

# SAMPLE RESUME

**SUSAN R. SMITH**

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## EDUCATION

### **Master of Liberal Arts, Finance**

Harvard University, Extension School, Cambridge, MA (May 2016, GPA 3.85)

### **Bachelor of Science, Biomedical Engineering**

Carnegie Mellon University, Pittsburgh, PA (December 2003, GPA 3.78)

### **Level II Candidate CFA Program**

## PORTFOLIO MANAGEMENT PROJECT

### **HARVARD UNIVERSITY - Investment Management Course**

**Spring 2014**

Final project (Bill and Melinda Gates Foundation Asset Trust)

- Group leader and Fixed Income manager
- Diversified portfolio achieved a risk - adjusted 11% annual return, preserving wealth and satisfying yearly distribution goals
- Usage of Black-Litterman and Mean-Variance Optimization modeling and Bloomberg database
- Team ranked highest among all groups of the Investment Management class

## PROFESSIONAL EXPERIENCE

### **SYNOPSIS, INC., MARLBOROUGH, MA**

**2011 – Present**

*Senior Application Consultant II - Synplacite Product Sales*

Synopsis is a publicly-traded provider of software for ASIC and FPGA microchip design serving Fortune 500 companies. Synopsis purchased Synplacite in 2008.

#### **Demonstrated Revenue Growth:**

- Earned 120% of quota via pivotal technology solutions and key relationships
- Achieved 150% of quota in 10 month period by expanding product usage

#### **Proven Leadership:**

- Implemented synthesis flow for top storage provider, resulting in client's record purchase of Synplacite products
- Selected by senior management to support eastern Canada accounts and assist team in growing FPGA business
- Selected as Synplacite Track Leader for Boston Synopsis User Group event with 400+ clients, team earned top rank
- Lifted team capabilities, personally identifying and hiring new application consultant

#### **Technology Investment Management:**

- Year-over-year proven results and support reliability resulted in tier one customers increasing their annual, multi-million dollar software investment by 24%

### **SYNPLICITE, INC., ANDOVER, MA**

**2003 – 2011**

*Senior Field Application Engineer - Synplacite Product Sales*

#### **Demonstrated Revenue Growth:**

- Consistently triggered revenue growth, generating 20% sales growth for 5 consecutive years
- Increased military account booking by 50%, by establishing product value and performance

#### **Technology Investment Management:**

- Recommendations, results, and proven support record resulted in industry leading storage and router firms to transition to new microchips and software across their entire product lines

#### **Proven Leadership:**

- Recognized by executive management for building excellent relationships with top accounts and industry partners and for positioning solutions versus leading competitors
- Drove development and implementation of top selling features for structured ASIC and verification software
- Eliminated competition at critical accounts and averted ASIC designer division layoff for telecommunication provider
- Collaborated with teammates and marketing management to uncover new business opportunities and strengthen relationships with high-profile military, telecommunication, processor, and storage accounts
- Promoted to Senior Field Application Engineer
- Promoted to Field Application Engineer
- Hired after completing challenging summer internship, quickly developed expertise in digital design languages