MEGAN GALLOR

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QUALIFICATIONS PROFILE

Highly accomplished Financial Executive with solid and progressive experience in various facets of financial services, wealth management, and asset management. Highly skilled in achieving business, client, and financial objectives. Adept in conducting market research, identifying emerging market trends, and increasing client retention. Additional core competencies include:

Trading & Risk Management • Wealth Management & Asset Management • ERISA Plans
Employee Benefits • Client Relationship Management • Revenue Growth

CAREER HIGHLIGHTS

- Maintained full responsibility for managing over $500 million in assets for families, endowments, and retirement plans.
- Championed efforts to grow the practice from no revenue to over $1M in production in 9 years.
- Achieved club level status for 8 consecutive years while surpassing revenue targets.
- Instrumental in guiding clients in attaining financial goals based on risk tolerance levels.

PROFESSIONAL BACKGROUND

ABC FINANCIAL SERVICES – Houston, Texas (2008 – Present)
<u>First Vice President – Investments</u>

- Served as the managing partner for a financial planning team responsible for over $500 million in assets for high net worth individuals, endowments, and ERISA qualified accounts.
- Prepared financial analyses, conducted market research, and developed accurate financial reports.
- Interacted with clients concerning financial goals.
- Implemented changes in the portfolio based on market conditions.
- Executed marketing and business development initiatives to drive revenue growth.

JPMORGAN – Houston, Texas (2006 – 2008)
<u>Vice President – Investments</u>

- Maintained full responsibility for managing over $100 million in assets.
- Cultivated positive and enduring relationships with high net worth clients.
- Created financial strategies and augmented the portfolio based on market performance.
- Introduced innovative marketing strategies to expand the client base.
- Delegated operational tasks to the team using excellent business acumen.

SMITH BARNEY – Houston, Texas (2002 – 2006)
<u>Financial Planner</u>

- Pioneered the launch of a wealth management practice that oversaw $63 million in assets generating $450,000 in gross sales.
- Drove revenue growth and expanded the client base.
- Assisted clients in determining financial objectives and risk tolerance levels.
- Created customized financial plans and introduced risk management strategies.
- Performed extensive market research.

EDUCATION & CREDENTIALS

TEXAS TECH UNIVERSITY, Lubbock, Texas – Bachelor of Science, Civil Engineering
<u>Credentials:</u> *Candidate for CFA Level 1 Exam & Certified Financial Planner*