

# Resume Book – March 26, 2024

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NOTE: MSM is the Master of Science, Marketing

The resumes in this book are from students that I have taught in the past two years as well as friends and family. You can contact these students directly (there is no need to reach out to me).

Please note: there aren't a lot of undergraduate intern resumes because my class mostly has seniors (very few juniors). In addition, the majority of MSM students are also looking for full-time jobs. There are only a few who are seeking internships because they are part of a program where they took a few MSM classes last summer, returned to their undergraduate program and graduate in May, and then will return to the MSM program in August.

**Sandy Leeds**

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# **Undergraduate – Full-Time**

# LOGAN J BALMANNO

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Corporate Finance Spring 2024  
Certificate: Real Estate  
Minor: Media and Entertainment Industry  
Overall GPA: 3.512

## EXPERIENCE

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**The Morgan Group** – *Corporate Finance Intern*; Houston, Texas June 2023 – August 2023

- Built an all-encompassing Excel tutorial spreadsheet with best uses for formulas, formatting, shortcuts, and other Excel operations
- Presented to internal stakeholders a financial analysis focused on ROE, ROI, debt yield, cash on cash return, and cap rates
- Conducted variance analysis for over 10 concurring projects with a focus on cash flows, interest rates, and cap rate compression
- Examined seven property management agreements to strategically lower insurance costs and increase revenue in future contracts
- Evaluated a subscription line of credit construction loan to capture the effect of rising interest rates and construction costs

**SHOP Companies** – *Retail Brokerage Intern*; Houston, Texas May 2022 – August 2022

- Carried out market studies for multiple development projects worth \$15M using financial analysis and the income approach
- Developed a Bellaire retail trade area presentation including GIS software, demographics, financial reports, and future projections
- Designed an amortization schedule model for a Dollar Tree site through Excel with three different amortization schedule options
- Prospected retail sites for clients by evaluating property via market knowledge and long-term economic development forecasts
- Constructed three letters of intent for clients such as Taco Bell, European Wax Center, and Ross Dress for Less

**Spectrum Resource** – *Financial Project Assistant*; Houston, Texas May 2021 – August 2021

- Formulated a budget for project managers using Excel and company accounting software
- Led budgeting for 15 ongoing projects across the greater Houston area and Baytown
- Maintained constant, effective communication with six general contractors that ensured compliance with rules and deadlines

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Longhorns Options Trading Club** – *Vice President* Fall 2020 – Spring 2023

- Creating investment strategy based on research as well as pitch stocks and options trading in general meetings
- Leading general meetings and analyst groups in researching company performance and teaching critical analysis skills
- Approving allocation of \$2000 for investment activities and social events

**Kappa Sigma Fraternity** – *New Member Educator and Social Chair* Fall 2020 – Present

- Prepare an eight-week New Member Program for fall of 2022 including weekly meetings, events, and activities for new members
- Educate prospected members on the history, values, and purpose of Kappa Sigma as well as the University of Texas
- Created and restructured a budget of \$175K for social events for the entire 2022 fiscal year
- Analyzed the fraternity payment plan and allocated more than \$20K towards rush from chapter dues

**University Finance Association** – *Associate Investment Team* Fall 2020 – Spring 2023

- Guiding stock projections at weekly team breakout meetings including current market updates and mispriced securities

**University Real Estate Society** – *Member* Fall 2022 – Present

- Weekly meetings covering various topics within real estate including commercial real estate, capital markets, and brokerage

**Camp Peneil** – *Volunteer* Summer 2016 – Summer 2019

- Taught leadership and time management skills to 25 campers during 30-minute break out sessions in the span of two weeks

## HONORS

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- University of Texas University Honors Fall 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** Proficient in Excel, PowerPoint, Word

**Certifications:** Currently pursuing Argus certification and Real Estate License

**Interests:** Real Estate Market Research, Baseball, Fantasy Football, Sports Medicine, Astronomy, Cinema, Music, Travel, Vintage Hats

# BRANDON CHAU

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Minor: <i>Real Estate Investment</i> Cumulative GPA: 3.61	<i>Aug 2021 – May 2024 (Expected Graduation)</i>
<b>The University of Texas at Tyler</b>	Bachelor of Business Administration, Finance Cumulative GPA: 4.0	<i>Aug 2020 – May 2021</i>

## EXPERIENCE

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**Kaighin & Clemons** – *Finance and Wealth Management Intern; Austin, TX* *January 2024 – Current*

- Assist in developing comprehensive financial plans tailored to clients' specific needs based on their goals and obligations
- Forecasted the growth of \$35M+ of assets to assess and plan for the estate tax liability on multiple clients' portfolios
- Collaborated with advisors to deploy tailored investment strategies aligning with clients' long-term goals and risk tolerance

**Fortress Investment Group** – *Financial Analyst Intern; Dallas, TX* *June 2023 – August 2023*

*Exclusively chosen to intern as part of a cohort class to diligence commercial real estate investment fund across The United States, Europe, and Japan while directly reporting to fund manager*

