

## Summary

Experienced information professional adept at specialized research and analysis of companies, industries, markets and competitors using a comprehensive range of resources in the areas of insurance, finance, mergers and acquisitions, communications, energy, chemicals, consumer products, pharmaceuticals, country intelligence and technology for marketing, product and business development.

- Capital IQ
- ThomsonOne
- Thomson Research
- Factiva
- FactSet
- SNL
- Alacra
- OneSource
- Edgar Perfect
- EBSCO
- Comscore
- Nielsen
- IMS Health
- SNL
- SDC
- Business Monitor
- Profound
- VentureSource
- EIU Data
- Euromonitor
- IHS Global
- Moody's
- S&P
- Fitch
- Net Advance
- IDC
- Gartner
- eMarketer
- Sharepoint
- Planet Retail
- Haver Analytics
- Morningstar
- ISI Emerging Markets
- AM Best
- PI Navigator

**Credit Suisse;** New York, NY

2013-Present

### Information Specialist

- Manage and execute research on topics including insurance, business, finance, industry, and markets
- Identify appropriate research resources and strategies for analysis of complex facts and topics
- Focus on research strategy, quality, accuracy and clarity to ensure thorough responses
- Interpret and synthesize information and data providing results in a clear and logical manner.

**Schwab Retail Marketing;** Atlanta, GA

2010-2011

### Onsite Coordinator (client: The Home Depot)

- Coordinate job information with client and internal departments
- Execute quality control review of digital and analog deliverables for accuracy and completeness
- Manage projects and maintain workflow systems
- Liaise with internal staff and client representatives to plan, analyze, and evaluate information
- Participate in briefing and production meetings

**NATIONAL MULTIPLE SCLEROSIS SOCIETY;** New York, NY

2005-2007

### Executive Assistant

- Initiated systems and process analyses to facilitate and implement organizational process improvements
- Provided organizational and administrative support to 9 senior staff members enabling increased productivity
- Monitored, maintained, and disseminated chapter inventory of over 100 publications
- Used Quark to execute digital layout of flyers, invitations, postcards, programs and other publications
- Processed and tabulated registrations and fees for over 100 program offerings annually
- Updated and maintained proprietary member data, querying and pulling reports from Oracle database
- Used desktop publishing software to produce marketing materials in-house, increasing cost savings
- Supervised, trained, and mentored junior assistant, writing a job description and delegating responsibilities

**Nippon Yusen Kaisha (Container Shipping);** Secaucus, NJ

1992-2001

### Assistant Manager, Commercial Contracting & Process; Secaucus, NJ (1999-2001)

- Conducted analysis of legacy systems in preparation for development of open architecture database
- Acted as liaison between programmers and management sponsor during design and construction of database
- Planned, organized, and coordinated prototype training and functionality testing of database
- Oversaw creating and government filing of service contracts accounting for over \$500 million in revenue
- Supported and trained system users

### Assistant Manager, Marketing, Refrigerated Commodities; Secaucus, NJ (1997-1999)

- Launched national marketing campaigns resulting in 500% growth in company market share
- Developed performance-based strategies and tools to support implementation of business plans
- Provided marketing expertise and leadership to equipment, pricing, sales, and regional customer service
- Served as keynote speaker at the national refrigerated commodities meetings
- Represented NYK at major trade shows and conventions across the country

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# Joseph M. Jabaley

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## **Assistant Transpacific Rate Coordinator, Analyst;** Secaucus, NJ (1995-1997)

- Revenue arbiter between 15 corporations representing 80% of the U.S. export trade in the transpacific
- Mediated rate agreements among 15 international carriers in volatile base commodity markets
- Represented company interests, negotiating rate agreements at national trade meetings

## **Conference Specialist;** San Francisco, CA (1992-1995)

- Lobbied for desired rates, protected business interests, and maintained revenues in weekly meeting forums
- Negotiated export rates with 12 competitors to maintain rate stabilization
- Achieved 95% success rate in industry adoption of NYK articulated ideas and principles
- Standardized business processes across 10 offices nation-wide

## **EDUCATION**

### **NEW YORK UNIVERSITY**

Bachelor of Science, Information Systems Management, (Graduated summa cum laude) 2004

### **QUEENS COLLEGE**

Masters, Library and Information Science, 2012