ANTOINETTE R. GIORDANO

Medford, NY| (631) 774-0012 | | antoinette.giordano@yahoo.com

**PROFESSIONAL SUMMARY**

Accomplished financial services and business management professional with extensive experience in operations management, securities, education, and entrepreneurship. Proven track record of leadership in managing branch operations, teaching in academic settings, and driving business growth as a co-owner. Expertise in finance, securities, education, and business operations with recognized achievements and certifications.

**CORE COMPETENCIES**

* Securities & Investments: Series 7 & Series 63 Registered Representative
* Operations Management & Business Development
* Business Banking & Insurance (Life, Health, Property & Casualty Licenses)
* Entrepreneurship & Small Business Ownership
* Teaching & Curriculum Development
* Client Relationship Management & Compliance
* Leadership & Team Collaboration

**PROFESSIONAL EXPERIENCE**

**Vice President / Co-Owner,** Giordano’s Collision, Inc. *Medford, NY* | 1995 – 2024

* Oversee daily operations of a family-owned auto repair business, ensuring profitability and service excellence.
* Manage customer relations, vendor partnerships, and financial planning.
* Implement marketing strategies to grow business and increase customer retention.

**Stockbroker / Branch Operations Manager,** Wells Fargo Advisors, *Babylon, NY* | 2005 – 2009

* Led branch operations and client services, ensuring compliance with regulatory standards.
* Managed portfolios, conducted market analysis, and provided investment recommendations to clients.
* Oversaw office operations and supervised staff.
* Position eliminated due to corporate merger and downsizing.

**Senior Registered Financial Associate,** A.G. Edwards & Sons, Inc., *Smithtown, NY* | 1992 – 2005

* Advised clients on investment strategies, portfolio management, and financial planning.
* Collaborated with other professionals to meet the financial needs of clients.
* Managed high-value client relationships and ensured regulatory compliance.

**Adjunct Professor, Marketing & Math Skills,** Briarcliffe College, *Patchogue, NY* | 2001and 2004

* Designed and delivered courses in Introduction to Marketing and Math Skills.
* Engaged students in learning through interactive teaching techniques.

**Substitute Teacher & Student Teacher (Office Technology),** Eastern Suffolk BOCES, *Oakdale, NY* | 2001

* Developed lesson plans and delivered engaging classes in office technology.
* Gained experience teaching diverse student populations.

**EDUCATION**

**Master of Business Administration (MBA),** Dowling College — Oakdale, NY | December 1994 | GPA: 3.9

**Bachelor of Science,** St. Joseph’s College — Patchogue, NY | June 1987 | GPA: 3.6

**CERTIFICATIONS**

* New York State Provisional Certification – Secondary Business Education & Distributive Education
* Series 7 & Series 63 – Registered Representative
* New York State Life, Health, Property & Casualty Insurance Licenses

**HONORS**

* **Delta Mu Delta** – National Honor Society, Dowling College | Inducted: November 1994
* **Robert J. Uplinger Distinguished Service Award** – Lions International | April 2002
* **Melvin Jones Distinguished Service Award** – Lions International | October 2007

**COMMUNITY INVOLVMENT**

**Brookhaven Great South Bay Lions Club** — Patchogue, NY

* Treasurer: July 1996 – June 2001, October 2006 – June 2007
* President: July 2001 – June 2002
* Membership Chairman: July 2002 – June 2003

**Sayville Lions Club- Sayville, NY**