- Utilized DCF models and forecasted cash flows to underwrite investment opportunities across various market segments
- Presented financial deck of emerging markets of interest to a panel of 6 fund managers to drive investment insights
- Interpret data from pro forma capitalization tables, term sheets, and financial statements to assist in tracking investment metrics of funds amounting to ~\$1.2B

**8VC (Eight Partners VC)** – *Finance & Investment Analyst Intern; Austin, TX* *July 2022 – June 2023*

*Selected as 1 of 2 summer interns to diligence new portfolio companies for latest \$880M raise of a \$6.0B fund focused on Seed and Series A investments within Bio-Technology and Life Sciences; selected to continue for Fall 2022 and Spring 2023 internship*

- Create valuation models of portfolio companies using DCF and market comps analysis, and market capitalization methods
- Analyze and interpret data from stock purchase agreements, pro forma capitalization tables, and financial statements to accurately record and track investment details amounting to ~\$800 million across 50 companies
- Reconcile investment metrics against financial statements to present FMV's of portfolio companies to fund partners
- Create Excel models to reconcile custodial stock certificate holdings against an equity management platform

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**ALPFA Case Competition, Financial Consultant** *April 2022*

- Collaborated with 3 team members to propose a solution to increase revenues and brand awareness post-merger
- Performed Excel-based sensitivity analyses and simulations to forecast profits based on demand rates and expenses
- Presented 5 different solutions and market strategies to increase sales and brand awareness to a panel of industry judges

**Beta Theta Pi Fraternity, Recruitment Chair, Finance Committee** *November 2021 – Present*

- Mentor and assist underclassman members through current coursework and professional development
- Allocate \$150k budget semester with excel modeling to effectively plan internal programming and recruitment activities
- Organize recruitment events in Texas metroplexes to increase membership while effectively managing allocated funds

**CAP Student Organization, Founding Member/President** *Fall 2020 – Summer 2021*

- Created rules & risk management policies to build a community by collaborating with student engagement faculty
- Increased membership by 80% through print flyers and Instagram campaigns across campus amid a pandemic
- Worked closely with campus administrators to network current, past, and prospective transfer program students

## ADDITIONAL INFORMATION

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**Technical Skills:** Excel, (Microsoft Specialist Certification), Power Point, SQL, VBA, R Studio

**Interests:** Travel, Fishing, Boating, Wake Surfing, Snowboarding, Tennis, Volleyball

# APRIL CHIU

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## EDUCATION

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**The University of Texas at Austin, McCombs School of Business** BBA in Corporate Finance and Investment Banking May 2024  
GPA: 3.41/4.00

## PROFESSIONAL EXPERIENCE

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**University Co-op – Seasonal Employee; Austin, TX** August 2023 - December 2023  
*Not-for-profit store dedicated to students' education through scholarships and selling course materials*

- Supported daily operations, such as assisting students, faculty, and alumni with product information, processing transactions, and contributing to inventory management while upholding the Co-op's commitment to service

**UTNY Alumni Panel – Speaker; Austin, TX** September 2023

- Invited to provide personal experience and advice as an alumni for prospective UTNY Program applicants, a competitive program dedicated to helping students intern in New York

**Joele Frank – Consulting Intern; Manhattan, NY** June 2023 - July 2023

*Financial communications and investor relations firm, specializing in Mergers/Acquisitions, Bankruptcies, and Shareholder Activism*

- Created a communications plan with colleagues for a proof-of-concept friendly M&A deal, presenting the report to company Partners, Managing Directors, Directors and Senior Account Executives
- Analyzed and compiled recent best-in-class Hostile M&A launch materials from both acquirer and target's perspective
- Researched reporters in public record databases to compile media lists, specific to certain sectors for client companies

**Foundation Communities – Tax Preparation Volunteer; Austin, TX** January 2023 - April 2023

- Interviewed clients to assess income and deduction variables, compiling accurate information for Tax Preparers
- Prepared free tax returns for elderly, disabled, and low-income clients and households
- Studied and completed IRS certification at the Advanced level with the VITA/TCE return preparation programs

**Freelance Work - Fashion Stylist, Model; Austin, TX** August 2022 - Present

*Contribute to fashion and beauty editorials in print editions of student-run Hook'd and Glaze magazines*

- Collaborated with writing committees to source and style merchandise for Hook'd culture publication; appeared in fashion articles
- Conceptualize theme for photoshoots and articles based on overall prompt; model apparel and cosmetics for makeup-themed Glaze

## LEADERSHIP EXPERIENCE

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**Asian Business Student Association - Active Member; Austin, TX** January 2022 - Present

*A prestigious organization dedicated to developing Asian Americans to be leaders in the professional world*

- Network with corporate recruiters and peers to enhance professional development skills
- Build awareness about important and proper business etiquette, such as coffee chats and company outings

**Chinese Student Association - Junior Officer, Active Member; Austin, TX** August 2021 - Present

*A cultural organization dedicated to promoting Chinese culture in the Austin community*

