

A. C. Finnegan

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PROFILE

Sales and marketing professional with 2½ years of experience in technology sales and analytics. Demonstrated ability to achieve sales objectives, manage client relationships, and collaborate with teams. Skills and competencies include:

Sales Management	New Business Development	Client Presentations
Competitive Analyses	Prospecting/Cold Calling	Relationship Management
Data Analytics	Sales Closing	Post-Sales Support/Customer Service

EXPERIENCE

Bloomberg, New York, NY 2012—Present
An \$8.3 billion global provider of financial solutions, tools, terminals, trading platforms, and news

Terminal Sales and Account Management 2016—Present

Account Representative, New England Region (January 2016—Present)

- Market the Bloomberg terminal to wealth management and private equity firms, hedge funds, corporations, and investment advisors (38 accounts in Boston and the state of Maine)
- Develop new project initiatives with management; collaborate with research and operations
- Make on-site sales calls 20 days per quarter to increase product usage
- Responsible for a sales revenue target of \$3 million in 2016

Client Representative, Boston (January 2015—January 2016)

- Supported with over 400 financial professionals by providing new tools to optimize workflow
- Coordinated and led monthly introductory training seminars for clients
- Achieved sales revenues of \$127 million in 2014 working with the team

Fixed Income Analytics 2013—15

Derivative Specialist (May 2015—January 2015)

- Worked with traders, portfolio managers, and analysts to provide client services related to interest rate swaps, credit default swaps, and futures contracts

Analytics Specialist (March 2014—May 2015)

- Specialized in fixed income portfolio construction, data analysis, and Excel models

Analytics Representative (August 2013—March 2014)

- Completed a 13-week training program; fielded client questions on the Bloomberg Help Desk

Sales and Analytics, Summer Intern 2012

EDUCATION

Miami University, Oxford, OH Graduated 2013
B. S. in Economics; GPA: 3.5

IES Study Abroad, Barcelona, Spain (September—December) 2011

New Trier High School, Winnetka, IL Graduated 2009

Technical skills: Microsoft (Word, PowerPoint, Excel), Bloomberg Terminal.
LinkedIn: www.linkedin.com/in/acfinnegan.

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