

MARGOT WHITTEMORE PALERMO

EXPERIENCE

- 2004-Present *Business Honors Program Director* **Stony Brook University**
Teach business courses and manage the College of Business Honors Program. Coordinate the College of Business annual Undergraduate Research and Creativity Honors submissions. Student nominated, College of Business “Outstanding Instructor”, 2011 – 2019. Chancellor’s Award for Excellence in Adjunct Teaching, 2017. Golden Key International Honor Society Honorary Member, Economic Recovery Task Force 2020, Faculty Advisory Board Peace Corps.
- 2018-Present *Treasurer* **United States Coast Guard Academy Parent Association Executive Board**
- 2016-Present *Faculty Athletic Representative* **Stony Brook University**
Support student athletic leadership and mediate faculty and student communication.
- 2010-Present *Business Consultant* Nonprofit organizational services to Long Island nonprofits including Make-A-Wish, Maria Regina, Response, Options for Community Living, Coalition for Homeless, Island Harvest, EAC Network, LICAB and Patient Airlift Services.
- 2010-2013 *Board of Directors Member* **Brookhaven Free Library**
Hired and transitioned new director, managed financial statements and oversaw leadership.
- Summers *Instructor* **Stony Brook University International Academics Program, Rome, Italy** Instructed
2009/2010 International Management and Introduction to Business for two summers to upper division undergraduates in a month-long study abroad program in Italy.
- 2009-2012 *GRE Freelance Reader* **Educational Testing Service** Rate nationalized standardized exams
- 1999-2004 *Adjunct Professor* **Stony Brook University, Long Island University**
- 2000- 2008 *Vice President/Investment Associate* **Merrill Lynch & Company, Incorporated**
Consulted and assisted in the prospect for new clients for Financial Advisor. Minimum account size is \$100,000. Identify target audience approaches includes seminars, cold calling, and bid systems.
- 1992 - 1999 *Vice President, Manager—International Equity Marketing/Trading* New York, New York
Managed the international equity retail sales trading unit, and responsible for marketing and educating 15,000 Financial Consultants on international equity business. Pioneered and developed the retail sales trading unit from one to twelve employees in Hong Kong, London and New York. Registered Series 24.
- 1991 - 1992 *ACA Sales Manager/Assistant Vice President* Fort Worth, Texas
Accepted into the sales management development program and trained “on-the-job” to become a Resident Vice President of a branch office. Program included formal instruction, interactive training, supervised practice and performance of assigned office responsibilities to manage a branch office. Registered Series 3, 6, 7, 8, 63, insurance and real estate.
- 1985 - 1991 *Senior Financial Consultant/Certified Financial Manager* New York, New York
Managed over \$60 million in individual and business investment assets. Identified, cultivated, and maintained each individual and corporate investment account and relationship. Member Merrill Lynch Presidents Club 1989-1990. Executive Club 1986- 1988.
- 1998 *Assistant Director, Advancement, College of Arts and Sciences* **Stony Brook University**
Participated in the University’s first capital campaign with an annual \$2,500,000+ goal.

EDUCATION

- 1985 **New York University – Stern School of Business**
M.B.A.in Finance and International Business; Vice President, Graduate Finance Association.
- 1984 **Universita Bocconi** Milan, Italy
- 1981 **Boston University School of Public Communication** B.S.in Public and International Relations
GPA 3.7 Dean’s List
- 1980 **London Polytechnic** London, England