

Parker D. Hall

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EDUCATION:

Rochester Institute of Technology, Saunders College of Business

Master's in Business Administration: Finance

Expected graduation: December 2020

- Cumulative GPA: 3.72/4.00
- Course Work: Securities and Investment Analysis, Options and Futures, Financial Analysis, Data Analytics, International Finance, Economics and Decision Modeling, Operations Management, Strategic Marketing.
- Utilize the Bloomberg Terminal and analytics room to conduct portfolio and securities research.

St. Lawrence University, Canton, New York

Bachelor of Arts: Economics, Business, Environmental Studies

Graduated: May 2019

- Vilas Scholarship recipient (chosen from 6 finalists); Business Award based upon developing a fictitious new business plan and several interviews with alumni and a Trustee Selection Committee.
- Represented St. Lawrence University as Vilas Scholar at various alumni and trustee networking panels.
- President of Club Hockey; Responsible for managing a team of thirty players and a \$15,000 budget.
- Treasurer of St. Lawrence Ducks Unlimited; Organized a dinner fund raiser for waterfowl conservation.

EXPERIENCE:

Lakelands Concrete Products, Rochester, New York

Summer 2020

Sales Associate

- Worked as part of small team to effectively and efficiently achieve weekly and monthly sales goals.
- Analyzed and critiqued existing sales and pricing workbooks utilizing Microsoft Excel.
- Managed the new incoming bids and quotes for New York State projects.

Guidepoint, New York, New York

Summer 2019

Client Service Associate

- Organized in person panels and events for sell side financial clients, primarily Banks and Private Equity Firms.
- Responsibilities included understanding clients' needs, mapping out industries and organizations, executing a search strategy, recruiting new advisors into the network, and delivering expert advisors to investment clients.
- Guidepoint connects clients with subject matter experts "Advisors". Consult areas include Banking and Financial Services and other select industries.

Guidepoint, New York, New York

Associate Intern

Summer 2018

- Worked on a small team that developed a professional expert network for investment clients.
- Developed customer service, sourcing, task management, communication and teamwork skills.
- Led a team of interns who developed and presented an innovative approach on MiFID II (European Union financial markets regulation) to the CEO and other company executives.

ADDITIONAL SKILLS:

Bloomberg Market Certification

- Financial markets course focused on Economic Indicators, Currencies, Fixed Income, and Equities.
- Utilize the Bloomberg Terminal in MBA course work to conduct financial analysis and market research.

Capital IQ

- Utilized at Guidepoint to conduct market analysis and industry research.

Customer Relationship Management (CRM)

- Utilized a custom CRM platform for the input of new advisors.
- Managed the research needs of clients through Guidepoint's CRM platform.

Microsoft Office

- Advanced Microsoft Applications course (Excel, Word, PowerPoint, and Outlook).
- Data and financial modeling utilizing Excel.

Tableau, Python and R Language

- Utilize software in MBA course work to conduct data analysis and visualization.