

Anthony Cheng

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EDUCATION

Florida International University, Landon Undergraduate School of Business
Bachelor of Science in Business Administration (GPA: 3.6)

August 2022 – May 2025
Miami, FL

Master's in Finance – Targeting Fall 2026 Enrollment

Relevant Coursework: Financial Management, Business Finance, Financial Accounting, Managerial Accounting, Business Statistics, Macroeconomics, Microeconomics

PROFESSIONAL & LEADERSHIP EXPERIENCE

NUVOBIOLAB, LLC

Sales Representative

June 2019 – June 2021

Miami, FL

- Identified and capitalized on sales opportunities during the COVID-19 pandemic by supplying essential equipment such as PPE.
- Achieved sales of over \$500,000 at the age of 15 using social media networking and outbound sales calls.
- Launched an e-commerce platform, improving customer purchasing convenience and increasing sales consistency by over 30%.
- Maintained strong relationships with returning clients to ensure repeat business and customer satisfaction.

Evolution Open – NA/BR

Organizer | Founder

September 2020 – September 2020

Miami, FL | San Paolo, BR

- Designed and organized a large-scale B-ranked Valorant gaming tournament, attracting over 10,000 concurrent viewers and demonstrating exceptional event management skills.
- Secured over \$20,000 in prize sponsorships from prominent companies such as Corsair, HyperX and BitFenix, fostering long-term relationships that facilitated future business opportunities.
- Organized and managed a tournament with over 5,000 participants, ensuring smooth event execution and effectively addressing challenges, including managing difficult situations.

TM TELCOMM

EBB Provider

July 2021 – July 2022

Miami, FL

- Facilitated a government relief program, providing free internet access to over 50 eligible individuals, including SSI or Medicare.
- Established partnerships with multiple corporations and offices to expand service offerings and foster collaborative efforts.

TRADEMARK CORP

Product Manager | Sales Representative

August 2022 – August 2025

Miami, FL

- Supervised and managed all orders processed by a team of 50+ sales representatives, ensuring efficiency and accuracy.
- Achieved over \$20 million in revenue and generated over \$4 million in profit through the wholesale of electronic components.
- Cultivated and maintained strong relationships with high-profile clients in Brazil.
- Utilized Excel and other Microsoft tools to meticulously track and organize inventory in a warehouse holding multi-millions of dollars in products, ensuring zero discrepancies.
- Established and managed relationships with prominent suppliers, safeguarding pricing agreements with strict confidentiality.
- Attended industry events, such as Computex (Taiwan), to network and foster strategic business relationships.

The Vanguard Group, Inc.

Financial Sales Consultant – Personal Investor

August 2025 – Present

Charlotte, NC

- Partnered exclusively with investors holding \$500K+ in investable assets, delivering personalized financial guidance and tailored investment solutions.
- Engaged clients and prospects through inbound phone and digital channels, building trust by uncovering financial needs and aligning them with Vanguard's funds, ETFs, cash management, and planning services.
- Conducted advanced financial needs analysis, identifying outside assets and presenting Vanguard's value proposition to capture additional business
- Managed a book of high-value clients and prospects, owning the relationship from discovery to conversion, and ensuring seamless integration into Vanguard's platform

SKILLS & INTERESTS

FIU Activity: ALPFA – The Association of Latino Professionals in Finance and Accounting & FMS – Financial Markets Society

Licenses: SIE (FINRA), Series 7 (FINRA), Series 66 (FINRA/NASAA) FL Real Estate License

Personal Investing: ETFs, Bonds, Futures, Crypto, made over \$10,000 on mega-cap stock picking such as Tesla and NVDA.

Programming: Programming rudimentary trading AI using Python to further evolve my understanding in Fintech.

Sports and Fitness: Basketball, Skiing, Weightlifting, Chess, and Track

Skills: Highly comprehensive usage of Amazon FBA and other ecommerce such as Shopify, unrivaled client management experience at a young age, technologically advanced, developed Excel and Word capabilities, effective in teamwork situations, proven dedication in even unsupervised fields, overcoming fear of rejection.