

Eric A. Smith

Innovative, detail-oriented, and analytical-minded professional with over 20 years of experience in project management, business management, research, and FinTech implementation.

EXPERIENCE

BNY MELLON CORPORATION, Orlando, FL *General Manager/Senior Vice President*

2021-2022

- Supervised and managed day-to-day operations of a large-sized client processing support team.
- Served as the first line supervisor for task assignment and issue resolution.
- Directed, motivated, and developed staff to maximize their contribution and professional growth.

Financial Consultant & Writer, New York, NY *Consultant & Content Creator*

2019 - Present

- Initiate data projects to help financial institutions identify potential business areas including a focus on demographic-centric research to gain a first-mover advantage in underserved markets.
- Lead end-to-end initiatives to develop business processes and implement demographic-specific services in FinTech.

PRICEWATERHOUSECOOPERS ("PwC"), New York, NY *Capital Markets and Wealth Management Lead, DeNovo*

2016 - 2017

- Bolstered organizational performance through influential leadership, while utilizing technologies to create and implement financial plans for businesses.

CROWDNETIC CORPORATION (FINMKT), New York, NY *Director of Data Analytics*

2011 - 2016

- Coordinated IT personnel and data analysts for flawless development of crowdfunding and marketplace-lending platforms as well as created and directed end-to-end software development process for finance-related technology projects.

UNION BANCAIRE PRIVÉE ASSET MANAGEMENT (UBP) LLC., New York, NY; Los Angeles, CA; LONDON, U.K.

Investment Manager - Private Equity

2004 - 2011

- Co-founded private equity fund investment group, raising \$70 million in the first year. Monitored business trends to streamline investment and business prospects.
- Managed transfer of back office to UBP's London office while optimizing procedures.
- Co-launched Los Angeles hedge fund sales office and developed strategic plans for growth.

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EricAndrewSmith.com

SKILLS

Financial Planning & Forecasting

Operational Assessment

Technical Writing

Corporate Communications

Data Analysis

Project Management

Business Intelligence

Leadership & Training

Social Media Management

FinTech Research

CERTIFICATES

Certified SCRUM Master

Intensive German Language Certification

ITT International TEFL and TESOL Ltd.

EDUCATION

Columbia University
Bachelor of Arts, With Distinction

Freie Universität Berlin.
Berlin, Germany

PUBLISHED WORK

Conducted quarterly data analysis and prepared industry-leading report featured and referenced in leading publications. Please see website for examples.