- Initiated and developed 2 recruiting and networking events per semester for over 150 members to enhance association's participation and increase overall membership
- Increased new membership by ~14% by enthusiastically promoting and raising awareness towards the association

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel, Word, PowerPoint, Google Suite, Social Media, RStudio, FactSet, Factiva, Bloomberg

**Leadership and Business Skills:** Project Management, Motivating Teams, Communication Skills, Presentations, Business Acumen

**Interests:** Origami, Bassoon, Karaoke, Swimming, Fashion

**Personal:** U.S. Citizen

# ERIC CHOU

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance Expected, May 2024  
Track: Investment Management and Banking  
Overall GPA: 3.94

**The University of Rochester** Bachelor of Science in Business, Finance 2019 - 2021  
Bachelor of Arts, Biology

Relevant Coursework: Corporate Finance, Financial Accounting, Corporate Valuation, Investment Management

## EXPERIENCE

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**Nassau Corporate Credit – Credit Analyst Intern**; New York, NY, Darien, CT September 2022 – December 2022

- Conducted due diligence
  - Collaborated with other senior analysts in financial modeling, data collection, and analyzing financial data
- Compiled relevant market data and trends for weekly meetings with managers and traders
- Analyzed over 600 loan covenants to identify possible loopholes and weaknesses that could be exploited

**LianFu Clinic** - Taipei, Taiwan July 2021 - August 2021

*Clinic that specializes in family medicine*

- Coordinated with other staff and nurses to maintain clinical duties and improve standards of care for patients
- Assisted nurses with Covid-19 testing and boosted overall testing capacity
- Improved overall efficiency of operations around the clinic by minimizing time wasted on locating patient files and records

## ACTIVITIES AND LEADERSHIP EXPERIENCE

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**J.P. Morgan Investment Banking Virtual Experience – Participant** September 2021

*Participated in the open access J.P. Morgan Investment Banking Virtual Experience Program with Forage*

- Conducted M&A screening and company analysis to assess, both strategically and financially, potential suitable targets
- Created a DCF valuation and sensitivity analysis based on sales forecast to give insight into the appropriate bid
- Analyzed valuation implications following unexpected situations and communicated suggestions to update valuations

**UTNY** –New York, NY Fall 2022

*Competitive Internship-First Experiential Learning Program*

- Completed an internship while taking a full course load

## HONORS

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- University Honors Fall 2021, Spring 2022, Spring 2023, Fall 2023
- University Dean's List Fall 2019, Fall 2020

## RELEVANT INFORMATION

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**Computer Skills:** MS Word, MS PowerPoint, MS Excel, R

**Certifications:** Bloomberg Market Concepts, WSET Level 2

**Foreign Languages:** Mandarin Chinese (Native)

**Interests:** Travel, Soccer, Cars, Formula 1

**Work Eligibility:** Eligible to work in US with no restrictions

# COVERT, AUSTIN

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance

McCombs School of Business

2020-2024

Overall GPA: 3.71

## EXPERIENCE

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**Pennybacker Capital** – *Intern; Austin, Tx*

*Spring 2024*

- Conducted detailed financial modeling and sensitivity analysis on potential acquisitions across multiple asset classes
- Prepared investment committee memorandums and pitch materials for potential equity commitments
- Performed market research and competitive analysis to identify numerous attractive investment opportunities
- Assisted in the due diligence process, including reviewing property documentation, rent rolls, and operating expenses
- Optimized the firm's portfolio by analyzing property performance metrics (NOI, occupancy rates, cap rates) and recommending strategic dispositions
- Managed data collection and created reports/dashboards to track portfolio metrics and investment pipeline

**PlainsCapital Bank** – *Summer Credit Analyst, Austin, Tx*

June 2023 – August 2023

- Underwrote more than \$10 million in C&I and CRE middle market debt transactions by preparing credit packages that included company, financial, market and guarantor analysis
- Analyzed more than 50 operating entity financial statements by formulating financial spreads and risk grades for 21 lending officers in the Austin, Round Rock, and Westlake offices
- Constructed in depth cash flow tables and scenario analysis to evaluate primary and secondary repayment sources along with key underwriting metrics including DSCR, EBITDA, etc
- Completed two-week formal credit training program encompassing bank policy, financial spreads, and credit analysis

**Smart Pool Services** - *Intern; Austin, TX*

Summer 2022

- Led market research project with an emphasis on identifying priority markets that SPS would like to expand to
- Performed in-depth analysis on key variables such as demographics, route density, and pricing of each market
- Identified several new potential roll-up targets that Smart Pool Services later acquired
- Presented key findings of summer long research project to senior members of Smart Pool Services

**Amherst Holdings** - *Intern; Austin, TX*

June 2019

- Assisted with acquiring ledgers for HOA payments
- Communicated with vendors to obtain accurate information on accounts to make timely payments
- Underwrote cash flow of single family real-estate homes
- Created pivot tables in excel to summarize key metrics of a single family rental portfolio
- Introduced to data visualization in Tableau

