



LIGIA QUINN

HOMETOWN	New York, NY
CURRENT RESIDENCE	Hoboken City, NJ
EDUCATION	St. Francis College, Bachelor of Science in Accounting and Business Management
PROFESSIONAL CAREER	<ul style="list-style-type: none"> ▪ Integrated Management Services - Client Portfolio Director ▪ Goldman Sachs & Co. - Franchise Financial Officer ▪ Bear Stearns & Co. - Financial Analyst
NOTABLES	<ul style="list-style-type: none"> ▪ Independent Film and Off-Broadway Actress ▪ OU Sales Centre Member ▪ Fluent in Spanish ▪ Skier ▪ Salsa Dancer

BIOGRAPHY

IMS EXPERIENCE	<p>Client Portfolio Director - at <i>Integrated Management Services</i>, Ligia is responsible for IMS client development, project initiation, project development, project management and client management. Provide support to client activities to enhance the overall client experience with IMS. Responsible for client development and management including branding & marketing material and client events. Manage the sales to project process from pre-sales proposal generation, sales material, project initiation support including project setup, project planning, tools and templates, workshops and project best practices. Project Management across all client engagements through the monitoring of project status and milestone review through IMS reporting and metrics. Responsible for providing best practices, tools and templates to IMS project managers and consultants created through project reconciliation and monitoring. Assignable to projects as Project Manager or Expert Consultant as required.</p>
PREVIOUS EXPERIENCE	<p>At Goldman Sachs Ligia managed day-to-day operations of their \$7 billion proprietary hedge fund. Provided cost reporting, commission reporting, performance benchmarking, desk risk monitoring, business analytics and monthly portfolio update for senior management. Performed firmwide processes through coordination and communication with Legal, Compliance, MCD, Equities Mgmt, Firmwide Risk, Technology, and Controllers. Managed GSPS Broker relationships including monitoring commission allocation, tracking by region, communication to brokers, broker/vendor management, and performed quarterly broker review. Coordinated and streamlined operational infrastructure for trade related issues with futures and swaps trading. At Bear Stearns Ligia was a Financial Analyst in their two-year Controllers Financial Analyst Program in which she participated in six-month rotations through a variety of accounting disciplines within the Controllers Group.</p>
EXPERTISE	<ul style="list-style-type: none"> ▪ Client Relationship Management ▪ Inventory & Invoice Management ▪ Strategic Planning ▪ Data Center & Voice Management ▪ Vendor Management ▪ Project Management ▪ CRM Business Process Improvement ▪ Conflict Check Business Process Improvement ▪ Telecommunication Management ▪ Business Continuity Planning ▪ Financial Analytics and Risk Management