

# Jessica Claire

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## Career Focus

Seasoned investment professional with strong leadership and interpersonal skills who adds energy and value to organization's quest for excellence.

## Core Competencies & Licenses

- E&P market knowledge
- Corporate finance
- Deal structure
- Series 7,55,63
- Capital market trends
- Relationship management
- Detail-oriented

## Professional Experience

- 10/2011 to Current

Managing Director- Co-Head of Investment Banking

Bbcb Bank – Palisades Park, NJ

  - Sourced transactions through extensive relationship network, primarily in energy sector
  - Successfully closed four transactions for public and private clients, two in energy sector.
  - Researched beneficial funding opportunities and made recommendations to senior management.
  - Executed financial due diligence and created valuation model to establish enterprise value and deal price.
  - Delivered informational sales presentations to potential investors to build symbiotic client relationships.
  - Achieved proper compliance and accurate executive level reporting.
  - Adept in all deal structure including public offerings, PIPE's, private placements, convertible instruments, ATM offerings

02/2009 to 10/2011

SVP- Equity Capital Markets

Rodman & Renshaw Inc – City, STATE

- Senior salesperson on team that closed over 25 transactions per year
- Developed extensive institutional and corporate relationships
- Structured and sold various investments including public offerings, PIPE's, and private placements
- Managed team of three junior salespeople

2004 to 2009

Head Trader

Viking Asset Management LLC – City, STATE

- Developed and executed trading strategies for \$300mm structured equity hedge fund
- Performed due diligence on potential transactions
- Assisted in structuring new investments, including PIPE's, private placements, convertible debt, pfd stock, and equity line financings.
- Fund returned over 20% each year, assets grew from \$85mm to \$300mm during tenure

2003 to 11/2003

Institutional Sales Trader

SLL Securities Inc – City, STATE

- Senior sales trader for NYSE floor operation
- Covered institutional accounts and provided best execution services
- Licensed NYSE compliance officer

2001 to 11/2002

Portfolio Manager

Alpine Asset Management Inc – City, STATE

Founded and funded long/short equity hedge fund

Strategy focused on equity transactional business

Invested in various IPO's, secondary offerings, private placements, and PIPE's.

05/1995 to 11/2000

VP Institutional Sales

Worldco LLC – City, STATE

- Part of team that built institutional agency desk from scratch
- Grew institutional client base to over \$1mm annual revenue
- Managed team of 2 senior sales traders and 2 assistants
- Implemented trading systems and back office functionality
- Series 24

## Education

Bachelor of Arts: Economics  
State University of New York at Albany - Albany, NY

## Professional Affiliations

Hedge Funds Care  
Security Traders of New York (STANY)