

PAUL SCHUTZMAN

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Education	CORNELL UNIVERSITY, Johnson Graduate School of Management Master of Business Administration, Class of 2010 Park Leadership Fellow, a full tuition merit-based leadership program Sustainable Global Enterprise Club, Investment Management Club, Rugby Club GMAT: 730	Ithaca, NY
	UNIVERSITY OF MARY WASHINGTON Bachelor of Arts in History, May 2003 Cum Laude Graduate, Phi Alpha Theta International History Honorary Society Intercollegiate Lacrosse: All Conference, Team Captain, Team MVP	Fredericksburg, VA
Experience	OPPENHEIMER FUNDS, INC. <i>Regional Sales Representative</i>	New York, NY
2006-2008	<ul style="list-style-type: none">• Consultant to financial advisors on investment strategy and practice management• Raised \$385 million in new assets with \$50k annual marketing budget on a nine-member team• Exceeded annual sales goals, accomplished by only 15% of sales territories• Named to Fixed Income Advisory Board (one of two chosen from 70 wholesalers)• Orchestrated team campaign to increase year-over-year sales with Edward Jones by 436%, placed territory in the top quintile of all regions across the country• Delivered sales presentation to 50 banking consultants at the National Conference for Sorrento Pacific Advisors, increased firm sales by 10%• Advisor on the Ecommerce Advisory Board	
	NATIXIS GLOBAL ASSOCIATES <i>Investment Consultant</i>	Boston, MA
2004-2006	<ul style="list-style-type: none">• Designed & executed business plan with a five-person team, generating \$300 million in new assets• Pushed territory up two rankings to become the highest sales-volume territory at Natixis• Managed team with diverse personalities, acquired new client relationships• Applied product analysis using statistical tools of Modern Portfolio Theory	
	NATIXIS ASSET MANAGEMENT SERVICES <i>Investor Representative</i>	Boston, MA
2003-2004	<ul style="list-style-type: none">• Built strong relationships with and responded to specific needs of preferred clients• Earned two promotions in one-year employment	
	Professional Licenses: NASD Series 7, 6, 63	
Personal	<ul style="list-style-type: none">• Co-Treasurer, <i>Net Impact Organization</i>, Steering Committee member in New York's Professional Chapter.• Program Organizer, Sustainable Investing Panel NYC, April 2008• Leadership Mentor, <i>New York City DOE Mentoring Program</i>, January-July 2008• Volunteer, <i>North Eastern Sustainable Energy Association (NESEA)</i>. Helped organize and run the Mid-Atlantic Sustainability Conference in September, 2004	