

CANDACE FOSTER

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Well-regarded bond trader with a wealth of product knowledge, a talent for maintaining long-term business relationships, and a commitment to maximizing bottom-line profitability

SUMMARY OF QUALIFICATIONS

Licensed securities trader with a proven record of accomplishment as a broker's broker for municipal bonds. Respected, credible business partner with ground-up knowledge of bond trading and extensive knowledge of the mid-Atlantic bond market. Known for open, forthright communication style. Highly-successful in building confidence and trust while retaining client accounts long-term. Strong operations knowledge. Familiar with Bloomberg software system and all electronic trading platforms.

SELECT ACCOMPLISHMENTS

- Established record of success as municipal bond broker's broker, generating revenues that averaged more than \$750,000 per year over a fifteen-year period. Successfully executed trades, both large and small, with equal aplomb, including one worth \$25 million.
 - Joining regional trading desk at Clarkson-Mason, built and expanded mid-Atlantic portfolio, turning related bond trading activities into \$1 million per year contribution.
 - Earned confidence and respect of clients, successfully retaining accounts long-term. For example, maintained strong relationship with Wells Fargo Bank that has generated as much as \$4 million over span of fifteen years.
 - Built strong network of loyal clients through honest, straightforward approach and consistency in providing knowledgeable service and sound recommendations that meet client objectives.
 - Tapped to oversee back office operations while brokering trades, uncovered and rectified accounting errors, saving company from substantial penalties from the MSRB.
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EMPLOYMENT HISTORY

DONALDSON & JONES, New York, NY 1994 to present
Municipal Bond Broker's Broker

Specializing in mid-Atlantic municipalities, buy and sell bonds to broker-dealers. Oversee back office operations, addressing issues and problems. Manage payroll for entire desk. Serve as liaison to senior management.

CLARKSON-MASON, New York, NY 1989 to 1994
Municipal Bond Broker's Broker

Bought and sold bonds for regional trading desk, expanding mid-Atlantic business.

MARSHFIELD SECURITIES, New York, NY 1981 to 1989
Retail Trader, Mid-Atlantic Region (1986 to 1989)

Hired as desk assistant, rose through ranks to retail trader position while building expertise in municipal bond business and back office operations.

PROFESSIONAL LICENSES & AFFILIATIONS

Holder of Series 7 and Series 63 license

Member, Municipal Bond Club of New York and Women's Bond Club of New York
