

# ALEXANDER MCGINN

## PERSONAL INFORMATION

<i>email</i>	<a href="mailto:alexander.mcginn@gmail.com">alexander.mcginn@gmail.com</a>
<i>phone</i>	+1 (416) 324 7759 (work), +1 (416) 662 9666 (cell)

## PROFILE

## EDUCATION

2011

### McGill University

#### *Bachelor of Science*

Cofounded neuroscience undergraduate society. Member of the McGill Investment Club. Learned critical thinking skills. Studied how cognitive biases inform the decision making process. Learned how to understand technical scientific papers and communicate using a scientific and precise vocabulary.

## WORK EXPERIENCE

Oct 2013–Present

### Product Research Analyst, INVESCO CANADA

#### *Summary*

Researching and analysing market and fund information to support sales and ensure product integrity.

#### *Accomplishments*

- Assisted and supported product research team and product managers
- Updated fund comparisons and sales decks
- Generated ad-hoc analytical reports
- Created model portfolios and alternative fund comparisons and provided qualitative data to support them

July–Sept 2013

### Marketing Coordinator - Intern, INVESCO CANADA

#### *Summary*

Coordinated with multiple partners to promote and sustain our product brands. Clearly and effectively communicated to ensure successful execution and timely delivery of projects.

#### *Accomplishments*

- Managed delivery of marketing collateral
- Demonstrated attention to detail - noticed and corrected document oversights
- Provided input and generated ideas to position product brand

2010–June 2013

### Client Relationship Associate, INVESCO CANADA

#### *Summary*

Responded to inbound inquiries from financial advisors, their assistants, and clients on a broad range of topics. Provided financial advisors with additional tools and product ideas to help them build their businesses.

#### *Accomplishments*

- Became product expert and lead numerous training sessions and presentations supporting rollout of PowerShares ETFs
- Lead presentations on The Invesco Story ensuring comprehension of Invesco's history and corporate brand strategy (Invesco, Trimark, PowerShares)
- Generated numerous sales leads for Sales department
- Chosen to work on joint Sales initiative to proactively communicate Invesco's value proposition to select financial advisors. Tactically positioned Invesco's product offering to generate sales and reduce net redemptions

## PROFESSIONAL ACCREDITATIONS

CFA Institute

2015 · CFA Level II Candidate

CAIA Association

2015 · CAIA Level II Candidate

CSI

2014 · Financial Markets Risk Management Course

2012 · Derivatives Fundamentals and Options Licensing Course

2011 · Canadian Securities Course

IFSE

2010 · Canadian Investment Funds Course

Bloomberg

2010 · Bloomberg Terminal Certificate

## OTHER SKILLS

<i>Cognitive</i>	Analytical, verbal, research, numeracy, and critical thinking skills
<i>Software</i>	Excel, Word, PowerPoint, Morningstar Direct, Style Research, Zephyr StyleADVISOR, Factset, Linux, Python, Matlab, Bloomberg Terminal, Adobe CS5
<i>Languages</i>	English, Conversational French

June 25, 2015