

# 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 400+ high value clients with over \$150M AUM (Assets Under Management)
- Ensure maximum client satisfaction by providing exceptional and personalized service, enhancing client satisfaction ratings from 88% to 97% 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  
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