

# Nelson Rincon

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**Objective:** I would like to develop a career and acquire financial knowledge and managerial skills with J. Morrissey.

## Education

**UNIVERSITY OF FLORIDA**, Warrington College of Business

Gainesville, FL

**Bachelor of Science in Business Administration**

May 2012

Major: Finance

GPA: 3.24

## Relevant Coursework

Financial Accounting

Debt and Money Markets

Managerial Accounting

Financial Management

Equity and Capital Markets

Macroeconomics

## Experience

### FedEx Office

Production Coordinator

Weston, FL

June 2008-July 2010

- Increased sales of company by an average of \$50 per customer
- Acquired team skills by working in groups on special assignments
- Communicated with customers the majority of the time and provided exceptional customer service
- Recurrently assisted customers with their small business office needs (i.e. presentations, marketing material, etc.).

### AXA Equitable, LLC/AXA Advisors, LLC

Internship/Wealth Management

Miami, FL

May 2011-August 2011

- Gathered research, and created presentations for clients, and analyzed databases of existing clients by applying statistical and financial methods in Microsoft Excel
- Made recommendations in portfolio allocation and premium allocation to clients
- Structured contracts in a way that it creates more productivity and more dynamic illustrations
- Assisted in many aspects of the industry including prospecting, analyzing, product presentations, proposals, sales, documentation, and service
- Developed knowledge of Aegis, Morningstar, In force Proposal and Profiles Forecaster.

## Leadership

### Microfinance Foundation

*Chief Operational Officer*

Gainesville, FL

August 2011-Present

- Restructuring the foundation and developing strategies to break into Latin America
- Developing relationships with entrepreneurs and faculty members
- Creating Power Point presentations for members and creating activities for member's involvement in the organization

*Member*

January 2011-Present

## Campus Involvement

### Student Finance Group

Gainesville, FL

August 2010-Present

- Attended general body meetings and networked with members
- Part of SFG mentor/mentee program
- Attended company and professor's speeches.
- Volunteered at Ronald McDonald House by meeting the needs of critically ill families

## Skills & Awards

- Languages: Bilingual Spanish- English; currently taking Intermediate Portuguese
- UF Mortar Board National College Honor Society
- Other: Taekwondo 2<sup>nd</sup> Degree Black- Belt at Grand Master Chung Academy in Weston, Florida. Competed in Korea and earned a gold medal in the 2005 WTF headquarters' international tournament.
- Dual citizenship: U.S.A and Venezuela