## ACADEMIC PROJECTS

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**Business Incubator**

Fall 2020

- Started company based on personal Entrepreneurship class project
- App based company for subscription service that takes trash cans to the curb & back in the following day

## HONORS

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• 4 time Alexander Stuart Delgado scholarship award winner

2021 - 2024

• University Honors (2 semesters)

Fall 2021 – Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** proficient in Microsoft Excel, Word, and PowerPoint

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JORDAN CRAIG

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024

## EXPERIENCE

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**Rubico Technologies Inc.** – *Consulting Intern*; Austin, TX January 2024 - Present

- Establish a new inbound leads marketing strategy to augment online visibility among B2B clientele with forecasted growth metrics
- Formulate key performance indicators for compared software and digital marketing services featured on artificial intelligence
- Identify emerging consumer markets across businesses using AI to enhance the reach and impact of the software team's offerings

**Kor Group, LLC** – *Consulting Intern*; Fort Worth, TX June 2023 - August 2023

- Analyzed East-Dallas Industrial vacancy rates and comparable sales to counter against Union Pacific's \$2.5MM takeover appraisal
- Reported Dallas-Fort Worth metropolitan property sales transactions and identified two industrial comps used for litigation trial
- Researched land usages across Pappadeaux restaurant businesses from I-35 expansion to estimate practical business line best-use
- Engaged in pre-deposition hearing trials to gather and learn RE legalities and opposition to I-35 government expansion appraisals

**Texas Men's Basketball** – *Recruiting Intern*; Austin, TX June 2022 - March 2023

- Built expense reports categorizing travel, food and recruiting items to highlight spending of \$100,000 on non-budget transactions
- Created photoshop edits for high school recruits the coaching staff heavily pursued, these showed on team media and official visits
- Tracked practice free throws from summer and fall camp only 2/14 active players met the 80% goal and posted charts weekly

## ACADEMIC PROJECTS

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**FIN 377 National Distilleries (NDA) Mergers & Acquisitions** – *Buy Side M&A Negotiation Case* Spring 2023

- Implicitly valued NDA using financial analysis on discounted cash flows and revenue-cost synergies to our U.S domestic company
- Evaluated risk from comparable companies using sensitivity analysis on NDA down-trending stock to approve of a 7.5X P/E multiple
- Negotiated multiple rounds with NDA to lead the competing buyers of hostile takeover 41.5% over the listed NDA stock price

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**University Finance Association (UFA)** – *Investment Team Member* Fall 2022

- Analyzed stock on UFA portfolio using financial modeling of dividend growth, comparable transaction, and discounted cash flow
- Participated in UFA meetings by engaging in discussions and activities to deepen understanding of financial concepts and trends
- Collaborated among my team to organize and execute in a stock pitch competition to enhance analytical and presentation skills

**Kappa Sigma Tau Fraternity** – *Rush Chair (Summer 2023)* Fall 2020 - Present

- Recruited the rush class by informing about Greek life's social sphere in conjunction to the opportunities of exploring college
- Recommended action on selected bids, the result was a 58 new member class a 15% increase to the previous rush year
- Engage in various community service projects partnered with sororities and university organizations such as Heart of Texas (American Cancer Society) and annual car wash (Military Heroes) which raised nearly \$10,000 in 2022

## HONORS

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- Herbert F. Poyner, Jr. Endowed Presidential Scholarship Spring 2020
- University Honors (Two Semesters) Spring 2020, Fall 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** FactSet, MS Excel, Word, PowerPoint, R Studio, DADM, @Risk

**Interests:** Hiking, Travel, Golf, Hockey, Chess, Ping Pong, Music Festivals

**Work Eligibility:** Eligible to work in the U.S. with no restrictions



# GREGORY DEY

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## EDUCATION

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<b>The University of Texas at Austin</b>	<ul style="list-style-type: none"><li>➤ Bachelor of Business Administration, Finance (Investment Management Focus)</li><li>➤ Wealth Management Minor</li><li>➤ Relevant Coursework: FIN 357 (Business Finance), FIN 367 (Investment Management), FIN 372 (Economic Principles of Managerial Decision Making), FIN 377.1 (Portfolio Analysis and Management), FIN 374C (Valuation), ACC 364 (Fundamentals of Taxation), LEB 370.16 (Intergenerational Wealth Transfers), FIN 370 (Integrative Finance), FIN 371 (Money and Capital Markets)</li></ul>	May 2024
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## GLOBAL LEADERSHIP EXPERIENCE AND EXTRACURRICULARS

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**Heman Sweatt Center for Collegiate Males - Active Member** August 2021 - Present

- Attended weekly meetings with other African American men, both individually and collectively, to build unity and community.
- Networked and built meaningful connections with professors and faculty, creating mentorship opportunities.

**Leaders of the Free World Global Leadership Summit - Guest Speaker** February 2023

- One of three students selected to discuss my Ghana experience and how it pertains to combating the historical underrepresentation of black males in study abroad programs with an audience of 130+ members.

