

HARRISON J. FLINTLOCK

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SUMMARY

- Accomplished professional in the sales and marketing of financial investments.
- Strong academic training.
- Proven ability to train brokers.
- Compelling negotiator with demonstrated selling skills.
- Solid oral, written, and public speaking communication skills.

EXPERIENCE

Investment Consultant

April 1996 to present

BURNS NATIONAL SECURITIES, INC. • WAYNE, NJ

Market investment products to corporations and individuals throughout the Northern New Jersey Area. Work in conjunction with the Bank of New Jersey Investment Center, training and utilizing bank personnel in 22 branches to obtain investment opportunity appointments with bank customers. Regularly conduct group seminars and individual meetings, reviewing and analyzing investment strategies and goals.

Vice President, Investments

July 1992 to April 1996

HERMAN SMITH, INC. • FORT LEE, NJ

Worked with existing clients to assist them in achieving their individual financial objectives using select investment tools. Prospected and established relationships with new clientele. Conducted group seminars and individual client meetings that concentrated on the subject of long term growth investments.

Investment Consultant

January 1990 to July 1992

ABBEY FINANCIAL SERVICES, INC. • ENGLEWOOD, NJ

Reviewed and analyzed the investment strategies and goals of existing clients. Created individual allocation models emphasizing mutual funds and annuities as well as other investment tools.

EDUCATION

Bachelor of Science in Managerial Sciences

May 1989

Bachelor of Science in Computer Information Systems

May 1989

RUTGERS UNIVERSITY • NEW BRUNSWICK, NJ

Attended numerous seminars and special training courses conducted by various financial institutions on such subjects as: Sales, Time Management, Investments of all Categories, Marketing, and Public Speaking.

CERTIFICATION

Series 7 and Series 63

New Jersey Licensed Life Insurance Agent

New Jersey Licensed Real Estate Salesman

COMPUTER KNOWLEDGE

Hardware

IBM-PC

Operating Systems

Windows

Software

MS Excel

MS Word

References available upon request