**MIGUEL A. PAVON, MBA**

Frankfort, IL

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<https://www.linkedin.com/in/miguelpavon/>

Strategic leader with excellent interpersonal skills experienced in building and maintaining strong alliances while motivating teams to drive projects to successful completion. Proven ability to build profitability through effective and strategic process improvements and appropriate use of incentives and training. Known for surpassing target and delivering fiscal bottom-line results. Reputation as a resourceful team player working with integrity and professionalism to earn respect, inspire cooperation and exceed business expectations. Areas of expertise:

Lead Generation | New Business Development | Negotiations & Closing | Digital Product Strategy

Regulatory Requirements | Customer Service | Marketing Campaigns | Recruitment | Training & Development | Web3 | Crypto OTC Market| Blockchain| DeFi |

**PROFESSIONAL EXPERIENCE**

**Instacoins USA LLC** 2023- Present

**Chicago, IL**

**Head of Sales- North America**

**NORTHERN TRUST ASSET MANAGEMENT**

**Chicago, IL** 2021-2023

**Business Development Officer**

Worked closely with business and technology teams in development of a cohesive digital product strategy.

* Managed sales cycle for all users that utilized our advisory tools platform that generated sales for NTAM and our SAAS Platform
* Oversaw all UI/UX frameworks and worked with our dev team on future installments.
* Developed and oversaw management of major Broker Dealers API trading integrations within our SAAS platform that resulted in more Institutional users.

**ZACKS INVESTMENT RESEARCH- ZACKS ADVISOR TOOLS**

**Chicago, IL**

**Manager- Business Development,**  2018-2020

Worked closely with business and technology teams in development of a cohesive digital product strategy.

* Managed the hiring, development, and performance of business development team.
* Developed multiple custom CRM tools increasing Business Development lead generation.
* Develop and maintain relationships with vendors to understand roadmaps, offerings, technologies, incentives, and areas of joint opportunities.
* Directed sales and business development functions, including new product introduction, key account management, customer relationship development, and contract negotiations

**ZACKS INVESTMENT RESEARCH- ZACKS ADVISOR TOOLS**

**Business Development Representative,** 2016-2018

Established and maintained relationships with senior management of other companies, investment bankers, consultants, brokers, and other related professionals.

* Represented company at trade shows, industry events, and conferences to further establish brand and acquire new contacts.
* Created targeting marketing email campaigns to distribute product data.
* Screened RIA’s using SEC IAPD
* Provided quarterly earning company comparisons for prospects and current clients.
* Weekly sales lead generation.

**FIRST NORTHERN CREDIT UNION**

**Chicago, IL** 2015

Financial Service Advisor

* Conducted in-depth reviews of clients’ financial circumstances.
* Completed risk analysis on each prospect/client.
* Resolved client queries and complaints.
* Processed applications for credit cards, safe deposit boxes and loan requests.
* Managed customer bank accounts; open, close and oversee transactions.

**EDUCATION**

**Master of Business Administration (MBA),** Business Administration Management, Robert Morris University, Chicago IL

**Bachelor of Arts (BA),** Business Administration, Robert Morris University, Chicago IL