

Mark Anthony Riccio

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Education	The University of Texas at Austin, McCombs School of Business Master of Business Administration Concentration in Real Estate Finance; GPA 3.5, GMAT 720	May 2007
	University of Colorado at Boulder Bachelor of Science in Finance, Minors in Economics and Real Estate	May 2000
Experience 11/05-2/06	American Campus Communities (NYSE listed REIT: ACC) <i>Team Captain, McCombs Plus Project</i> <ul style="list-style-type: none">Lead a team of six MBA students in a feasibility study for ACC's entry into new geographic markets.	Austin, TX
8/03-9/05	Fixed Income Securities, LP <i>Research Analyst, Asset Management Group (7/04-9/05)</i> <ul style="list-style-type: none">Member of 5-person strategy committee that was responsible for firm-wide investment policy.Utilized fundamental analysis to construct quarterly equity portfolios.Created excel-based valuation models in order to identify equity and fixed income investment opportunities.Authored industry specific research reports along with daily, weekly, and monthly economic commentary reports that were distributed to our client base of 25,000 brokers.Managed client relationships with numerous Wall Street sales and trading desks. <i>Institutional Sales Associate (8/03-7/04)</i> <ul style="list-style-type: none">Managed all new business-to-business account development throughout North America.Closed 15 new accounts in 11 months, including one of the largest broker-dealer groups in the US; which added approximately \$500K in revenue for first 6 months of 2004.	Austin, TX & Denver, CO
7/02-8/03	Jackson National Life <i>Internal Sales Consultant, Variable Annuity Group</i> <ul style="list-style-type: none">Developed variable annuity sales with registered investment advisors in a six-state region.Increased monthly year-over-year sales by at least 200% every month (increasing year-over-year sales by nearly 500% and 400% in two separate months).	Denver, CO
6/00-7/02	AIM Investments (formerly INVESCO Funds Group) <i>Research Analyst, Securities Trading & Operations Group</i> <ul style="list-style-type: none">Worked directly with portfolio management teams in the implementation/resolution of corporate actions.Gathered and analyzed data including annual reports, SEC regulatory filings, industry publications, and online data services in regards to past, current, and future corporate actions.	Denver, CO
3/98-5/00	Merrill Lynch <i>Intern, Private Client Group</i> <ul style="list-style-type: none">Assisted two senior brokers with client management responsibilities.	Chicago, IL & Denver, CO
5/97-8/97	Salomon Smith Barney <i>Intern, Fixed Income Division</i> <ul style="list-style-type: none">Assisted seven salespeople with bond pricing/trading and the development of sales presentations.	Chicago, IL
Activities	McCombs School of Business <ul style="list-style-type: none">Graduate Real Estate Society – <i>Vice President External</i>Brazilian American Business Group – <i>Vice President Finance</i>Member: Graduate Finance Association, Texas MBA Hedge Fund Organization, Entrepreneur SocietyCompleted 'Training the Street' Financial Modeling and ARGUS Real Estate Valuation courses	
Additional	<ul style="list-style-type: none">CFA Level II CandidateNational Association of Securities Dealers - Series 6, Series 7, Series 66 LicensesMember: CFA Institute, Austin Society of Financial Analysts, Urban Land InstituteProficient in Bloomberg, S&P Research Insight, FactSet, Reuters, Bridge	