

ALAN J. MANDEL

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A seasoned Communications Professional with superior speaking, interpersonal, and teaching skills. Established a private consulting firm from the bottom up. Clients include college graduates, high-profile corporate leaders, and international executives. Provides unsurpassed experiences through exciting lessons and comfortable environments. Demonstrated strengths building client relationships, implementing targeted sales plans, and making thorough decisions. Self-motivated; uses both high-energy and consultative approaches emphasizing accuracy and quality for targeted results. A versatile individual who adapts rapidly to ever-changing markets and eager to take on new challenges.

- Superior Written & Verbal Communications
- Presentation Facilitation
- ESL / Accent Reduction
- Interpersonal Communications
- Career Development
- Teaching, Training & Coaching
- Team Building & Leadership
- Workforce Preparedness
- Workshops/Seminars

SUMMARY OF QUALIFICATIONS

Communication Abilities

- Strong ability to gather and combine multiple concepts and ideas
- Communicate ideas and theories in a fluid and succinct way that are easily adapted to various audiences and individuals
- Specialized in public speaking, speech writing, presentation performance and career development
- Interact with individuals of varied career and ethnic backgrounds, from entry-level professionals to executives and government officials
- Articulates a confident manner enabling easy and stress-free public speaking engagements

Teaching/Coaching Skills

- Expert at motivating and challenging students through in-depth lessons, lectures, presentations and discussions
- Experienced at instructing and advising students of diverse backgrounds and of various socioeconomic backgrounds
- Implement structurally stimulating written curriculum
- Creates educational training methods, which cater to each individual's needs and motivation level

Sales Expertise

- Accomplished at identifying business opportunities within new and existing domestic and international markets
- Draws upon highly-developed communication and networking skills, establishing new business relationships
- Adept at executing influential sales strategies to acquire new client accounts while maximizing sales for existing client accounts
- Analyzes sales trends and identifies strategies needed to implement successful brand focus
- Develop trust and respect through effective and strategic communication approaches

COACHING & TRAINING EXPERIENCE

ALAN MANDEL COMMUNICATIONS

Founder & CEO

New York, NY

2008 – Present

- Teach international clientele job specific interview skills training, accent reduction, public speaking apprehension reduction, and speech writing; clients include executives from Goldman Sachs, Citigroup, JP Morgan, Credit Suisse, Wasserstein & Co., Chiomente Studio Legale, China Construction Bank, Huga Inc., the United Nations, Zoe Financial, Columbia Presbyterian and others.

CONSULTING & SALES EXPERIENCE

HTDT GOLD USA LTD | EASTERN NUMISMATICS | ALAN M. TRADING COMPANY

Head of Precious Metals Division, Senior Precious Metals Analyst & Numismatic Consultant

New York, NY

2012 – 2016

- Established hundreds of new accounts within the first 6 months while servicing existing client base; managed inside and telephone sales
- Media Liaison and On-air Commentator at major networks including Bloomberg Radio and Television, CCTV (China Central Television, North America), Arise TV; wrote weekly column for China National Gold Corporation's China Gold Journal; featured in a weekly, 5-minute video on HTDT's website and YouTube channel with geo-economic commentary

CONSULTING & SALES EXPERIENCE (Continued)

BRIMBERG & COMPANY*Investment Advisor | Media Liaison***New York, NY**

2005 – 2010

- Worked closely with clients to determine individual investment goals and risk tolerance
- Conducted comprehensive relative analysis and executed trades for actively managed funds
- Provided geopolitical & economic assessments to family office investors, high-net worth persons, institutional investors & corporate clients

ALAN M. TRADING COMPANY*Founder & CEO | Media Liaison***New York, NY**

1993 – 2009

- Developed customized risk strategies for this commodity trading firm, which was built and developed from the bottom up
- Managed clients' asset allocation and provided in-depth guidance and trading strategies; hired, trained and motivated staff
- Selected Lead Commodity Market Commentator on Bloomberg Radio, which enhanced exposure to both lay and professional investors and brought about invitations to speaking engagements

GREENWAY CAPITAL*Assistant Vice President | Director of Compliance | Media Liaison***New York, NY**

1993-1998

- Administered leadership and management expertise in securities trading and compliance
- Reviewed new account applications and options accounts, qualified suitability, and ensured customer objectives were maintained throughout relationship; built client base from referrals
- Interviewed prospective Investment Advisors and support staff, providing employment recommendations to CEO.

US GOV COMMUNICATIONS & ADMINISTRATIVE MANAGEMENT INSTITUTE*Lean Consultant (Office of Personnel Management)***Washington, DC**

1989 - 1993

Taught seminars that were held at various DOD (Department of Defense) facilities and government defense contractors, including Northrop Grumman, that focused on Assertive Communication Skills, Constructive Conflict Resolution, Managing & Understanding Human Behavior

ACADEMIC TEACHING EXPERIENCE

ADJUNCT LECTURER*Borough of Manhattan Community College, New York, NY | Linguistics Department**Fashion Institute of Technology, New York, NY | English-Speech Department**Mercy College, New York, NY | Speech Communications Program**SUNY Purchase, Purchase, NY | Communication Arts & Sciences Department**Emmerson College, Boston, MA | Communication Arts & Sciences Department**Long Island Business Institute, New York, NY | Business Faculty***1990-PRESENT****Courses Taught:**

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| <ul style="list-style-type: none"> ▪ Public Speaking/Professional Speech Communications ▪ Argumentation & Persuasive Speech ▪ Critical Thinking ▪ Interpersonal Communications ▪ Organizational Behavior ▪ Career Development | <ul style="list-style-type: none"> ▪ Business Communication ▪ Marketing ▪ Small Business Management ▪ Introduction to Business ▪ Human Relations ▪ Human Resources |
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EDUCATION

EMERSON COLLEGE

Boston, MA

Master of Science Degree in Speech (Academic Scholarship Awarded) | Bachelor of Science Degree in Speech

HARVARD UNIVERSITY EXTENSION SCHOOL

Cambridge, MA

Certificate of Special Studies in Administration & Management (Completed 20 out of 24 credits)

PUBLICATIONS

- Writer of weekly column: China National Gold Corp. (2013 - 2016)
- "Why People Fail At Commodity Trading." Series of six articles published on InsideFutures.com (2006)
- "Jesse Livermore: American Financial Speculator" Published on InsideFutures.com (2006)
- "Strategic Risk Management Newsletter," Writer/Editor (1997-1999)

PROFESSIONAL ASSOCIATIONS

- International Society – National Business Education Association
- Toastmasters International

LICENSES

- FINRA Series 7, 63, 65

COMMUNITY SERVICE

- NYCares.org: coach non-custodial fathers on job interview techniques
- Upwardly Global: advise and mentor foreign professionals on industry specific job search skills

Professional musician

Toured/performed with: Rockabilly Legend Sleepy LaBeef, LaVern Baker, Sun Rhythm Section Sonny Burgess, Dale Hawkins, Big Al Downing.