

SCOTT M BROWN

Oceanside, California, USA

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SUMMARY

An Arizona State Graduate with a Bachelor of Science in Finance from the W.P. Carey School of Business, I have completed an International Business Certificate and studied a variety of subjects from real estate to financial modeling. I was an Associate Vice President, within the Eagle Capital Markets Group, a division of Griffin Capital Securities, LLC. I recently backpacked Europe solo, experiencing and documenting different cultures with my photography.

SKILLS

Internal Sales

Territory Management

Lead Generation

Client Relations

Project Management

Public Speaking

EXPERIENCE

European Documentation

09 /2016 - 09 /2017

Photography, Tours, and Documentation

Bartering photography for room & board. 12-months and 21 countries.

Griffin Capital Securities, LLC

06 /2015 - 07 /2016

Associate Vice President, Eagle Capital Markets Group

Generate sales of Griffin Capital Securities products within a specified geographic territory to brokers in the advisor marketplace. Effectively develop advisor relationships and achieve sales goals through a systematic process of outbound sales calls, product presentation, and general sales support. Partner with the territory External Wholesaler to best represent Griffin Capital Securities and provides advisor sales support.

Bläckfisk Group LLC

07 /2014 - 05 /2015

CFO & Partner

Charles Schwab & Co., Inc.

12 /2014 - 02 /2015

Financial Service Professional

Paragon Financial Group Inc.

03 /2008 - 12 /2014

Office Technician

EDUCATION

Arizona State University

2011 -
2014

Bachelor's Degree , Finance and Financial Management Services

International Business Certificate

Vysoká škola ekonomická v Praze

2012 -
2012

International Business - Management

INTERESTS

Racing Sailboats, Backpacking, Rock Climbing, Photography, Coffee, and Traveling

CERTIFICATION

Series 7 - Financial Industry Regulatory Authority (FINRA)

09 /2014

Series 63 - North American Securities Administrators Association

10 /2014