

# **Justin Anthony Grosse**

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## **Objective**

*I am a solution-focused individual seeking a position within the Financial Services and Advertising Industry*

## **Education**

**BA, College of Liberal Arts–Communications**  
University of New Hampshire (UNH), Durham, NH

Graduated May 2012

## **Related Experience**

### **Sales Representative**

Liberty Mutual, Cambridge, MA

- Produced a marketing plan on how to effectively prospect clients and Insurance GSP Programs
- Communicated and built relationships through cold-calling and face-to-face meetings
- Utilized different websites including Salesforce.com, and LinkedIn to build a clientele base

### **Market Analyst/Financial Advisor Intern-**

Morgan Stanley Smith Barney, Portsmouth, NH

January 2012-June 2012

- Generated my own leads while undergoing the sales process with potential clients
- Prospected and communicated with investment professionals and clients through social media and marketing campaigns while form
- Recommended stock specific options by conducting due diligence on industry trends using Morningstar ratings for varying stocks, bonds, and funds
- Managed financial and industry data while accommodating to high net worth of clients with large investable assets

### **Financial Services Intern-**

September 2011-December 2011

Ameriprise Financial Services Inc, Bedford, NH

- Researched marketing opportunities to prospect and develop new leads for clients through different forms of social media
- Updated and recorded data for client financial statements through supervision of a financial advisor
- Reviewed and evaluated economic trends while interacting with client meetings to determine financial needs
- Created and organized training for new internship program for two employees

### **Recruiter/Intern-**

May 2011-September 2011

AVID Technical Resources, Boston, MA

- Evaluated candidates by using the sales process and following up from generated leads
- Scheduled the tasks of screening, selecting, and submitting candidates to job orders within a defined discipline through cold-calling
- Executed the tasks of utilizing on-line databases, candidate referrals, cold-calling, and internet and networking to identify potential candidates

## **Computer Skills**

Microsoft OS – Word, Excel, Powerpoint, Access, , Thomson One, Morningstar, VLOOKUP, and Salesforce.com