

# ALEXANDER MCGINN, CAIA

## CONTACT INFORMATION

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## SUMMARY

5+ years of financial industry experience. Level 2 CFA program candidate. Strong knowledge of Canadian investment funds landscape and industry trends. Excellent knowledge of financial software and databases.

## WORK EXPERIENCE

Oct 2013–Present	Product Research Analyst, INVESCO
<i>Summary</i>	Providing product support and communications to clients, providing research and analysis on competitors and industry trends, ensuring the integrity of existing products through a rigorous oversight process, and researching and launching new products.
<i>Responsibilities</i>	<ul style="list-style-type: none"><li>• Preparing, maintaining, and interpreting portfolio attribution reports.</li><li>• Developing and maintaining peer group reports comparing products to competitors by qualitative and quantitative factors.</li><li>• Identifying opportunities to create sales-oriented competitor comparisons.</li><li>• Monitoring trends and identifying opportunities that support retail distribution channels (MFDA, IIROC)</li><li>• Preparing/analyzing risk oversight packages that provide a detailed overview of portfolio activity, performance drivers, portfolio characteristics, and risk factor exposures.</li></ul>
<i>Accomplishments</i>	<ul style="list-style-type: none"><li>• Provided competitive analysis resulting in several large sales tickets</li><li>• Designed and implemented unique tools used by sales team</li><li>• Automated numerous reports thereby increasing their robustness and accuracy, and creating new efficiencies</li></ul>
July–Sept 2013	Product Marketing Intern, INVESCO
<i>Summary</i>	Coordinated with multiple partners to promote and maintain product brands. Clearly and effectively communicated to ensure successful execution and timely delivery of projects. Demonstrated attention to detail - noted and corrected document oversights. Provided input and generated ideas to position product brands.
2010–June 2013	Client Relationship Associate, INVESCO
<i>Summary</i>	Built relationships with financial advisors and their offices. Learned their business and client needs, and recommended investment solutions. Provided

information on investment products, and provided competitive analysis on those products. Discussed individual client accounts and scenarios, and provided: tax information and forms, information on administrative procedures, investment product ideas. Also discussed the broad macroeconomic environment and its relevance to the investment advisor's business and their clients.

## EDUCATION

### Bachelor of Science, MCGILL UNIVERSITY

#### *Summary*

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.

Neuroscience Undergraduate Society (cofounding member.)

McGill Investment Club.

## PROFESSIONAL ACCREDITATIONS

<i>CFA Institute</i>	CFA Level II Candidate
<i>CAIA Association</i>	CAIA
<i>CSI</i>	Financial Markets Risk Management Course
	Derivatives Fundamentals and Options Licensing Course
	Canadian Securities Course
<i>IFSE</i>	Canadian Investment Funds Course
<i>Bloomberg</i>	Bloomberg Terminal Certificate

## SKILLS

<i>Competencies</i>	Analytical mindset, detail-oriented, flexible and willing to listen for other people's opinions, team player, good communication skills (written and verbal,) strong research ability, strategic and critical thinking skills
<i>Software</i>	MS Office Suite (Excel, Word, PowerPoint,) Institutional databases (eVestment, Mercer Insight,) Bloomberg, Factset, Style Research, Morningstar Direct, Zephyr StyleADVISOR
<i>Languages</i>	ENGLISH · Native
	FRENCH · Intermediate