DIONISIO MENESES, JR

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RESULTS-DRIVEN LEADER SEEKING IMPACTFUL COLLABORATIVE ROLE

HOLISTIC FINANCIAL PLANNING | RELATIONSHIP DEVELOPMENT | RISK ASSESSMENT | ASSET MANAGEMENT | MODELING | QUANTITATIVE / QUALITATIVE TOOLS | ACQUISITIONS | CORPORATE / INDUSTRY ANALYSIS | CREDIT UNDERWRITING | VALUATION

Ambitious self-starter who exhibits proven experience in portfolio management, investments, business development, analysis, and risk assessment / optimization in alignment with a company's and / or client's vision, value, and goals, and leads teams by example and with integrity to deliver services excellence. Top performer who contributes sharp analytical abilities and superior attention-to-detail. Bilingual communicator (English / Spanish) and solid relationship-builder who seamlessly liaises among C-level executives, business / financial teams, clients, and regulatory agencies while driving results.

CAREER HIGHLIGHTS

- ***Noted by Charles Schwab's "Key Contributor Program" as Managing Director/Portfolio Manager; enhanced hybrid Excel model by integrating macro/global factors; and achieved Fund Morningstar Return Ranking of 4 Stars.***
- ***Developed a new tradable investment product for Global Real Analytics utilizing Mortgage Backed Securities, including establishing underwriting criteria, providing risk rating, and presenting a new business plan/model.***
- ***Developed a proprietary leading edge quantitative tool based on a Dividend Discount Model and several proprietary tools to screen stocks, assess pricing scenarios, history, management quality/styles, and other variables impacting investment decisions; tool supplemented the CMBS /REIT score in providing a ranking and determining an investment's viability.***

PROFESSIONAL SYNOPSIS

Principal, XDO, SAN MATEO, CA — **1992 – PRESENT**

- Provide forward-thinking investment services to individual / family and business
- Evaluate clients' needs and manage asset portfolios (e.g. real estate, stocks, bonds, insurance, fx)
- Structure and manage lucrative partnerships

Financial Advisor, MORGAN STANLEY WEALTH MANAGEMENT, SAN MATEO, CA | MENLO PARK COMPLEX, CA — **2013**

- Gleaned clients individual needs and goals
- Compiled detailed data & designed holistic financial plans in part with MoneyGuide Pro and NaviPlan

Managing Director | Portfolio Manager, CHARLES SCHWAB INVESTMENT MANAGEMENT, SAN FRANCISCO, CA — **2007 – 2012**

- Launched highly successful Schwab Global Real Estate Mutual Fund (SWASX) – raised $250+ million in a month
- Managed fund both strategically and operationally – risk, allocations, compliance, due diligence, research; executed & resolved trades / settlement issues, reconciliation, cash management – redemptions / purchases
- Managed team of analysts
- Shared insights with other PMs across a broad range of investments / issues – collaborative management
- Implemented and utilized: Bloomberg, FactSet, Charles River
- Business Development – Road Shows, Investment Committees, Boards, Conferences, One-one w/ clients & other

Senior Portfolio Manager – Global Capital Markets, GLOBAL REAL ANALYTICS, LLC, SAN FRANCISCO, CA — **1997 – 2006**

- Conducted detailed industry analyses
- Provide and support investment recommendations
- Created, grew & advised Alliance Capital Management's (Alliance Bernstein) $2-billion real estate mutual fund and $475-million Pinstripe CDO (CMBS) to achieve solid results
- Facilitated quarterly reviews for long- / short-term goal assessment
- Created marketing materials for new business development initiatives and modeled new products
- Models or quantitative tools based on Microsoft Excel macros, custom
- Customer Service / Reporting / Rebalancing/ other with various software including Advent & Tamarac

Analyst / Private Equity / Joint Ventures/Acquisitions - MARCUS & MILLICHAP, PALO ALTO, CA — **1990 -1992**

- Structured projects, negotiated contracts, secured mortgages
- Coordinated & Supervised construction
- Developed a new pro forma model to track and evaluate investment performance utilizing Excel

EDUCATION & PROFESSIONAL DEVELOPMENT

B.A., Quantitative Economics & Decision Sciences

(Scientific Perspectives Minors – Computer Science & Epistemology)

UNIVERSITY OF CALIFORNIA, SAN DIEGO

CFP expected 2017 March | CFA Level 1 (Passed) | NASD Series 7 & 66 (63&65) | CA INSURANCE LICENSE