**Martin Taylor Ghana Leadership Program - Cultural Immersion** December 2022

- Connected with the Asante Chief and experienced a traditional Asante naming ceremony.
- Translated Twi (local dialect in Accra, Cape Coast, and Kumasi, Ghana) to English for peers and faculty.
- Visited three regions in Ghana (Accra, Cape Coast, and Kumasi), stopping at historical sites such as Cape Coast Castle, Elmina Castle, and The Last Bath.

**Dubai and Abu Dhabi - The United Arab Emirates: Exploring Futurism and Sustainability – Business and Cultural Immersion** March 2022

- Attended NYU Abu Dhabi and heard from both native Emirati women about the history of the United Arab Emirates and a faculty panel about their experience moving from the United States to UAE; discussed phenomena such as reverse culture shock and shift in perspective of law enforcement.
- Visited cultural sites such as the Burj Khalifa, World Expo Dubai 2020, and the Grand Mosque

## PROFESSIONAL EXPERIENCES

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**San Miguel Management, dba. Quarters on Campus – Community Assistant** April 2023 - Present

- Assembled 300+ move-in packages for incoming residents, each containing a resident manual, Move-In Inventory and Condition form, and activated an online portal for resident communication, rent payment, and compliance reporting instructions.
- Processed 100+ maintenance service requests for residents
- Serviced inquiries via email, phone, and in-person conversations from current, incoming, and prospective residents.

**Longhorn Center for Academic Equity Financial Services - Intern** May 2023 - August 2023

- Assisted processing of scholarship payments for 50+ students for events such as EXPLORE LAW 2023 and McNair Scholars UCLA trip.
- Compiled 150+ receipts and VPs (Voucher Payments) from various organization directors for monthly reporting purposes.
- Created and Presented deliverable showing how to find Monthly Financial Reporting and Account Balances for all accounts (non-DEFINE users)
- Maintained a database of client confidentiality information concerning sensitive information.

**Telecel Ghana - Risk Analyst Intern** May 2022 - July 2022

*Under the supervision of the Risk Management Team:*

- Conducted Accounting and Financial statements analysis of Cash flow Modeling, Capital Market Analysis
- Independently completed fundamental risk and credit analysis.
- Prepared and presented investment strategy information, such as risk potential versus rewards for various complex product offerings, to management and potential new clients.
- Worked with the product development and management teams to build investment portfolio models.

## ACADEMIC PROJECTS

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**FIN 377.1 StockTrak S&P 500 Project - Portfolio Manager** January 2023 - June 2023

- Developed and managed a stratified list of 100 securities from the S&P 500 according to their market cap, security style (Growth or value), and security sector (Energy, Materials, Industrials, Consumer Discretionary, Consumer Staples, Health Care, Financial Services, Real Estate, Information Technology, Communication Services, Utilities)
- Optimized weights using Excel Solver for each of the 100 stratified stocks to achieve client objective of replicating the S&P 500 with tracking error.

## HONORS AND AWARDS

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**Martin Taylor Scholar - Recipient** August 2022 - Present

- One of 15 Heman Sweatt members awarded Martin Taylor Scholar honors; personally selected by OneVista President Martin Taylor based on acts of leadership, commitment to organization involvement in Heman Sweatt Center, and community engagement.

**UT Austin Terry Foundation Scholar - Recipient** August 2021 - Present

- One of 30 selected to receive the UT Austin Terry Foundation scholarship; awarded a full academic scholarship based upon displays of leadership, service, scholarship, and community.

## SKILLS AND LANGUAGES

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**Languages:** Twi (Fluent)

**Computer Skills:** eMoney, Microsoft Office Suite of products – Word, Excel, PowerPoint, SharePoint, Visio (Proficient), RStudio (Basic knowledge).

**Interests:** Culinary Arts, Fashion and Streetwear, Product Design, Travel.

**Work Eligibility:** Eligible to work in the U.S. with no restrictions.

# LOGAN DONALDSON

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## EDUCATION

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**The University of Texas at Austin,** Bachelor of Business Administration, Finance May 2024  
(Investment Management Track)  
**McCombs School of Business** Overall GPA: 3.51/4.0

## EXPERIENCE

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**CAPTRUST – Wealth Management Intern, San Antonio, TX** May 2023 – August 2023

- Recommended and Implemented portfolio rebalances and adjustments while collaborating closely with CAPTRUST's advisors and trading teams to ensure optimal client portfolio performance
- Managed the collection of client information for financial planning projects and accurately inputted data into WealthView/E-Money financial planning software, advising senior advisors on the resulting planning outcomes
- Executed and managed projects, reports, and client-related tasks and effectively communicated results to senior advisors
- Finalized and fulfilled trade requests using Fidelity's Wealthscape platform

