

**TODD C. WHALEY**  
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<b>education</b>		
2001 – 2003	<b>RICE UNIVERSITY, JONES GRADUATE SCHOOL OF MANAGEMENT</b> Candidate for Master in Business Administration degree, May 2003. Member of Finance and Investment Management clubs. Selected for M.A. Wright investment fund.	<b>HOUSTON, TX</b>
1993 – 1997	<b>ST. LAWRENCE UNIVERSITY</b> Bachelor of Arts Degree, May 1997. Major: Economics	<b>CANTON, NY</b>
<b>experience</b>		
1997 – 2001	<b>BERNSTEIN INVESTMENT RESEARCH &amp; MANAGEMENT, A UNIT OF ALLIANCE CAPITAL MANAGEMENT L.P.</b> <b>Senior Private Client Associate</b> <ul style="list-style-type: none"><li>• Assisted financial advisors in servicing client bases in excess of \$450 million.</li><li>• Facilitated the closing of more than \$190 million in new business in 2001.</li><li>• Handled client inquiries and discussed investment strategies and account performance.</li><li>• Completed equity, fixed income, and mutual fund analyses for presentation to clients and prospects.</li><li>• Utilized proprietary discounted cash flow analysis software to model asset allocation alternatives for consideration in clients' overall financial plan.</li><li>• Coordinated account activity, including tax trading and cash flows, with portfolio management group.</li><li>• Developed and conducted equity analysis training module for all new hires.</li><li>• Reviewed account openings and closings for other associates.</li></ul>	<b>WEST PALM BEACH, FL NEW YORK, NY</b>
summer 1996 winter 1997	<b>SMITH BARNEY, INC.</b> <b>Assistant to Senior Vice President of Investments</b> <ul style="list-style-type: none"><li>• Maintained a database of all client transactions.</li><li>• Reconciled monthly and quarterly statements.</li></ul>	<b>BUFFALO, NY</b>
summer 1996	<b>DEAN WITTER REYNOLDS, INC.</b> <b>Assistant to Account Executives</b> <ul style="list-style-type: none"><li>• Supported Account Executives with new business development.</li><li>• Created prospect lists and monthly newsletters.</li><li>• Learned telemarketing skills and performed various office duties.</li></ul>	<b>BUFFALO, NY</b>
1995 – 1997	<b>ST. THOMAS MOORE CENTER</b> <b>Co-coordinator Big Brother/Big Sister Program</b> <ul style="list-style-type: none"><li>• Recruited students to join program.</li><li>• Oversaw and evaluated program mentors.</li><li>• Organized social functions for program participants.</li></ul>	<b>CANTON, NY</b>
<b>licenses</b>	Series 7 & 63	
<b>personal</b>	Computer skills: Microsoft Word, Excel, PowerPoint, Morningstar, Bloomberg, SPSS Beta Theta Pi Alumni at St. Lawrence University – vice president, 1996; community service chairman, 1995; inter-fraternity council treasurer, 1993. Interests include running, reading, weight training, and sports.	