

# MIGUEL IGLESIAS

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## ***PROFESSIONAL EXPERIENCE***

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REAL ESTATE AGENT, NEW YORK HABITAT

WORKING REMOTELY- 03/2014 – PRESENT

- Responsible for beginning-to-end communications with clients and owners with an average volume of 200+ daily calls and emails in a 24/7 environment in order to optimize efficiency due to client's time zones.
- Establish and maintain long-term relationships with 200+ owners and management companies.
- Consistently exceed sales goals and improve effectiveness in placement of tenant's ratio.
- Negotiate, prepare, review and confirm contracts on behalf of clients and owners.

ACCOUNT MANAGER, FX GLOBAL SERVICES

NEW YORK CITY - 02/2012 - 03/2014

- Built book of business by cold calling, coached clients on trading strategies, technical analysis, P&L and risk management in the FX market.
- Continuous technical analysis of major pairs and daily reports on client's portfolios.
- Developed partnerships and strategies with money managers, brokers, educational centers and Forex companies to increase profitability by 25%.
- Responsible for design and content of fxeducacion.com and daily update of blog and social media platforms increasing live accounts by 50%.

EQUITY TRADER, AVATAR SECURITIES

NEW YORK CITY – 09/2007 - 02/2012

- Traded \$2.5 million of firm's capital based on proprietary daily market analysis and historical research to optimize profit and minimize risk.
- Developed and traded distinct short term strategies including: basket arbitrage of highly correlated stocks and sectors (oil, steel, and natural gas) and NYSE imbalances.
- Trained and Mentored junior traders in strategies and use of software (Lightspeed, Blackwood, and Anvil).

## ***CERTIFICATIONS***

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- 2017 - CSC Canadian Securities Course (completed – 85.5%)
- 2014 - Real Estate Salesperson, New York State - License ID: 10401269721
- 2010/12 - Series 7 (FINRA), Series 3 and Series 34 (NFA)
- 2007 - License of trader and clearing in MEFF

## ***EDUCATION***

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- 2006 – 2007 - Postgraduate in Stock Markets and Assets Management – University of Oviedo
- 2003 – 2007 - Bachelor degree in Business Administration – University of Oviedo

## ***QUALIFICATIONS / SKILLS***

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- *Courses* - Hedge Funds and ETFs; Stocks Exchange Investments; Economics of Local Corporations
- *Grants* - Integrants program (2008), Fundesfor program (2003, 2004 and 2005)
- *Languages* – Bilingual English and Spanish
- *Currently a digital nomad, exploring different cultures, working remotely from different locations.*