JEFFREY CIARCIA

(860) 997-3899 | j.ciarcia@gmail.com

EDUCATION

BS Business Administration 2000-2004
Villanova University

- Majors: Finance, International Business

FINANCIAL CERTIFICATIONS HELD

- Series 7 - General Securities Representative | Series 24 - General Securities Principal
  Series 27 - Financial & Operations Principal | Series 79 - Investment Banking Representative
  Series 63 - Uniform Securities State Law Qualification

LEADERSHIP AND COMMUNICATION SKILLS

- Co-founded FinTech Startup - Co-managed and funded multi-year development project of a broad-based team of software engineers, designers, and project managers
- Multiple years training and mentoring new hedge fund prop traders in investment evaluation, risk management, and trading psychology
- Assisted as an Adjunct Professor at Southern Connecticut State University School of Business – Sr Level Course "Venture Capital and Angel Financing: for Investors & Entrepreneurs"

FINANCE AND VENTURE SKILLS

- Co-founded and bootstrapped development of FinTech startup that digitizes private equity capital raising process, due diligence, and analytics – firm has closed over 1B in private placement transactional volume since 2018
- Managing investment banking principal overseeing 50+ Registered Representatives and personally reviewing deal-flow, investment valuation and company diligence for all new clients
- Startup and Enterprise project management consultant (hundreds of companies served to date)

EXPERIENCE

Risk Analyst 2005-2006
Louis Dreyfus, Wilton CT

- Maintained, built and coded risk modeling for softs & energy prop funds – Over 1B AUM

Portfolio Manager/International Prop Trader 2006-2013
FNY Capital, New York NY

- Actively traded and managed private 8-figure portfolio for firm partners – International equities, FX, futures, merger arb/special situations
- Specialized in risk arbitrage and special situations
- Annualized return on invested capital >25%

Private Commercial/Residential Real Estate Investor 2013-2015
First Pro International, Hollywood FL

Co-Founder & CFO 2015-Present
Umergence (member FINRA/SIPC), Plantsville CT

- Created full service, business development platform & FINRA registered broker dealer from scratch
- Facilitated biz-dev & public and private offerings of securities for alternative investments
- Creating/maintaining LP relationships w/ family offices, high net worth and institutional investors
- Financial Operations Principal (FINOP) & Anti-Money-Laundering Compliance Officer (AMLCO)

Managing Partner 2019-Present
SumatoSoft, Boston MA

- Overseeing US project management for 100+ software developers, Amazon Consulting Partner