**Doordash, Inc - Food Delivery Driver, San Antonio/Austin, TX** November 2019 - Present

- Provide on-time delivery of customer's order
- Communicate with customer to grant any requests
- Work with restaurant to efficiently complete order
- Achieved a 4.9/5.0 lifetime customer rating

**Buster Capital - Market Research Internship, Remote** December 2021 - January 2022

- Analyzed short and long-term market trends for managing partner
- Gained insight into the investment management career field
- Used fundamental and technical analysis on various stocks and effectively communicated results to managing partner

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**University Finance Association - Active Member** Spring 2022 - Present

**UT Golf Club - Active Member** Fall 2022 - Present

**UT Longhorn Run - Course Setup Volunteer** Spring 2022

## HONORS

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- Honor Roll (UTSA) Fall 2020
- President's List (UTSA) Spring 2021
- University Honors (3 semesters, UT Austin) Fall 2021 - Fall 2022

## ADDITIONAL INFORMATION

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**Certifications:** TD Securities Investment Banking Virtual Experience Program, 2023, Approx. 3 Hours

Participated in the open access TD Securities Investment Banking Virtual Experience Program with Forage

**Computer Skills:** Think or Swim, MS Excel, Word, PowerPoint, Canva

**Interests:** Golf, Stock Market, Fantasy Football, Soccer

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# CHRISTINE JOY FATIMA DY

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Canfield Business Honors and Finance May 2024  
Certificate in Business Spanish  
GPA: 3.5734, ACT: 36/36

## EXPERIENCE

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**USAA - Accelerate Intern**; San Antonio, TX July 2022 – August 2022

- Gain exposure to the three companies in USAA through a rotational program that facilitates interaction with executives and teams
- Conduct a four-week long project on the Bank and conduct informational interviews with 4+ different roles and areas
- Attend daily meetings, conduct research, and pose questions to 30+ employees within the areas of Bank, IT, CFO, and Audit

**AMA Taekwondo - Assistant Instructor**; Richardson, TX March 2017 - Present

- Instruct students in martial arts, specializing in taekwondo, while managing classes of 4 - 30 people
- Motivate students to train hard and attend class, resulting in belt promotions every three to four months and retaining students
- Address parents' needs by consulting with them weekly, advocating for ways to achieve success at home

**AT&T - Extern**; Allen, TX July 2020 - July 2020

- Demonstrated professional development through completion of 80-hour curriculum, acquiring business and technical acumen
- Analyzed practices in human resources, finance, and advertising by surveying over 15 executives and experts

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Texas Taekwondo - General Member** Fall 2022 - Present

- Trained 6-10 hours (3+ days)/week in the sport of taekwondo and Olympic style sparring
- Part of 4x National Champion Team that won overall at the 2023 National Collegiates Tournament

**Finance 377 – Security Market Policy** Summer 2022

- Studied financial regulation and securities in a 3+ week class set in Washington, D.C.
- Met with 7+ speakers who were executives and experts in areas of cryptocurrency, financial regulation, and journalism
- Wrote six papers that analyzed current events that affected financial markets and presented a final project that analyzed the arguments for and against a CBDC

**Honors Business Association - Finance Committee Member, Ethics Board, Steering Committee** Fall 2020 - Present

- Budgeted out over \$200 for raffle prizes and giveaways at meetings through MS Excel
- Facilitate discussion between professors and students in the Canfield Business Honors Program through town halls

**AIESEC - OGX Team Member** Spring 2022 - Present

- Market UN-sponsored opportunities to volunteer, teach, or study abroad in 120+ countries to students in Texas
- Present and meet with 15+ students to discuss opportunities and facilitate the application process

**AMA Taekwondo Leadership Program - President** Fall 2019 - Spring 2020

- Coordinated fundraiser kick-a-thon event with over 30 in attendance, raising \$4.8K for St. Jude Children's Research Hospital
- Supervised team of 12, appointing them specialized tasks and managing their progress on a weekly basis

## HONORS

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- National AP Scholar and Summa Cum Laude Spring 2019 - Spring 2020
- Jamieson Scholarship Fall 2020 - Present
- University Honors Fall 2020/21; Spring 2022

## ADDITIONAL INFORMATION

**Skills:** Python, Basic SQL and R, MS Excel, Word, PowerPoint, Canva, Adobe Creative Suite

**Languages:** Conversational in Tagalog, Basic Knowledge in Spanish

**Interests:** Taekwondo, karaoke, travel, Marvel movies, sustainability, fashion, Jane Austen adaptations, and cooking

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JAVIER FALKENBERG

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Track: Investment Management Overall GPA: 3.75	May 2024
<b>Hong Kong University of Science &amp; Technology</b>	Business School Exchange Program in Hong Kong SAR	Spring 2023

## EXPERIENCE

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**The Sterling Group, LP** - *Investment Professional Summer Analyst*; Houston, TX June 2023 - August 2023

