**Aaron Goines**

717 Hampton Way

Abington, MA 02351

aarongoines@gmail.com

781-696-5000

**Work Experience**

**3rd Shift Order Selection Supervisor**

Christmas Tree Shops – 64 Leona Drive, Middleborough, MA

Kim Vannett - HR

508-923-0333

August 2021 to Present

Distribution Center for all products sold by Christmas Tree Shops retail locations.

* Currently supervise and coordinate the activities of warehouse operations for 20-35 associates by providing regular coaching, motivation, counseling, communication and expectation setting while maintaining a clean, safe and OSHA and Company Safety Guideline compliant environment.
* Utilized my strong financial modeling skills, Excel proficiency and outside of the box thinking to proactively create an excel model for the entire department.
* Created visually impactful dashboards in Excel for data reporting by using pivot tables and VLOOKUP. Extracted, interpreted and analyzed order selection data to identify key metrics and transform raw data into meaningful, actionable information. As a result, pick averages increased by 22% within 3 months of implementation.
* Constantly capturing and analyzing Receiving, Order Selection and Outbound data to unearth efficiencies in the current process in order to extract higher productivity levels.

**Co-Founder & CEO**

WyattAvery Consulting LLC - Abington, MA

Janelle Goines – Spouse

781-696-5018

May 2018 to Present

Provides consulting for primary and specialty physicians to help them improve operations and collect more profits.

* Conduct comprehensive Practice Management evaluation to assess the vitals of specialty medical practice client.
* Utilizing a multi-point assessment, which includes legal structure & governance, physician compensation protocols, revenue cycle management, human resource evaluations, payer audits, space & equipment utilization, EMR assessments, marketing assessments, and risk management assessments to highlight a few components.
* Using our wide-ranging expertise to focus on strategic strengths, mitigate potential financial risk, and streamline administrative functions to dramatically improve the productivity, cash flow, and profit margins of a medical practice.
* Assist in the development and implementation of strategy and pricing of service offerings.
* Develop and execute sales strategies utilizing extensive financial analysis and KPIs to uncover potential revenue omni-channel possibilities to achieve aggressive revenue targets.

**Co-Founder
Director of Strategy and Business Development**

4D Vision Gym - Cromwell, CT 06416

Under new Management/Ownership

860-632-8243

August 2013 to April 2018

Optometric Vision Therapy (OVT) practice that specializes in treating and empowering patients to overcome vision-related academic, athletic, and occupational challenges, as well as vision impairments due to brain injury or stroke.

* Canvased existing contacts of High-Net-Worth individuals and former Wall Street clients, presenting business case and raising $650k in 20 days to seed startup; met 6-month launch target
* Responsible for facilitation of strategic planning, oversight of finances, and management of business operations, talent strategy, and business performance impact.
* Helped to build a team from the ground up of Vision Therapists, Administration and Optometrists from headcount of 5 at start-up to 30 at exit.
* Expanded referring medical doctors from 0 to over 80 within 1 year
* Expansion of new referring doctors increased per month patient visits from 153 in August 2013 to 620 in April 2018

**Institutional Equity & Equity Derivatives Salesman**

Elevation Partners LLC - Boston, MA

Is no longer in business

February 2012 to January 2013

Elevation Partners LLC was an Equity Options Broker Dealer

* Commission generating relationships with hedge funds and mutual funds
* Provide clients with own daily proprietary commentary on market and stock specific implied volatility levels, VIX Futures term structures, ETF correlation models and unusual option flow
* Developed and executed volatility correlation trading strategies using a variety of volatility and sector index products for institutional clients

**Institutional Equity & Equity Derivatives Salesman - Office Head**

GFI Group - 55 Water Street

New York, NY 10041

212-968-4100

Former Supervisor no longer works here.

September 2010 to February 2012

GFI provides wholesale market brokerage services. The Company offers pricing, liquidity, trading technology, and post-trade services for a wealth of fixed income cash and derivatives markets.

* Developed and executed advanced equity derivative strategies such as volatility correlation trading and monthly rolls
* Provided clients with own daily proprietary commentary on market volatility, VIX Futures terms structure, and ETF correlations models
* Commission generating relationships with hedge funds and mutual funds

**Institutional Equity Options Strategist and Sales Trader**

Miller Tabak & Co. - 275 Grove St, Ste 2-400, Newton, MA 02466

Matt Maley - Chief Market Strategist (617) 663-5381

May 2007 to September 2010

Specialized in the discreet handling of stock and option purchases and sales for institutional clients.

* Lead derivatives producer in Boston office with over $1million in commissions annually
* Developed advanced derivative strategies for institutional clients seeking to mitigate risk and/or optimize return.
* Provided clients with own daily proprietary commentary on market volatility, VIX Futures terms structure, volatility surfaces and sector ETF correlations models
* Developed and executed volatility correlation trading strategies using a variety of volatility and sector index products for institutional clients.

**Institutional Equity & Equity Derivatives Sales**

Susquehanna International Group - 1 Boston Pl # 2020, Boston, MA 02108

Frank Driscoll

617-624-7300

May 2005 to May 2007

A global quantitative trading firm built on a rigorous, analytical foundation in financial markets for institutional clients.

* Exceeded ’05 SIG management established commission target by 200% for derivatives
* Completed firm’s rigorous derivatives training program that consisted of option theory, risk analysis and game theory
* Developed highly successful commission generating relationships with new and previously non-paying accounts hedge fund and mutual fund accounts

**Institutional Equity Research Sales Assistant**

RBC Capital Markets - 225 Franklin St, Boston, MA 02110

617-725-2000

April 2002 to May 2005

Sales and trading professionals provide clients with efficient and timely access to fixed income, equity, foreign exchange, and commodity markets trading for institutional clients.

* Distribute the firm's proprietary equity research to clients in support of the Boston Sales Team. Position requires fundamental and technical knowledge of multiple industry verticals
* Facilitated all marketing for company management for deal and non-deal road shows with investors

**Assistant Equity Research Analyst – Technology Group**

Dain Rauscher Wessels - Boston, MA

Dain Rauscher Wessels no longer exists. It was purchased by RBC Capital Markets

November 2000 to October 2001

Dain Rauscher Wessels was a brokerage and investment banking firm.

* Developed custom analytical models in support of several research analysts covering the Semiconductor, Contract Manufacturing and Electronic Design Automation sectors
* Established an extensive list of channel contacts to identify changes in end-market demand
* Supported multiple equity research analysts in various capacities such as maintaining numerous earnings models, tracking earnings calls, and conducting value added research

**EducationBachelor of Science Degree in Business Administration in Finance & Management Information Systems and a Minor in African American Studies**

Northeastern University - Boston, MA

1996 to 2001

Resident Assistant – 1997 – 2000

Vice President of the Finance and Investment Club – 1997 - 2000

**College Preparatory**

Xavier High School - Middletown, CT

1992 to 1996

**Skills**

Microsoft Office

Business Development

Equity Research

Risk Analysis

Financial Analysis

Financial Modeling

Forecasting

Business Analysis & Analysis

Risk Management

Practice Management

Analytics

Financial Report Writing

**Certifications / Licenses**

**The Dale Carnegie Course Diploma**

May 2005 to July 2005

* 12-week intensive program to maximize sales performance and strengthen leadership skills

**Groups**

**President of Massachusetts Cannabis Association for Delivery**

June 2020 to May 2022

**Member of Cannabis Control Commission - Stakeholder Engagement- Disproportionately Impacted Areas**

January 2022 to Present