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Alan M. Salganik

PROFESSIONAL EXPERIENCE

FunderHut
Co-Founder and CEO   1/2013 – Present

Client and Partnership Development	Created systems that track and analyze best practices for acquiring clients, and used measured results to pivot. Also established relationships with key partners including the Chicago Non-Profit Chamber of Commerce and a Council for Women and Minority Owned Businesses.
Project Management	Managed technical team for the platform redesign, utilizing HTML5/CSS3 elements, at 42% under budget. In charge of marketing efforts, increasing visitors by an average of 73% per month. Also oversaw the successful development of an application that integrates smartphone credit card swipes with online crowdfunding campaigns for real-time fundraising.
Achievements	Currently nominated for Family Business of the Year by Loyola University Chicago. Invited to present at Built in Chicago's Launch for select Chicago-area start-ups.

UBS Financial Services
Branch Service Associate   12/2011 – 12/2012

Efficiency Improvement	Successfully oversaw business processes and streamlined operations for 18 financial advisors and 5 support staff in a branch managing approximately $2B in assets and producing approximately $13MM in revenue per year without sacrificing quality.
Additional Technical Responsibility	Performed duty of Branch Technology Liaison by ensuring technical health of the branch computer, internet and security systems and develop solutions for problems as they arose.

UBS Financial Services
Intern   07/2010 – 12/2011

Financial Analysis	Analyzed client investment portfolios and bank statements in order to create financial goal plans used by advisors for making suggestions to their high net-worth clients, bringing in approximately $4.5MM in net new assets.
Custom Systems Development	Created a niche marketing campaign, including a new CRM process, for a $700MM wealth management team with the goal of attracting nearly $100MM in net new assets, and saving 68% on marketing costs.

EDUCATION

Starter School   09/2013 - Present
Learning Ruby on Rails, JavaScript/CoffeeScript, and test-driven development, proficient in HTML5, CSS3, Sass, Git version control, and UI/UX design. Appreciation of agile development and pair-programming, coupled with dry, readable code.

Loyola University of Chicago   08/2006 - 05/2010
Bachelor of Business Administration - Major: Finance; Minor: Economics

OUTSIDE LEADERSHIP ROLES

Delta Sigma Pi Professional Business Fraternity
Social Committee   07/2007 - 05/2010
- Organized networking events on a budget in order to increase membership of a 70-100 member organization
- Coordinated events in order to promote a larger presence on campus and the surrounding community

Investment Banking and Financial Markets Club
Vice President of Operations   07/2007 - 05/2010
- Worked with the executive team to reinstate the club in order to advocate knowledge of financial markets
- Obtained funding, increased membership, and planned networking events between students and alumni

INDEPENDENT INITIATIVES

- Creator of provisional patent No. 61/,761,397, For "Business Method and System - Crowd Source Funding and Development of Related Api" | Filing Date: 2/6/13
- Trading equities and long call options in a personal investment portfolio since 2005, actively follow equities market
- Regularly attend symposiums on current world events through the Chicago Council on Global Affairs