LINDSEY CONNER

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OBJECTIVE

I help clients and organizations achieve complex goals, operational efficiencies, and the development of long-lasting client relationships. Consistently deliver on critical business goals in an extremely demanding, client facing and high-pressure environment.

Over ten years of financial services experience in areas of investments, relationship management, client service, operations, and trading.

EXPERIENCE

DIRECTOR OF BROKERAGE

TMV BUSINESS GROUP AUSTIN, TX

11/2019 – 03/2021

- Managed new client onboarding by setting up secure data rooms, distribution and execution of contracts.
- Prepared comprehensive business reviews for new clients post valuation.
- Listed companies on BizBuySell and numerous other business listing marketplaces.
- Lead broker on 6 deals in the last year and led due diligence for the sale of a $50 MM hotel portfolio and $7 MM Winery Estate. Closed first listing within 6 months of joining the team. Responsible for marketing and operations including email, social media, teasers, and websites. Example: https://www.flatcreekestate.sale/

ASSISTANT VICE PRESIDENT

WINTRUST WEALTH SERVICES CHICAGO, IL

12/2015 – 10/2019

- Acted as a product partner to Wintrust Commercial Bank, facilitating a 360-degree review of personal, commercial, and institutional financial portfolios.
- Managed operations for a book of business containing 950+ accounts exceeding $1billion AUM where I was the first point of contact for all clients.
- Prepared comprehensive portfolio reviews and customized pitch books for high net worth prospects.
- Executed money movements, account transfers and IRA distributions.
- Provided cost basis analysis and executed trades on non-managed accounts.
- Developed all new processes supporting record setting business growth. I instituted a new CRM system for process efficiencies.

SENIOR ASSOCIATE

J.P. MORGAN ASSET MANAGEMENT CHICAGO, IL

10/2009 – 12/2015

- Partnered with high net worth bankers and investors to secure new clients.
- Managed project to develop new service group to streamline client service for high net worth individuals.
  Evaluated risk exposure protecting clients and preventing losses.
- Trained new Senior Associates. Facilitated monthly staff meetings and individual coaching of a team of twenty.

LICENSING

FINRA Series 7 Licensed
FINRA Series 66 Licensed

SKILLS

Relationship Management
Financial Planning & Analysis
High Net Worth Client Service
Strategic Thinking
Problem Solving
Operations Management
Project Management
Team Leadership
Interpersonal Communication

REGISTERED CLIENT SERVICE ASSOCIATE
CITI PERSONAL WEALTH MANAGEMENT CHICAGO, IL
5/2007 – 10/2009

- Assisted a team of Financial Advisers in managing $450 MM in assets.
- I called prospective clients to bring in new assets while serving as the first point of contact for over 1,000 clients.
- I coordinated the summer intern program with Financial Advisers and Associates.
- Organized multiple large events, hosting clients and wholesalers to drive incremental revenue.

EDUCATION

BACHELOR OF SCIENCE-FINANCE
2003-2007
DePaul University

Concentration in Sales Leadership
Dean's List 2003-2007
National Society of Collegiate Scholars
National Honor Society
Member of DePaul University Financial Management Association

LEADERSHIP & RECOGNITION

YOUNG WOMEN'S ALLIANCE
MEMBER, JANUARY 2021 – PRESENT

AUSTIN WOMAN MAGAZINE: ATX WOMAN TO WATCH
SEPTEMBER 2020

BUSINESS ADVISORY PROFESSIONALS
MEMBER, DECEMBER 2019 – MARCH 2021