

Lucas Tharp

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Sales Professional

Disciplined and motivated Sales Professional has more than 10 years of experience in Account Management. Excellent communicator with easygoing interpersonal skills make the candidate effective with providers, officers and staff in various departments across job levels.

Recognized for gross commission generation practices; comprehends and implements standard institutional sales trade methodically and efficiently. Dedicated expert in professional relations for hedge funds and firms enjoys working with others. Performs and manages multiple tasks, both simple and challenging, effectively with little supervision.

- ✦ Adept in Sales Management
- ✦ Research & Trading Analysis
- ✦ Excellent Customer Service Skills
- ✦ Goal-Oriented Financial Management
- ✦ Scheduling/ Workflow Administration
- ✦ Experienced Business Partnership Building

Professional Experience

Falco Fuels Inc.

May 2010 – Present

Business Development Analyst

Parapet, CA

- ✦ Assisted in managing departments, i.e., accounting, sales and dispatch, to achieve company goals and expectations while maintaining quality, safety, and customer service.
- ✦ Studied potential of e-marketing opportunities and successfully launched the company's first website, further developing advantageous activities using the Internet.
- ✦ Initiated and fostered good and continual feedback process of assignments and proposals to the President and key personnel that maximized profit and reduced risk.
- ✦ Established favorable relationships with key company vendors and suppliers; managed credit trading opportunities and relationships in RINS and LCFS programs.

Keystone Capital Merchants

Jun 2008 – April 2010

Vice President Institutional Sales Trading

Los Deloras, CA

- ✦ Strategized daily business and market interaction, improving commission generation; assisted in leading a sales team generating over \$16 million in gross commission during 2008 – 2009.
- ✦ Demonstrated prudence in financial administration; monitored and prepared reports on work in progress, and passed proposals to appropriate departments.
- ✦ Implemented reliable trading initiatives by identifying and executing profitable trade; developed new trading relations with leading hedge fund clients.
- ✦ Devised new and developed business plans relevant to the market and maintained relations to current business partners.

Wadley Merimer Securities

Feb 2006 – May 2008

Vice President Institutional Sales Trading

Los Deloras, CA

- ✦ Managed and reinforced positive activities to new and existing trading and research relationship to 30 institutional relationships and partners.
- ✦ Developed and maintained close relationships to the business community fulfilling client's needs; interpreted, sold and distributed propriety research to client's base.
- ✦ Observed sales trading procedures and regulations; promoted a goal-oriented supervision in utilizing firm capital and implemented measures like institutional order flow.

- ✦ Communicated comprehensively on materials, applications and other solutions offered to prospective and potential clients; ensured close sales.

Jeffaball & Co.

Jan 1998 – Jan 2006

Account Executive

Los Deloras, CA

- ✦ Maintained and improved professional relations with key partners; connected to 30 middle market hedge fund and money management firms, 17 were highly active.
- ✦ Used firm capital for growth attainment; generated \$2.5 million in gross commissions in 2005 and \$500k from 6 new institutional accounts; helped generating \$5 million during 2000 – 2004.
- ✦ Partnered with research sales team in updating client base on Capital Market transactions including IPOs, PIPE transactions, secondary and follow-on offerings.
- ✦ Forecasted and tracked key account metrics for clients, i.e., institutional order flow and block trading possibilities, and represented client order flow intentions to sales force.
- ✦ Identified and grew opportunities within territory; performed functions such as setting up spread trades and pair trades while working on Arbitrage Desk.

Education & Technical Skills

University of Commenial - School of Business, Irvint, CA, 2010

Master of Business Administration

University of Commenial, Los Deloras, CA, 1998

Bachelors of Arts Major in History

Microsoft Office Suite ✦ Shipping and Inventory Tools

References Gladly Provided Upon Request