



Benjamin Zorio

Professional experience

2005-2008

MERRILL LYNCH, *Senior International Financial Advisor* New York, New York

- ✚ Responsible for building a high net-worth client base covering Panama, Venezuela, Spain & Ecuador.
- ✚ Revenue production between 200 and 300k managing around 25 MM in clients assets, LOS 3.

2003-2005

MERRILL LYNCH, *Investment Associate* Panama, PANAMA

- ✚ Responsible for helping a team to increase a high net-worth client base covering Panama & Venezuela
- ✚ Portfolio management of the team assets around 200 million dollars, portfolio rebalancing, etc.

2000-2003

MERRILL LYNCH, *Associate Investment Advisor* New York, NEW YORK

- ✚ Responsible for investments and portfolio management for a team managing over 100 million dollars.
- ✚ Created investment proposals for potential clients, review and implement portfolios from existing clients.
- ✚ Researched & analyzed the stock market, industries, sector rotation, stocks and bonds.
- ✚ Identified strategies that will benefit the client and provide an increase in production for the team.
- ✚ Manage to increase the production by 39.6% during year 2002 and 23.6% during year 2003.

1996-1999

MERRILL LYNCH, *Client Service Assistant* Mount Kisco, NEW YORK

- ✚ Developing studies and successful investing strategies based in stock market indexes.
- ✚ Timely stock picks using fundamental and technical analysis, oscillators and indicators.
- ✚ Created Ifach Research to identify sectors with less risk and help to focus in the outperforming groups.
- ✚ Assisted First Vice President to grow asset base from \$ 100 to \$ 150 MM in three years.
- ✚ Assisted First Vice President to raise production from \$ 1.5 MM to \$ 2.5 MM in three years.
- ✚ Brokerage services, Tender offers, IPO's, Secondary Offerings, Trading orders execution.
- ✚ Manage Hispanic market prospecting in New York area; organize seminars and marketing to captive clients.
- ✚ Responsible for identifying investment opportunities. Recommended actions to benefit from market changes

InterFlight Consulting

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Education

- 2000-2003 NEW YORK UNIVERSITY Manhattan, NEW YORK**
✚ Portfolio & Risk Management
- 1997-1999 MONROE COLLEGE New Rochelle, NEW YORK**
✚ Bachelor in Business Administration major in Management.
✚ Coursework includes: Entrepreneurship, Money & Banking, Finance, Accounting, Economics, Business Law, Expository Writing, Human Resources, Management Science, Writing, Organizational Theory ...
- 1991-1994 THE OXFORD CENTRE Valencia, SPAIN**
✚ Diploma in Business & European Studies

Skills

- ✚ *Languages:* Native Spanish & English Bilingual.
- ✚ *Licenses:* Series 7 NYSE, Series 66 NASD in New York and “Corredor y Analista de Valores” in Panama.
- ✚ *Software:* Excel by Cambridge University of England; Sharkware, Access, Word, Act, Unix, Metastock
- ✚ *Hobbies:* All kind of sports, tennis, travel around the world, learning from different cultures.