- Performed investment opportunity assessment, financial statement analysis, and modeling for deals in the industrials sector
- Assisted in the execution of transactions through interaction with financing sources, attorneys, accountants, and consultants
- Prepared phase one and investment committee presentations for defense, distribution, and specialty chemical companies
- Assigned to portfolio company West Star Aviation, LLC and aided the CFO with in-house M&A for add-ons and proposed/executed interest rate cap derivatives for debt

**Atlas Energy Solutions, LLC** - *Financial Analyst Intern*; Austin, TX June 2022 - August 2022

- Modified and updated liquidity analyses and other financial models of industry competitors for benchmarking purposes
- Performed weekly comparable company analysis to value the company based on other similar oil & gas proppant companies
- Compiled data on frac fleet and drilling activity to forecast current and predicted proppant usage in the Permian Basin
- Conducted market research to estimate nationwide frac sand supply based on quarterly mining hours and headcount at mines

**Ridgefield Energy Partners, LLC** - *Business Development Intern*; Houston, TX June 2021 - February 2022

- Developed and maintained Salesforce database to systematically value oil and gas mineral interests throughout Texas
- Improved and automated processes to manipulate data from a variety of sources that feed into the valuation database
- Compiled and evaluated ownership information to make targeted mineral and royalty investments
- Assisted business development team with valuation of potential investment opportunities

## ACADEMIC PROJECTS

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**McCombs Energy Initiative** - *Private Equity Case Competition* Fall 2021

- Created a DCF model to value a proposed CCUS or carbon capture, utilization, and sequestration project with a specialized chemical company
- Performed macro, asset/construction, commercial, management, and financial due diligence prior to the finalization of the project with the specialized chemical company
- Gave a presentation to the board over the case study discussing all key deliverables from the model to the recommendation

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**University Securities Investment Team** - *Energy & Infrastructure Fund Analyst* Fall 2020 - Present

- Presented stock pitches at meetings on undervalued securities for student ran fund
- Gave market and macroeconomic situation analysis presentations at meetings
- Learned and applied DCF modeling on publicly traded companies through weekly finance symposiums

## HONORS

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- University Honors (5 semesters) Fall 2020 - Fall 2022

## ADDITIONAL INFORMATION

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**Computer Skills:** Python, R, MS Excel, Word, PowerPoint, Google Sheets, Documents, Slides

**Languages:** Limited working proficiency in Spanish

**Interests:** Chess, Cycling, Fishing

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# TAYLOR GOERTZ

TaylorGoertz@gmail.com • (512) 718-7801 • [LinkedIn.com/in/Taylor-Goertz](https://www.linkedin.com/in/Taylor-Goertz)

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration | Finance: Real Estate Track May 2024  
**Corvinus University of Budapest** McCombs BBA International Semester Affiliate Program in Budapest, Hungary Spring 2023

## EXPERIENCE

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### CBRE Group, Inc.

*Advisory and Transaction Services – Occupier & Consulting Intern; Chicago, IL* June 2023 - July 2023

- Collaborated with a group of consultants and brokers in the primary, middle, and final stages of 10 office transactions to execute the deal process and provide dedicated and long-term client support for large corporations
- Identified best practices for client interactions and relationship building to encourage continued client relationships through the formulation of portfolio reports, market reports, and consistent client communication
- Assessed, compared, and contrasted various leases and LOIs from landlords to negotiate terms consistent with client interests

*Capital Markets – Investment Properties Intern; Austin, TX* August 2022 - January 2023

- Formulated Broker Opinion of Values by researching property information, valuation, and sales, lease, and on-market comparables
- Evaluated various types of properties across Austin's metropolitan area through research using CoStar, Various Appraisal Districts, and cold calling to update Salesforce Connect (a customer relationship management platform) and assist in business development
- Assisted the Senior and First Vice President brokers in the underwriting & reasoning needed to value a building in preparation for marketing the product to potential investors

*Advisory and Transaction Services – Office Occupier Intern; Austin, TX* May 2022 - August 2022

- Organized records of tenants in approximately 120 buildings across the various submarkets in the Austin area using stacking plans, CoStar, and multiple commercial real estate databases over a two-and-a-half-month period
- Developed tenant representation and transaction management skills when assisting brokers using cold-calling and networking

**Purgatory Mountain Resort – Ski Lift Attendant; Durango, CO** December 2023 - January 2024

- Provided excellent customer service by assisting guests with loading and unloading ski lifts, answering questions, and providing directions to various slopes and facilities, while also managing crowd flow during peak times
- Ensured the safe and efficient operation of ski lifts, ramps, and surrounding areas to adhere to all safety protocols and procedures

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Phi Gamma Nu Business Fraternity – Epsilon Beta Chapter**

*Vice President Communications* January 2022 - December 2022

- Facilitated and planned professional, philanthropic, and social events, such as guest speakers and masterclasses, for an organization focused on the development of 150 young professionals
- Presided over the new member interview process of 180 applicants as a member of the recruitment team to pick 30 of the best candidates based on professionalism, drive, and leadership abilities
- Improved communication across the chapter by organizing all records using Excel and formulating chapter-wide weekly emails

