

# CURRICULUM VITAE

## CHRISTOPHER SMITH

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### QUALIFICATIONS

- 2017** **London Institute of Banking & Finance**  
DipFA Financial Services, Regulation & Ethics  
Advanced Financial Advice
- 2012** **Chartered Institute for Securities & Investments**  
CII International Certificate in Wealth Management  
Introduction to Securities and Investment (International)
- 2011** **Birmingham City University**  
Post Graduate Certificate in Education Studies (Secondary Education)
- 2009** **University Of Wolverhampton**  
Bachelor of Arts with Honors (2:1)

### WORK EXPERIENCE

- Mar 2017-Present** **D.I.Deutsche International GmbH Frankfurt, Germany**  
**Position** – Owner  
**Responsibilities** – Established my own consultancy business, branding, website, social media channels, online marketing campaigns, scribe explainer videos, hosted and presented at seminars, trade fairs and developed business through networking and referrals.
- Feb 2016-Mar 2017** **Guardian Wealth Management SARL Geneva, Switzerland**  
**Position** – Senior Financial Consultant  
**Responsibilities** – Similar to my previous role involving extensive travel across Europe and liaising with high net worth individuals. Focus on optimizing investment portfolios, developing new markets and introducing new product solutions. Reporting to MD and CEO.
- Jan 2011-Jan 2016** **deVere Group**  
Feb 2014 – Jan 2016  
deVere Germany GmbH Frankfurt, Germany  
**Position** – Senior Wealth Manager  
**Responsibilities** – New Business Acquisition. Building relationships with service providers, introducers and my client base. Exceptional rolling average. Highly technically driven advice and efficient sales cycle. Providing technical assistance to colleagues and handling complaints on behalf of the MD. Top performer in European Division.

Jan 2013 – Jan 2014  
deVere Germany GmbH *Frankfurt, Germany*

**Position** – Paraplanner

**Responsibilities** – Account Management, administration and client servicing. Providing Investment and portfolio analysis and preparation of detailed sales materials. Working in cooperation with the highest performing Wealth manager within the European region. I was also responsible for the day to day running of the Frankfurt office.

Jul 2011 – Dec 2012  
deVere Group *Limassol, Cyprus*

**Position** – Senior Financial Coordinator

**Responsibilities** – Lead generation; prospecting, qualification and end-to-end business development. Led an outbound cold-calling team, including phone training, incentives and team building events.

**Jan 2011-Jun 2011**

**Royal Bank of Scotland** *Birmingham, UK*

**Position** – Mortgage Advisor (Collections)

**Responsibilities** – Negotiating with customers through financial difficulties regarding the repayment of arrears on secured and unsecured debts.

## **LANGUAGES**

Conversational German (B1), Currently learning Brazilian Portuguese

## **INTERESTS**

Passion for online learning and research in Fintech, Cryptocurrencies and Futurism

## **ADDITIONAL INFORMATION**

I hold a full driving license  
Previous life in Music included teaching piano, writing and sound recording