**SUSAN R. SMITH**

Sample Resume

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# EDUCATION

## Master of Liberal Arts, Finance

Harvard University, Extension School, Cambridge, MA (May 20XX, GPA 3.85)

## Bachelor of Science, Biomedical Engineering

Carnegie Mellon University, Pittsburgh, PA (December 20XX, GPA 3.78)

**Level II Candidate CFA Program**

# PORTFOLIO MANAGEMENT PROJECT

**HARVARD UNIVERSITY - Investment Management Course** Spring 20XX Final project (Bill and Melinda Gates Foundation Asset Trust)

* Group leader and Fixed Income Manager
* Diversified portfolio achieved a risk - adjusted 11% annual return, preserving wealth and satisfying yearly distribution goals
* Usage of Black-Litterman and Mean-Variance Optimization modeling and Bloomberg database
* Team ranked highest among all groups of the Investment Management class

# PROFESSIONAL EXPERIENCE

**SYNOPSIS, INC.**, Marlborough, MA 2011 – Present

*Senior Application Consultant II - Synplicite Product Sales*

Synopsis is a publicly traded provider of software for ASIC and FPGA microchip design serving Fortune 500 companies. Synopsis purchased Synplicite in 2008.

## Demonstrated Revenue Growth:

* Earned 120% of quota via pivotal technology solutions and key relationships
* Achieved 150% of quota in 10 month period by expanding product usage

## Proven Leadership:

* Implemented synthesis flow for top storage provider, resulting in client's record purchase of Synplicite products
* Selected by senior management to support eastern Canada accounts and assist team in growing FPGA business
* Selected as Synplicite Track Leader for Boston Synopsis User Group event with 400+ clients, team earned top rank
* Lifted team capabilities, personally identifying and hiring new application consultant

## Technology Investment Management:

* Year-over-year proven results and support reliability resulted in tier one customers increasing their annual, multi- million-dollar software investment by 24%

**SYNPLICITE, INC.**, Andover, MA 20XX – 20XX

*Senior Field Application Engineer - Synplicite Product Sales*

## Demonstrated Revenue Growth:

* Consistently triggered revenue growth, generating 20% sales growth for 5 consecutive years
* Increased military account booking by 50%, by establishing product value and performance

## Technology Investment Management:

* Recommendations, results, and proven support record resulted in industry leading storage and router firms to transition to new microchips and software across their entire product lines

## Proven Leadership:

* Recognized by executive management for building excellent relationships with top accounts and industry partners and for positioning solutions versus leading competitors
* Drove development and implementation of top selling features for structured ASIC and verification software
* Eliminated competition at critical accounts and averted ASIC designer division layoff for telecommunication provider
* Collaborated with teammates and marketing management to uncover new business opportunities and strengthen relationships with high-profile military, telecommunication, processor, and storage accounts
* Promoted to Senior Field Application Engineer
* Promoted to Field Application Engineer
* Hired after completing challenging summer internship, quickly developed expertise in digital design languages