



# LAWRENCE SCHNELLMANN

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## EXPERIENCE

### **Proprietary Trader | First Southwestern Company**

MAY 2001 – AUGUST 2007

Utilized firm capital to engage in proprietary trading of listed equity issues.

### **Equity Market Maker | First London Securities**

JULY 2000 – MAY 2001

Researched Canadian and US equities as well as being a proprietary market maker primarily trading IPOs.

### **Proprietary Trader/Market Maker | Security Investment Co. of Kansas City**

NOVEMBER 1999 – JUNE 2000

Structured profitable equity trading strategies based on original company research.

### **Proprietary Trader/Market Maker | Coastal Securities Dallas**

OCTOBER 1994 – SEPTEMBER 1999

### **Market Maker/Back office Admin | Raffensperger Hughes Company**

SEPTEMBER 1990 – AUGUST 1994

This role was diverse covering internal sales, agency trading, market making for bank stocks as well as providing trade reconciliation for the firm.

### **Equity Marketing /Back office Admin | Edward Jones Company**

SEPTEMBER 1985 – JANUARY 1990

Equity marketing, agency trading, market making, back office reconciliation..



## SKILLS

- Company analysis and relative evaluation
- Ability to identify value proposition and determine business value
- Ability to read and understand company balance sheets



## ACTIVITIES

I have a passion for organic farming and my dog Rufus.