

Anthony McGuinness

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Delray Beach FL 33483

914-714-5581

EDUCATION

Providence College, Providence RI

2009-2013

Bachelor of Science, Finance

Fordham Preparatory School, The Bronx, NY

2005-2009

EXPERIENCE

Rocket Matter, Boca Raton FL

January 2015-Present

Business Development Representative

- Developed outbound process to qualify leads, and trained subordinates on this process.
- Succeeded in setting 100 qualified appointments per quarter, over 400 new users.
- Developed creative email campaigns that over time grew to 50% response rates.
- Primary responsibility is to qualify leads for a consultation with Account Executives
- Utilize targeted outreach tactics to distribute cloud based legal software to attorneys
- Worked closely with marketing to enhance and streamline inbound sales process
- Developed successful outbound sales process consisting of over 500 cold calls per week
- Kept track of data in order to make weekly presentations to marketing to assist in enhancing their process, and in turn my team's process.

Chapdelaine – Tullett Prebon, New York

September 2013-August 2014

Clerk/Jr. Broker for North American Credit Sales & Trading Desk

- Act as a middle office between Chapdelaine and trade counterparties
- Handled trade inputs for all credit products, Cash, CDS, CDX, MBS and CLO
- Worked as a backup for senior brokers when they are away from the office
- Generated and presented daily and weekly market reports for the team
- Created daily and weekly reports for all clients who traded CDS and CDX products

Moore Capital Management, New York

June 2012-August 2012

Summer Internship in Credit/Macro Strategy

- Prepared daily and weekly performance reports for the investment team
- Investigated any P&L discrepancies with the risk management group
- Performed research and analysis on names in the portfolio using Bloomberg & Capital IQ
- Exposed to various asset classes (Equities/Credit/FX/Commodities) through structured rotational visits with other desks both internally and at sell-side institutions

Mitsubishi UFJ Securities USA, New York

June 2011-August 2011

Summer Internship Credit Sales & Trading

- Worked primarily with the High Yield Sales & Trading team
- Used Bloomberg to source trade ideas by monitoring client portfolio allocations and exposure

Goldman Sachs, New York

June 2010- August 2010

Summer Internship Global Compliance

- Placement within the firm's e-Communications team
- Monitored internal and external emails to ensure they were in compliance with the rules set forth by the company and all external regulators

RELEVANT SKILLS

- Bloomberg, Capital IQ, Proficient in all Microsoft Office Applications, Salesforce and SalesLoft