Troy A. York

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Troy A. York is a pen name. The employers, years, licenses and projects below are real; the details are generalized on purpose. This work is published faceless, so the résumé protects identity while still showing the credentials behind it.

Professional Experience

TROY A. YORK HQ

Founder, Builder and Content Creator *2026 – Present*

Independent entrepreneur working under a pen name, building software and teaching in public. Designs, specifies and ships real products with AI-assisted development (vibe coding, every line tested and owned): a job search engine ranked by the reader's résumé, a private career strategist that runs on the user's own computer, a household finance planner and a local AI engine, each hosted, secured and supported on a self-run cloud stack. Turns more than a decade in institutional finance and banking into plain-language investing education for people starting with under $500, published as long-form video, daily clips and a weekly email, with every claim sourced and nothing hyped. Shares the knowledge and the tools openly: a free starter checklist, written playbooks on the job search and interviewing, invite-only product testing, and notes on how each product was built.

JPMORGAN CHASE & CO.

Institutional Sales and Relationship Management *2022 – 2026*

Own commercial relationships with large institutional investors, from prospecting and solution design through pricing, contracting and renewal. Work alongside the consultants and intermediaries who shape institutional mandates, and carry the client's voice into product and roadmap decisions.

Global Client Strategy and New Business *2021 – 2022*

Led institutional new-business efforts across regions and ran the full sales cycle from research-driven prospecting to close. Coordinated large client migrations and product-adoption programs, and helped run the firm's cross-functional response during periods of market disruption.

Private Wealth Banking *2019 – 2021*

Built and managed a portfolio of high-net-worth clients through disciplined prospecting and consultative advice. Helped launch new branches in a new market, trained incoming staff, and coached a team of relationship associates as a player-coach.

Client Relationship Management *2017 – 2019*

Grew client relationships across investment, lending and deposit products and consistently exceeded retention and growth benchmarks. Led a small team and built referral partnerships across mortgage, business banking and wealth management.

VARIOUS WORK EXPERIENCES

Bookkeeping, Event Coordination and Mortgage Lending *2014 – 2017*

Kept the books for a retail bookstore, handling daily reconciliation, cash controls and reporting. Coordinated events end to end, from planning and vendors to budgets and day-of execution. Held multi-state mortgage lending licenses and managed a high-volume loan pipeline from qualification through close.

Education & Certifications

B.S. in Finance

FINRA Series 6 & Series 63

Selected Projects

Fitz. A job search engine ranked by the reader's résumé: it reads a résumé with plain rules, nothing stored, and ranks tens of thousands of live roles pulled from company job feeds by fit, with the reasoning shown. Designed, specified and shipped with AI-assisted development; live at fitz.troyayork.com.

AI Career Strategist. A private career strategist that runs on the user's own computer: a chat interface over a local AI bridge with durable memory, an evidence-base rule that stops the model inventing anything about the person, and surgical résumé editing that never disturbs formatting. In daily use.

Household Financial Planning App. A complete personal-finance planner in a single file: a data-driven, multi-jurisdiction tax engine and a month-by-month simulation for debt payoff, savings goals and long-range projections. Concept to working product, owned end to end.

Volunteering

Mentor with youth-focused nonprofits, supporting high-achieving students from low-income backgrounds on the path to college and preparing public-school students for professional careers through workshops and one-on-one coaching.