TIMOTHY L. SCHMIDT

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FINANCIAL SERVICES EXECUTIVE

Dynamic **Financial Services Executive** with over 20 years of experience in financial service, business consulting, and investment-banking industries. Proven leader in deal execution, change management, sales management, business development, consulting closely held businesses and wealth management issues. Experienced in leading sales organization to drive revenue growth.

AREAS OF EXPERTISE

Sales Management – Relationship Management – Business Development – Business Consulting
Mergers & Acquisitions – Brand Value, Positioning & Messaging

PROFESSIONAL EXPERIENCE

TD AMERITRADE, INC. – Burlington, MA 2015 to Present

Offers financial services to individual investors, advisors and institutions.

BRANCH MANAGER/SENIOR FINANCIAL CONSULTANT

Managed a team of financial consultants. Coached producers on proven practice management processes. Assessed, assisted, and advised existing and prospective clients in the selection of products and services best suited to meet their financial goals in order to generate new sales opportunities.

- Managed branch office with 3 employees and $800 million in assets under custody
- Exceeded Guidance and Asset sale targets earning President Club Award
- Developed High Asset Client book to increase share of wallet through practice management and good sales habits
- Effectively managed branch integrations of the Scottrade/TD Ameritrade merger
- Change managed Peabody branch closure process from beginning to end
- Developed Practice Book through practice management and good sales habits
- Cultivated and managed practice with $300 million in assets under custody
- Regional top performer in planning-based client conversation
- Coached producers on proven practice management processes
- Led training and mentored branch associates in developing planning-based conversation
- Regional top performer in client service survey responses

VILLEO CAPITAL, LLC. – Lexington, MA 2010 to 2015

Advisory firm providing corporate development, strategy consulting and investment banking advisory services to startup and middle market companies.

MANAGING PARTNER

Engaged in consulting and business development services with emerging and mid-size companies. Completed a management buyout; co-founded a social media health and wellness company and a biomaterials start-up; and executed a go-to-market strategy for a specialty registered investment management (RIA) firm.

- Advised on the sale of Jantz Morgan, a quantitative, socially responsible asset manager with $40 million AUM
- Negotiated, priced and closed multimillion-dollar management buyout of MRSI Systems from Newport Corporation (NEWP) at nearly 50% off the original offering price

CAPSTONE PARTNERS, LLC. – Boston, MA 2008 to 2009

Investment banking firm serving the corporate financing of middle market companies.

VICE PRESIDENT

Managed 3-person team to execute high-touch merger and acquisition consulting services, targeting private equity/VC firms and strategic acquirers and working with privately owned companies to raise capital.

- Captained sourcing and business development efforts on companies with market values of $20 to $250 million in specialty products and healthcare investment banking advisory team for mergers & acquisitions mandates
- Developed and maintained close relationships with business owners, C-level executives, and company board

TRUDEAU & TRUDEAU ASSOCIATES, INC. – Boston, MA 2005 to 2008

Advisory firm providing M&A and advice to companies and private equity groups.

BUSINESS DEVELOPMENT OFFICER

Sold merger and acquisition consulting services to middle-market companies. Spearheaded 9 to15 month financing projects on a 6-person team. Delivered high-touch relationship management, reporting directly to the company president. Sourced business-development opportunities; developed and maintained relationships with sellers.

- Generated $1.3M in fees in first 2 years
- Responsible for originating 8 deals

EMERSON INVESTMENT MANAGEMENT, INC. – Boston, MA 2003 to 2005

Providing fee-based financial advisory services for individuals and small institutions.

DIRECTOR BUSINESS DEVELOPMENT

Sold investment management services to affluent individuals and institutions. Effectively managed multiple marketing channel relationships. Designed and implemented new marketing and sales strategies for high-net-worth clients and small institutions.

- Opened $94M in new prospects leads in 2004
- Delivered $70M in new client assets through strategic management of business development program

CHARLES SCHWAB & CO., INC. – Cambridge, MA 1993 to 2003

Offering a wide range of financial services for individuals, advisors and institutions.

VICE PRESIDENT & BRANCH MANAGER (2001–2003)

Direct management responsibility for 4-person team. Delivered comprehensive sales strategies, including outbound calling campaigns. Integrated marketing events with valuable internal and external business partners.

- Managed sales office with $350 million of assets under custody
- Exceeded sales target for new branch assets by 15%
- Surpassed product-sales targets for managed-money and advice services by 50%
- Led the region in advice-consultation sales per employee

REGIONAL INVESTOR EDUCATION MANAGER (1999-2001)

Direct management for 10-person team. Hired, trained, and motivated geographically remote sales force, travelling extensively to conduct one-on-one coaching sessions and cultivating superior correspondence and communication skills. Conceived local market plans for frontline sales professionals to target high-potential prospects.

- Hired and managed 10-person team
- Developed $270M in 2002
- Captured $310M in converted assets in 2001

LICENSURE

SECURITIES REGISTRATIONS**:** FINRA Series 63, 65, 7 & 24

EDUCATION

Harvard University - Master of Liberal Arts in Extension Studies (ALM) FINANCE - Cambridge, MA
Harvard University - Bachelor of Liberal Arts in Extension Studies (ALB) SOCIAL SCIENCE - Cambridge, MA