

## **JOHN VALENTINO**

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**Summary of Qualifications:** A highly accomplished and efficient multi industry professional. Driver/Delivery/Courier, DME tech, Sales executive, financial brokerage analyst with an outstanding record of accomplishments within several Industries. Outstanding interpersonal communication, presentation and human relations skills, and Strong planning, organizing, networking, negotiating, and coordinating capabilities. Demonstrated capacity for managing multiple projects and meeting deadlines under challenging conditions.

### **Computer Skills:**

- Proficient in the use of FICC (GSCC), Phase 3, JP Morgan Chase Clearing System , MS Windows applications (Excel, Access, Word, and PowerPoint); good working knowledge of ICI/Impact, Shadow, Rumba Mainframe, Bloomberg, Calypso, Omgeo, Bank of NY Clearing System, DTC Clearing System, Clearstream, Euroclear..

### **Professional Experience:**

#### **HYLAN MEDICINE CABINET, SI, NY (July 2016- Present)**

*Delivery/DME-Pharmacy Technician*

- Deliver all Durable Medical Equipment, Medical Supplies, & Medications on outgoing orders to Customers.
- Handle all maintenance & repairs for Customers.
- Provide customer support & service to all clientele
- Work closely with Pharmacist in filling prescriptions, counting pills and ensuring all customers medicines were correct.

#### **POSTMATES, NY, NY (May 2015-May 2016)**

*Courier*

- Delivery of all items from Customers using the Postmates App
- Responsible for keeping track of all orders delivered & provide Customer support & service through the app.

## **COLLEGE BOUND NETWORK. SI, NY (December 2011- July 2014)**

*Senior Sales Agent & Desktop Support Analyst*

- Trained new hires on all mainframe systems, rules and regulations of the FCC, and the student agent sales script.
- Handled over 200 inbound phone calls daily, from individuals of all ages interested in pursuing a trade, GED, or a degree in College, and converted, on average 32 percent of them, which put me in the top 25 agents in an office of 350 reps.

## **XO COMMUNICATIONS. NY, NY (December 2008 - October 2010)**

*Senior Account Executive*

- Responsible for all sales of telecom, internet products and services for small to medium size businesses.
- Winner of President's award for top 10 sales agents in the NYC area for months of March & July 2009, & May 2010.

## **CANTOR FITZGERALD & CO. NY, NY (October 2004 -November 2007)**

*Fixed Income Clearance & Trade Support Analyst*

- Report directly to the Senior VP of Operations; perform numerous backend operations, contributing to enhanced operational efficiency, including the daily clearance of over 5,000 Fixed Income Trades. Products involved: MBS Securities, Government bonds, Treasuries, Agencies, Freddie Macs, and REMICs.
- Maintain daily communication with both Fixed Income Government Repo Trading Desk and JPMorgan Chase; force trades, as warranted, to ensure positive sales spread; also expedite the identification and resolution of errors, problems and discrepancies in a timely manner.

### ***Education:***

#### **ST. JOHNS UNIVERSITY, JAMAICA, NY**

- Bachelor of Science in Finance, January 1998
- Honors: Deans List (Phi Beta Lambda), National Business Honor Society,
- Student Marshal of graduating Class of 1998