books to become the highest-performing in the fund by introducing new trading methodology.
- Enhanced the skillsets of 120 traders by creating comprehensive training tools/courses that were adopted companywide.

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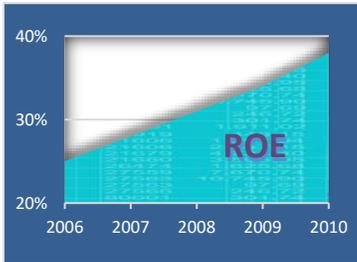
PINNACLE PARTNERS, Houston, Texas

2006 to 2010

*One of the world's largest and most prestigious hedge funds, with assets of \$16+ billion and 28 years of consistent returns.*

## Senior Portfolio Manager

Grew profits from volatility/derivative trading strategies involving equity, convertible, and credit instruments. Set up trading strategy, risk management measures, software/IT systems, and highly effective accounting practices. Sourced the investment flow and negotiated proper capital allocation, leveraging statistical arbitrage/analysis. Developed investment portfolios based on correlation mean reversion, trading volatility dispersion, and option pricing discrepancies.



*Established volatility business to provide a dominating investment and risk mitigation strategy.*

- **Increased ROE from 25% in 2006 to 38% in 2010.**
- **Hired team of 32 research/accounting experts to manage new trading strategies.**
- **Invested heavily in diverse markets across Europe and the Americas.**
- **Minimized risk profile while empowering the firm to generate its own profits.**

ABC SETTLEMENT FUND, Houston, Texas

2002 to 2006

*Asset management company that sourced, underwrote, and positioned insurance/credit instruments for success.*

## Partner

Co-founded business with 3 other partners. Mitigated risk while managing valuations of insurance and hedges. Defined metrics to better determine and aggregate risk/return levels. Customized insurance investments to accommodate individual clients.

*Played key leadership role in growing company from \$0 to \$700 million and spearheaded its 2006 sale to Owens Incorporated.*

- **Generated \$80 million in profit by sourcing/acquiring incredibly large portfolios at very low costs.**
- **Hired, trained, and inspired all 35 employees to optimal performance; directed all staffing activities.**
- **Simplified portfolio management by creating an application that automatically tracked risk and cash flows.**
- **Effectively bridged knowledge gaps by clearly communicating product benefits and spotlighting key market metrics.**

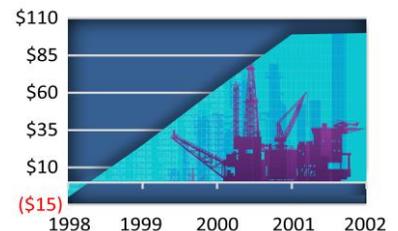
BUSINESS INCORPORATED, Houston, Texas

1998 to 2002

*National leader in proprietary trading services, generating \$100 million annually through commercial hedging.*

## Director

Built Business Incorporated's presence from scratch and expanded it across all the major US exchanges; targeted the over-the-counter (OTC) derivatives market. Generated substantial overseas business while capitalizing on single-stock, option, swap, and derivative market trends. Boosted commercial sales and structured proprietary trading systems. Optimized business strategies, leveraging volatility arbitrage and analysis. Trained and directed highly effective teams of up to 65 employees throughout North America and Europe.



*Turned around business, rescuing it from \$10 million in annual losses and repositioning it to produce \$100 million/year.*

## CREDENTIALS & EDUCATION

### Series 3 and Series 7 Licenses

**MBA, Concentration in Financial Mathematics | MAYS BUSINESS SCHOOL, TEXAS A&M UNIVERSITY**

**BA in Economics, Concentration in Multinational Management | THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA**

## LANGUAGES & AFFILIATIONS

**Languages:** English, Arabic, Spanish, French

**Affiliations:** Texas Oil and Gas Association (TXOGA) / Texas Energy Business Alliance (TEBA)

## **Résumé Strategy**

After a lifetime of screening the résumés of various energy and commodity trading executives, my client had grown extremely tired of looking at all the plain, black-and-white presentations that landed on his desk every year. He wanted his résumé to stand out among the pack and incorporate some of the colors he used to brand his past businesses.

For most of his companies, he used navy blue and bright turquoise accents into the websites and branding materials. I searched online to find stock image vectors that were relevant to the energy/oil industry he was targeting, and found/purchased a wonderful vector of an oil rig. The image featured the same blue hues my client was obviously so fond of, but also included a bright purple contrast color. I incorporated this image into the headers, a text box, and a chart, and developed other elements in matching colors throughout the document.

Because of all the different types of trades and commodities this client specialized in, it was incredibly important to pack the job descriptions with relevant industry keywords. Therefore, I kept the job description paragraphs as brief as possible, keeping a strict focus on these valuable keywords/duties.

I summarized the overall thesis statement and/or main achievement of each job description in bold purple statements. All other achievements were highlighted in black boldface and eye-catching charts.