

## Gregory W. Cooper

395 South End Ave, Apt 6cc, New York NY 10280 · (301) 908-3744 · [GCooper13@bloomberg.net](mailto:GCooper13@bloomberg.net)

---

### Objective

To effect capital and profits growth at a modern wealth management firm by applying the latest graduate education in finance and work experience in sales to portfolio management, risk analysis, and trading strategy development.

---

### Education

- **The New School University**, New York, NY, 2007 – Present.  
M.S. Candidate in Global Finance:  
An innovative program that combines an education in financial engineering, trading, and the Bloomberg system. Areas of interest include Institutional sales of Structured Products, interest rate derivatives, Fund of Funds, commodities, and foreign exchange.
  - **Salisbury University**, Salisbury, Maryland, 1999-2003.  
Bachelor of Arts, Sociology and Conflict Analysis Dispute Resolution
- 

### Related Experience

- **Seligman Advisors**, New York, NY – Internal Sales (October 2006 – Present).
    - Daily support of external representative through promotion of Seligman investment products.
    - Developed and created client relationships through proactive creation of call campaigns
    - Controlled a territory consisting of: Southern California, including Los Angeles and Santa Barbara as well as Las Vegas and Hawaii.
    - Helped raise more than 18mm at the launch of a closed end real estate fund
  - **Ameriprise Financial**, Rockville, Maryland – Financial Advisor (October 2005 – September 2006).
    - Generated hundreds of leads to create “plan” sale opportunities.
    - Hosted 2-4 seminars per week
    - From leads and seminars developed my own Financial Planning client base.
    - Created diversified portfolios for individual clients
    - Monitored investment performance of individual portfolio’s
  - **Spectrum Capital Partners**, New York, NY – Proprietary Trader (October 2004 – Sept. 2005).
    - Traded 250-500 thousand equity shares a day; generating profits through incremental price swings
    - Daily monitoring of index and futures performance in order to gauge market sentiment
    - Followed, as well as created, trading strategies; in order to increase constancy and lower risk
- 

### Technical Skills

- Computer skills: Bloomberg Terminal, Word, Excel, SPSS,

References available upon request