

RICHARD WILLIAMS

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SUMMARY

Financial Advisor with 7+ years of experience delivering financial/investment advisory services to high value clients. Proven success in managing multi-million-dollar portfolios, driving profitability, and increasing ROI through skilful strategic planning, consulting, and financial advisory services.

PROFESSIONAL EXPERIENCE

WELLS FARGO ADVISORS, Houston, TX
Senior Financial Advisor

August 2020–Present

- Deliver financial advice to clients, proposing strategies to achieve short- and long-term objectives for investments, insurance, business and estate planning with minimal risk
- Develop, review, and optimize investment portfolios for 300+ high value clients with over \$190M AUM (Assets Under Management)
- Ensure maximum client satisfaction by providing exceptional and personalized service, enhancing client satisfaction ratings from 88% to 99.9% in less than 6 months
- Work closely with specialists from multiple branches, managing investment portfolios for over 800 clients with over \$25M in assets under care

SUNTRUST INVESTMENT SERVICES, INC., New Orleans, LA
Financial Advisor

July 2017–August 2020

- Served as knowledgeable financial advisor to clients, managing an over \$20.75M investment portfolio of 90+ individual and corporate clients
- Devised and applied a new training and accountability program that increased productivity from #10 to #3 in the region in less than 2 year period
- Partnered with cross-functional teams in consulting with clients to provide asset management risk strategy and mitigation, which increased AUM by 50%
- Drummed up new business by cultivating solid relationships with clients, increasing the number of high-worth clients by 30%

MAVERICK CAPITAL MANAGEMENT, New Orleans, LA
Financial Advisor

July 2014–August 2017

- Served as the primary point of contact for over 15 clients
- Managed the portfolios of several major clients with over \$8.5M in total assets

EDUCATION

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA
Bachelor of Science in Business Administration (concentration: finance),
Honors: cum laude (GPA: 3.7/4.0)

May 2014

ADDITIONAL SKILLS

- Proficient in MS Office (Word, Excel, PowerPoint) Outlook, Salesforce, TFS Project Management

- Fluent in English, Spanish, and French

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Formal and timeless, our “Classic” resume template has everything you need to impress even the most discerning hiring manager.

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We recommend using the “Classic” resume template if you’re in [law school](#), or work in [finance](#) or [medicine](#).

If you’re still struggling to write your resume, here are some free resources to help you put together a resume that shows employers you’re the right person for the job:

- [Free Resume Builder](#)
- [How to Write a Resume](#)
- [Resume Samples by Industry](#)

Once you have a great resume, pair it with a convincing cover letter using our matching [2021 cover letter template](#). Here are a few resources to help you write a cover letter that gives your application the boost it needs to land you an interview:

- [Cover Letter Builder](#)
- [How to Write a Cover Letter](#)
- [Cover Letter Examples by Industry](#)

Best regards,

The Resume Genius Team