Stanley Aronofsky

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Financial Services / Investments Professional

Institutional Municipal Fixed Income Sales | Equity Research | Portfolio Management

Performance-focused Financial Services / Investments professional with comprehensive investment, portfolio management, institutional sales experience. Documented record of developing customized sales strategies and solutions to meet the needs of individual and institutional clients. Managed multiple key accounts and portfolios with diligent attention and continual analysis of market trends to fine tune strategies for maximum returns. Earned strong reputation as a relationship builder able to acquire and significantly grow top key accounts. Strong work ethic and capacity to perform under pressure and display high level of competence in rapidly evolving work environment.

Professional Strengths & Skills

▪ Business Development	▪ Key Account Management	▪ Revenue Growth
▪ Investment Strategies	▪ Consultative Sales	▪ Strategic Partnerships
▪ High-Impact Presentations	▪ Bond Trading	▪ Training & Development
▪ Fixed Income Assets	▪ Portfolio Optimization	▪ High Net Worth Accounts

Professional Experience

Vining Sparks, Fort Lauderdale, FL   **2008 - 2016**
Broker/dealer serving the needs of institutional investors; trading volume annually exceeding $200B
Investment Officer - Institutional Sales
Served as a financial advisor on the largest general market institutional municipal fixed income sales team at the firm.
- Developed, managed, and grew the team's top 2 accounts by sales volume.
- Conceptualized and implemented strategies in concert with portfolio managers and/or senior management to invest their fixed income assets.
- Acted as the partnership's point person when meeting new accounts and growing existing relationships, while demonstrating capabilities of the team.
- Served as primary point person for all new and prospective accounts.
- Advised over 35 active institutional customers.
- Earned performance-based increases in partnership equity stake based on exceptional performance year over year from 2008 through 2015.

UBS Financial Services, Orlando, FL & Aventura, FL   **2000 - 2007**
One of the largest asset management firms with over $600B in assets under management worldwide
Vice President – Marketing Municipal Fixed Income Trading Desk (2006 – 2007)
Partnered with UBS Financial Advisers to acquire high net worth municipal accounts.
- Analyzed, prepared, and delivered detailed presentations to both clients and prospects with regard to their municipal bond portfolios, with the goal of helping UBS capture additional assets under-management.

- Trained new financial advisers on how to acquire new municipal assets and how to properly sell municipal bonds.
- Cultivated a strong network of financial advisers who became vocal advocates for the UBS Municipal Trading Desk.
- Spearheaded the transfer of over $150 million in net new municipal assets to UBS during a 9 month period.
- Worked closely with municipal traders to develop portfolios for clients and prospects.

Financial Advisor (2000 – 2006)
Served as the point person for high net worth municipal accounts (>$10 million) within an advisory team.

- Developed mutual fund program integral to establishing new clients.
- Opened 5+ new accounts per month using above mutual fund program.
- Managed municipal bond holdings of over $350 million for customer accounts.
- Appointed head of fixed income relationships for a President's Council Level Team.
- Earned ranking in top quintile of trainees at UBS 2000-2001 until successful completion of trainee program.

Education

Suffolk Community College, Selden, NY
Associate of Science Degree in Biology (Dean's List)
Pursuing Bachelors in Accounting (Spring 2020) SUNY Old-Westbury (4.0 GPA)

Professional Licenses

Series 7 and 63 licensed (active)

Software Expertise

Proficient with **Microsoft Office Suite** (Word, PowerPoint, Excel) and **Bloomberg Terminal**