

# Maria Thompson

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## SUMMARY

Finance professional with over 10 years' experience in trade finance and supply chain solutions. Proven leader in managing product lifecycles and enhancing operational efficiency. Strong collaborator, working alongside Legal, Compliance, Operations, and Sales teams to ensure effective governance and risk management. Experience includes supporting complex deal structuring to provide strategic insights into client engagements, focusing on achieving business goals. Possesses a depth of knowledge that influences stakeholders across sectors and drives urgency—committed to continuous improvement in processes for lasting impact.

## EXPERIENCE

### Trade Finance Manager

June 2020 - Present

Dynamic Financial Solutions

*Houston, TX*

Responsible for overseeing trade finance products like supply chain and receivables finance for diverse clients. Engage cross-departmental resources to support product development and execution. Work closely with compliance teams to enhance governance practices within the product line. Drive initiatives aimed at improving risk assessment protocols.

- Managed comprehensive product portfolios in trade finance, ensuring alignment with market needs.
- Streamlined workflows through collaboration, increasing operational effectiveness while reducing timelines.
- Implemented governance controls that strengthened compliance measures across the organization.
- Conducted regular risk assessments to identify and mitigate potential issues in client transactions.

### Senior Product Specialist

March 2016 - May 2020

Global Finance Experts

*Dallas, TX*

Designed and launched innovative trade finance solutions aligning products with client demands. Fostered teamwork among various departments to drive revenue growth and optimize service delivery. Conducted thorough market analysis identifying trends fueling product innovation and expansion.

- Collaborated closely with legal and compliance teams to navigate regulatory requirements effectively.
- Executed client engagement strategies leading to new contract acquisitions and retention.
- Developed actionable insights through extensive market research, enabling product modifications meeting customer expectations.
- Monitored competitive landscape informing the creation of cutting-edge finance solutions.

### Product Analyst

January 2014 - February 2016

FinTech Innovations

*Fort Worth, TX*

Supported development of trade finance products through market analysis and direct client interaction. Worked alongside senior management on complex transaction structures to meet client needs. Gathered constructive feedback from users regarding product performance, driving enhancements based on insights gained.

- Assisted in market research yielding critical data for informed product strategy adjustments.
- Created detailed reports elevating transparency around financial product efficiencies.
- Engaged directly with clients gathering feedback that facilitated iterative improvements.
- Provided analytical insights on buyer behaviors to guide future product development.

## LEADERSHIP & AWARDS

- Recognized for Outstanding Contribution to Product Development at Dynamic Financial Solutions
- Awarded Employee of the Year at Global Finance Experts for Exceptional Client Engagement

## EDUCATION

### Bachelor's Degree in Finance

2013

University of Texas at Austin GPA: 3.8

*Austin, TX*

**Coursework:** *Financial Analysis, Corporate Finance, Investments, Risk Management*

## CERTIFICATIONS

- Certified Trade Finance Professional (CTFP) 📅 2021
- Project Management Professional (PMP) 📅 2022

## TECHNICAL SKILLS

- **Trade Finance Software:** Quorum, Oracle Financial Services, SAP
- **Analytics Tools:** Tableau, Microsoft Power BI, SAS
- **Project Management Tools:** Microsoft Project, Trello, Asana
- **Financial Modeling:** Excel, MATLAB, R
- **Compliance Tools:** Clara, AxiomSL, MetricStream
- **CRM Systems:** Salesforce, HubSpot, Zoho CRM
- **Collaboration Tools:** Slack, Zoom, Microsoft Teams
- **Data Analysis Frameworks:** Python, R, SQL
- **Accounting Software:** QuickBooks, FreshBooks, Xero
- **Risk Assessment Tools:** RiskWatch, Resolver, LogicManager

## SKILLS

- Trade Finance
- Risk Management
- Product Development
- Cross-Functional Leadership
- Client Relationship Management
- Strategic Planning
- Financial Analysis
- Market Research
- Compliance Governance
- Stakeholder Engagement
- Data Analysis
- Project Planning
- Negotiation Skills
- Trend Identification
- Transaction Structuring
- Operational Efficiency

## PROFESSIONAL AFFILIATIONS

- Member of the International Trade Association
- Active participant in the National Association of Credit Management

## LANGUAGES

- English (Native)
- Spanish (Proficient)

## ADDITIONAL INFORMATION

**Work Status** : Authorized to work in United States. No sponsorship required.

## REFERENCES

AVAILABLE ON REQUEST