

Rachel A. Sears
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SELECTED ACHIEVEMENTS

- Received three Encore awards for my work with KPMG, LLC
- UNC Wilmington Women's Swimming Team Captain 2013-2014
- UNCW Women's Swimming and Diving "Most Improved" 2012-2013; "Seahawk Award" (2013-2014)
- All CAA-Honors (2012-2014)

Note: Third-party rankings and recognitions are no guarantee of future investment success and do not ensure that a client or prospective client will experience a higher level of performance or results. These ratings should not be construed as an endorsement of the advisor by any client nor are they representative of any one client's evaluation.

EDUCATION

University of North Carolina Wilmington- Cameron School of Business **Wilmington, NC**
Bachelor of Science, Business Administration- Concentration in Accounting, December 2014

EXPERIENCE

Sears Group, Inc. **Virginia Beach, VA**
Financial Advisor **November 2018-Present**

- Work with identified prospects to understand their desired future outcomes and identify prudent investments available to assist them
- Assist with client services to include preparing new applications, updating information, and completing client requests
- Work with outside vendors to plan and execute client appreciation events and educational seminars

KPMG, LLC **Norfolk, VA**
Senior Auditor **August 2016-November 2018**

- Worked with a variety of teams on different industrial audits to include Department of Defense, Health Care, Manufacturing and Benefit plan audits
- Performed process walkthroughs with clients to understand their process in order to identify and test controls
- Implemented and documented audit procedures for internal control and substantive testing
- Worked directly with clients to obtain complete and accurate data in order to perform substantive testing
- Analyzed and compiled audit findings to present to managers and assisted in establishing recommendations for improvement.
- Assisted in developing new approaches for test work in order to enhance efficiency and accuracy
- Performed numerous inventory counts
- Provided guidance and assistance to fellow staff auditors
- Assisted managers and fellow seniors in reviewing the work of staff auditors

Castro & Company, LLC **Alexandria, VA**
Staff Auditor **February 2015-August 2016**

- Performed first year financial statement audit to ensure fair presentation of current year financial statements
- Implemented and documented audit procedures for internal control and substantive testing
- Prepared for consultations with statistician regarding issues with testing and findings

- Compiled audit findings for financial reporting and made recommendations for improvement
- Coordinated team meetings to discuss significant matters and the status of each cycle
- Assisted managers and seniors in meeting crucial deadlines and following up on client inquiries
- Assisted managers and seniors in reviewing the test matrices of fellow colleagues

Nikki's Restaurant
Hostess

Wilmington, NC
October 2014- December 2014

- Reconciled cash drawer with the recorded book amount
- Assessed current operations and seated customers to maximize resources and reduce customer wait time
- Oversaw and executed "to-go" order operations

Seahawk Swim School
Swim Lessons Instructor

Wilmington, NC
May 2014- July 2014

- Collaborated with co-workers on developing training plans for a wide range of swimmers
- Ensured all swimmers achieved a basic level of competence

Sunglass Hut
Sales Associate

Williamsburg, VA
May 2012-August 2014

- Mastered the balance of sales and service responsibilities
- Handled cash receipts, completed day-end cash balances and reconciled daily cash with book amount
- Routinely conducted inventory to ensure accountability of all assets

PROFESSIONAL LICENSES & CERTIFICATIONS

- Registered Investment Advisor
- General Insurance Agent
- Licenses: Series 7 and 66

COMMUNITY ACTIVITIES

- Member of the local Virginia Beach Surfrider Organization
- Volunteer Hampton Roads
- Surfer's Healing Volunteer