Gerardo Sandoval
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Profile Summary

- Investment Specialist that developed and managed portfolios of various risk characteristics and goals.
- Over seven years of fund of funds management experience using MFs, SMAs, CEFs, ETFs, ETNs, AIs, and individual FI positions.
- Created manager due diligence process and methods.
- Conducted investment proposals, reviews, and presentations for HNWF, UHNWF, and Finance Committees of DC plans, foundations, and endowments.
- Designed and co-managed seven fund of funds portfolios through a discretionary platform.
- Currently developing my knowledge and competence in python.

Employment

Bank of America Merrill Lynch — Jan 2018 – Jan 2019
Merrill Edge
Investment Specialist
Rolling Meadows, IL

- Educate small business owners on Merrill Edge's retirement plan solutions (401ks, Simple IRA, SEPs).
- Educate clients on how to determine their margin buying power.
- Assist clients in understanding the violations applicable to their margin or cash accounts.
- Top scorer in efficiency for resolving client needs leading to a greater number of calls taken per day (15-40 calls daily).
- Uncover needs that can be met using BofA's vast offering of client solutions by using a service to sale dialogue model.

Cocina Icaza — Oct 2016 - Jan 2018
Chicago, IL
Owner / President

- Focused on the manufacturing, marketing, and distribution of artisanal Mexican salsas.
- Developed sole manufacturing and distribution rights to Icaza Creativos SSA offering of salsas for the US.
- Developed all operating procedures necessary to distribute artisanal salsas throughout the US.

J.P. Morgan Private Bank — Aug 2014 - Oct 2016
Chicago, IL
Vice President, Client Advisor

- Responsible for a book of over 150MM in client positions.
- Developed investment policy statements for client's investment portfolios.
- Educated clients on global equities, global fixed income, structured notes, and alternative investments (hedge funds, private equity, and real estate).
- Increased revenue 15% by developing new business using our investments, lending, and deposit platforms.
- Guided and educated clients in currencies and their impact on global portfolios.
- Created Goal Based Wealth Management Plans for clients using software that includes Monte Carlo based technology.
- Communicated the latest research, white papers, and investment themes to clients.

UBS Financial Services Jul 2008 – Aug 2014
Quantitative Wealth Management Group
San Diego, CA | Chicago, IL
Financial Advisor

- Contributed in growing practice from 40MM AUM to over 95MM AUM.
- Developed the group's methods for analyzing and selecting asset managers.
- Performed due-diligence and ongoing monitoring of equity managers (long only, long short, domestic, international), fixed income managers (traditional bond managers, flexible mandate managers, international FI managers, long short credit), and alternative managers (managed futures, market neutral, global macro strategies, event driven, etc).
- Analyzed portfolios to determine methods of decreasing portfolio volatility, drawdown, and correlations to various assets classes; thus, improving portfolio efficiency.
- Presented to and educated finance committees on investment themes, methods, and rational.
- Monitored markets to determine entry and exit points of portfolio positions.
- Generated, presented, and sold fixed income trade ideas that were responsible for 50% of team's revenue.
- Created the selection for choosing vehicles we used to gain exposure to equities, fixed income, and alternative investments.
- Used FI360 for benchmarking our DC Plans as part of our ongoing due diligence process.
- Used Zephyr for ongoing due-diligence of funds within our DC Plans.
- Provided an annual presentation to employees of our DC Plans during their annual enrollment periods covering topics such as fund lineup, plan basic education (Roth vs Traditional, how to enroll), our pre-built portfolios, etc.
- Met with fund company representatives and PMs as part of our due-diligence process.
- Generated, presented, and sold fixed income trade ideas.
- Researched and selected the software the team used for analyzing portfolios and asset managers.

Education

Bachelor of Arts in Kinesiology
Point Loma Nazarene University, San Diego, CA
Bilingual: English, Spanish

Licenses / Skill

- FINRA Series 7, 66
- Proficient in Zephyr Style Advisor, Thomson Reuters, Morningstar, and Microsoft Office Suite.
- Developing python programming skills.

Board Membership

Chicago Citywide Literacy Coalition
Board Member—Finance Committee

- The coalition is an advocate for and develops implementation strategies for improving adult literacy.
- Monitor and provide guidance on organizations finances.
- Collaborate on implementation of new service and revenue models