Dustin Christopher Jenkins

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PROFESSIONAL SUMMARY

Results oriented sales professional with strong knowledge of data science, python programing, databases, and data analysis. Assertive and proactive with a proven ability to close business, develop new customers and grow existing accounts. Excellent communication and negotiation skills, a solid history of building and maintaining relationships, consistently exceeding customer expectations. Flexible team member constantly reacting to customer and company demands.

PROFESSIONAL SKILLS

- Investment Strategies & Products
- Asset Allocation & Risk Management
- Regulatory Compliance
- Deep Learning and Machine Learning
- Business Intelligence and Artificial Intelligence
- Cloud Databases
- Consultative Selling & Client Needs Analysis
- Account Development & Management
- SQL, Python, Pandas, Numpy, R
- Statistical Analysis and Data Science
- Data Visualization and Predictive Modeling
- Cold-Calling, Sales Prospecting & Networking

PROFESSIONAL EXPERIENCE

Calamos Investments Naperville, IL April 2019 – Present ***Senior Regional Client Support***

- Serve as resource for clients and advisors to help them achieve asset allocation goals, educate them on Calamos' products
- Led team as internal point of contact during $45M raise for the Southern Cal territory in the launch of our closed-end fund CPZ
- Support 7 major territories and have aided in $15M in mutual fund tickets YTD
- Regularly present analysis of what separates our strategies in comparison to others to senior leadership
- Make heavy outbound calls to uncover new prospects, as well as maintain a database for contact management through Gnosis to effectively manage territories
- Handle inbound calls from advisors with questions about our products, recommendations, and literature on our 18 open end mutual funds, 7 closed end funds, and our separately managed accounts
- Uncover and develop new client relationships
- Spend time executing call and marketing campaigns that are aligned with the firm's strategic initiatives
- Enrich current client relationships that we have limited connectivity with, and develop relationships with new advisors
- Conduct phone presentations of Zephyr analysis of our products, as well as helpful tips for advisors utilizing LinkedIn

Merrill Lynch, Bank of America Oak Brook, IL July 2016 – April 2019 ***Financial Advisor***

• Offered wealth management advice to high-net-worth clients
• Provided investment, financing, and other related services to individuals and institutions
• Developed business through identifying and leveraging activities
• Engaged prospects at networking events and seminars
• Reviewed accounts and holdings with clients on a quarterly basis
• Conducted 170 cold calls per day to local businesses, law firms, and local residents
• Provided comprehensive advice to clients, including reviews of their financial goals and strategies to help achieve them
• Developed scalable investment philosophy with key emphasis on the importance of asset allocation and passive investing

OneMain Financial Oak Park, IL October 2014 – July 2016 ***Branch Account Manager***

• Exceeded loan issuance goal by average of 15% to total of $48,300
• Cultivated relationships with individuals and businesses within the local community to increase loan volume sales
• Utilized a consultative approach when managing the entire loan process and sales cycle from initial evaluation to closure
• Awarded Employee of the Month in November 2015 for successes in loan issuance totals and willingness to help new and senior coworkers
• Achieved top-ranking sales performance totaling $57K in loan issuances in Chicago district
• Increased the pool of applicants for consumer loans while identifying opportunities to expand business with existing customers
• Continually communicated and maintained rapport with customers to ensure they had a solid understanding of collections, payment dates, and possible consequences of defaults
• Developed referral line of loan applicants from local auto mechanics business for customers experiencing unexpected maintenance bills, or needing large lump sums to repair their vehicles

EDUCATION

Coursera (2020) • IBM Data Science Professional Certificate

University of Chicago Graham School (2017-2018) • Teacher's Assistant, Securities & Portfolio

Americorps- Beyond Sports Foundation (2017 – 2018) • Tutor/Mentor

FINRA Licenses (2016) • Series 7 and 66 Licenses

University of Chicago Graham School (2015) • Financial Decision-Making Certificate
• Introduction to MBA Program; courses in financial and managerial accounting, corporate finance, and security valuation

Robert Morris University (2007) • Bachelor in Business Administration (GPA: 3.4)