

THOMAS A. SIMMS IV

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EDUCATION

Embry-Riddle Aeronautical University

Master of Business Administration (MBA)

- Specialization in Finance
- 3.9 GPA, 268 MBA Major Field Test Score (MFT)
- USAirways Financial Analysis Internship

BS Engineering Physics

ACADEMIC ACHIEVEMENTS

Member of winning team (of 9 teams) for a marketing competition sponsored by American Express

- Researched airline frequent flyer and travel loyalty programs (5 month project)
- Provided recommendations to protect market leadership position and for strategic market expansion
 - Identified potential new partnership and co-branding opportunities
 - Proposed innovative loyalty program ideas
- Presented research analysis findings at **American Express Airline Center of Excellence** in New York, NY

Member of 2nd place team (of 16 teams) in Investments course \$1million virtual investment simulation competition

- Utilized a growth/income strategy over 7 week competition
- Attained 6.42% total return

Member of 2nd place team (of 6 teams) in Capstone business strategy simulation competition

- Positioned a virtual computer chip company as a market leader nearly doubling stock price
- Contributed to business planning, target market analysis and product portfolio management
- Managed production & inventory aspects of company
- Produced company promotional video commercial

PROFESSIONAL EXPERIENCE

Financial Markets & Small Business Research, Oceans Blue Global, (Self-incorporated as Single Member LLC, Full Time - 3 years)

- Researched financial markets for **trading** company assets **specializing in options strategies (derivatives)**
 - Gained real-time experience in the dynamic impact of major economic events on options pricing
 - Attained in-depth knowledge of Implied Volatility & the Greeks (Delta, Gamma, Theta, Vega) and their dynamic behavior
- Explored remote work opportunities
 - Researched financial philanthropy with particular interest in personal finance services
 - Reviewed loyalty marketing incentive programs for small business promotion
 - Published investment articles on SeekingAlpha.com
- Surveyed brick & mortar and online opportunities
 - Diners, pizza parlors, bar & grills, coffee houses, ice cream shops, t-shirt emporiums, and souvenir & gift shops
 - Amazon (Seller Central including Merch on Demand as a Content Creator) and eBay
- Offered consulting services
 - Performed overhaul of 'in store' marketing for a local outdoor equipment outfitter
 - Updated & refurbished a local bar & grill to include 'in house' digital marketing

Table Games Dealer, The Rivers Casino & The Meadows Casino (5 years)

- Completed 'Casino School' learning all games (Roulette, Baccarat, Pai Gow, Craps)
- Earned a reputation with supervisors as **'one of the best'** by building casino brand loyalty (return patronage) through creating a fun & exciting atmosphere and delivering first class service

Naval Aviation Division Leader / Support Analyst, United States Navy (7 years)

- Produced critical timely in-depth model reporting products of the highest quality within stringent guidelines which resulted in becoming the first air wing to meet high priority post mission reporting timelines within 2 hours (80% time reduction)
- Presented reports to commanders during briefings that were recognized by senior theater officers as **'best ever'**

SKILLS

Microsoft 365 (LinkedIn Learning – 100+ Hours)

- Excel (Pivot Tables, Data Visualization)
- PowerPoint