**EMMANUEL FRANCIS SANTOS MARANTAL**

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**CAREER SUMMARY**

* Track record of consultative, value based sales and product marketing in Fortune 500 companies.
* Technical and adaptable having working in Software, Wealth Management, and Biotechnology.
* A leader who is disciplined, imaginative, open-minded, a problem solver, and responsible.

**EXPERTISE**

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| --- | --- | --- | --- |
| Quantitative | Client Oriented | Passion for Investing | Analytical |
| Communication | Leadership | Teamwork | Technical |

**EDUCATION**

* University of San Francisco MBA (05/2010) - 3.5 GPA
* Cal Poly San Luis Obispo BS Microbiology and Biochemistry (06/1996)
* St. Ignatius College Preparatory (06/1991)

**WORK HISTORY**

10/2015 to Present – COMPREHEND SYSTEMS – Sales Development – Redwood City, CA

* Executed lead generation activities for Life Science Software-as-a-Service (Saas) Solution.
* Responsibilities include cold calling / sourcing, email marketing, and webinar campaigns.
* Target audience includes Clinical Operations, Clinical Development, and Data Management.

09/2013 to 01/2015 – ETRADE - Corporate Services Financial Consultant – Palo Alto, CA

* Assets under management of $357,000,000 with a focus in equity compensation plans.
* Grew the business by 14% over a 12-month period with a forecast accuracy of 91%.
* Obtained Certified Equity Expert on 1st attempt (Etrade’s CEP Level 1 equivalent - 81% score).

07/2011 to 08/2013 - JP MORGAN CHASE - Vice President Private Client Advisor - San Francisco, CA

* Assets under management of $16,400,000 with a trailing 12-month revenue of $102,000.
* Investment breakdown of 59% fee based portfolios, 26% annuities, and 15% mutual funds.
* Maintained a strong compliance record adhering to the firm’s code of ethics ([CRD #5713498](http://brokercheck.finra.org/Individual/Summary/5713498)).

03/2010 to 03/2011 – MORGAN STANLEY - Financial Advisor - Oakland, CA

* Sold $2,000,000 of new business with an average household of $250,000 in 6 months.
* Investment breakdown of 60% fee based portfolios, 30% annuities, and 10% corporate bonds.
* Obtained Series 7, Series 31, and Series 66 on 1st attempt (85% average score).

08/2009 to 02/2010 - PRUDENTIAL- Financial Services Associate - San Francisco, CA

* Won Rock Star Award for selling $600,000 worth of variable annuities in 3 months.
* Obtained Series 6, Series 63, and Life Agent (0G72269) on 1st attempt (85% average score).
* Mentored junior associates on business processes and joint sales opportunities.

10/2007 to 09/2008 - HCL - Business Development Manager - Atlanta, GA

* Hunter role sold Outsourcing Services to Retail and CPG (closed @ 100% / forecasting @ 93%).
* Application Development, Co-sourcing, Application Support Maintenance, and Infrastructure.
* System Integrator Partnerships, ISV / Platform Alliances, and Evangelism / Customer Advocacy.

10/2004 to 09/2007 - MICROSOFT- Senior Product Manager - Redmond, WA

* Created and marketed Microsoft Windows Discussion Tool for Windows Launch B2B Enterprise.
* Program Management to include CIO Roundtables and LAR / VAR Ecosystem Web Meetings.
* P and L Responsibility for a $1,000,000 budget and People Management of 10-person team.

06/2002 to 09/2004 – ORACLE– Account Manager II - Redwood Shores, CA

* Hunter role sold Core Technology to Education (closed @ 109% / forecasting @ 91%).
* Won largest FY04 Application Server deal and opportunity recognized during Q3 earnings call.
* Oracle Club Excellence, Virtual Team Management, and Solution Sales Methodology.

08/2000 to 05/2002 - CAST SOFTWARE– Sales Executive - San Francisco, CA

* Hunter role sold Application Intelligence to Automobile (closed @ 110% / forecasting @ 91%).

01/2000 to 07/2000 - INFORMATICA– Direct Marketing Representative - Palo Alto, CA

* Provided business intelligence leads to Oil and Gas sale teams through events marketing.

03/1998 to 12/1999 – APPLIED BIOSYSTEMS – Sales Representative II - Foster City, CA

* Hunter role sold capital equipment to Life Sciences (closed @ 112% / forecasting @ 93%)

10/1996 to 02/1998 – CLONTECH LABORATORIES – Quality Control Analyst II – Palo Alto, CA

* Performed assays on DNA reagent kits in an ISO 9000 and GMP environment (1% error rate).

**CORPORATE TRAINING**

* The Chasm Group Versatile Sales
* Duke Corp Education Building the Best Marketing Mix
* Celemi Int. AB Decision Base
* Vervago Inc. Precision Questioning
* Huthwaite Int. SPIN Selling

**TECHNICAL FAMILIARITY**

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| --- | --- | --- | --- | --- |
| Oracle Application | LinkedIn Sales Navigator | Salesforce CRM | Bloomberg Terminal | Marketo |
| Microsoft Office | PIETech MoneyGuide Pro | Tibco Spotfire | BioPharm Insights | ZoomInfo |

**AFFILIATIONS**

* Venture Capital Investment Competition (02/2010)
* CA Dept of Education Preschool to Grade 16 Council (01/2005 to 07/2005)
* Phi Sigma Kappa Vice President (09/1994 to 05/1995)
* US Army Reserve Specialist (08/1991 to 10/1999 Honorable Discharge)