*Philanthropy Chairman*

August 2021 - December 2021

- Organized chapter-wide philanthropy events and collected funds and donations to support the RAICES foundation
- Forged partnership with Alpha 180 rehabilitation center, coordinating bi-monthly workshops for residents to re-enter workforce

**Kappa Kappa Gamma Sorority – House Chairman (January 2022 – December 2022)**

August 2020 - Present

- Overlooked the leasing process for 68 residents by administering all leasing documents including contracts and LOIs while assisting in management of property operations for a historic facility
- Communicated between the House Board and active members by formulating house rules and regulations for chapter approval

## ADDITIONAL INFORMATION

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**Computer Skills:** Argus Certification (April 2024), A.CRE Accelerator (May 2024), CoStar, R Studio, MS Excel, Word, PowerPoint

**Languages:** Basic Knowledge in Spanish

**Interests:** Rockne History, Music, Running, Leadership Development, Recreational Volleyball, Art of Design, Skiing

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# ZACHARY (ZACH) GOODROW

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Minor: Professional Sales and Business Development Overall GPA: 3.56	May 2024
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## EXPERIENCE

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<b>Venturi Private Wealth - Summer Associate</b>	<i>Austin-founded independent wealth management firm offering solutions for high-net-worth individuals and entrepreneurs</i> <ul style="list-style-type: none"><li>• Developed \$3.7M asset allocation by selecting investments (private equity, ETFs, mutual funds, etc.) that consider risk</li><li>• Utilized Bloomberg and Pitchbook to analyze national M&amp;A activity for lead generation resulting in 50+ qualified prospects</li><li>• Leveraged E-Money features (advanced planning, what-if analysis, and Monte-Carlo simulations) to form \$9M financial plan</li><li>• Analyzed 18 regional RIAs with S.W.O.T. analysis to evaluate competitive landscape and propose operational improvements</li><li>• Performed equity analysis for current and potential holdings and back tested portfolios for internal comparison</li><li>• Facilitated stock pitch of Disney to investment committee utilizing fundamental analysis and pro forma financial statements</li></ul>	June 2023 - July 2023
<b>Stavis and Cohen Private Wealth - Advisory Services Intern</b>	<i>Women-owned Houston-based, private wealth management firm delivering planning for high-net-worth individuals</i> <ul style="list-style-type: none"><li>• Created 200+ quarterly client portfolio reports with Certified Financial Planners (CFP) using Excel and E-Money</li><li>• Led team of four interns in managing physical and DocuSign documents for custodial change of 1,200+ client accounts</li><li>• Created digital content to post on company website and LinkedIn resulting in substantial growth in social media interaction</li><li>• Audited tracking systems for \$600M+ AUM in transition by evaluating data sources to ensure internal compliance</li><li>• Researched current insurance policies, beneficiaries, and policyholders to evaluate coverage, cost, and tax efficiency</li></ul>	June 2022 - July 2022

## PROJECTS

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<b>Integrated Finance TireCity Case</b>	<ul style="list-style-type: none"><li>• Developed pro-forma financial statements for planned warehouse expansion to determine external funding needs</li><li>• Conducted financial analysis to ensure optimal capital structure and to guide strategic decision-making</li></ul>	Spring 2024
<b>Entrepreneurial Finance Start-Up Model and Pitch</b>	<ul style="list-style-type: none"><li>• Developed comprehensive 13-week financial model including assumptions, integrated 3-statement model, and unit economics</li><li>• Produced pitch video showcasing startup's story and investment potential through key financial and operational metrics</li></ul>	Fall 2023
<b>Investment Management StockTrak Project</b>	<ul style="list-style-type: none"><li>• Created stratified sample of S&amp;P 500 based on size and style then optimized security weights to minimize share risk to S&amp;P 500</li><li>• Traded mock securities based on passive index plan resulting in annualized tracking error of 1.265% and R-squared value of 0.994</li></ul>	Spring 2023

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Texas Undergraduate Sales Organization (TUSO) - Finance Chair</b>	<i>Organization focused on connecting students and industry professionals to facilitate professional development and networking</i> <ul style="list-style-type: none"><li>• Oversee club funds, develop and maintain budget, and facilitate over \$2,000 of club transactions</li><li>• Coordinate club meetings with employers to focus on member professional development, networking, and recruiting</li></ul>	Spring 2023 - Current
<b>Longhorn Investment Team (LIT) - Member</b>	<i>Student business organization dedicated to equipping students with the knowledge, experience, and ethics</i> <ul style="list-style-type: none"><li>• Conducted research to present market trends, recent developments, and global events relevant to our portfolio</li></ul>	Fall 2020 - Current
<b>Phi Kappa Psi - Brotherhood Committee Chair, Recruitment Captain, and Sergeant at Arms</b>	<i>Texas Alpha chapter of national fraternity that aims to develop men of intellect that serve their community</i> <ul style="list-style-type: none"><li>• Created and facilitated committee of 22 members that planned, organized, and executed 40 events for 150+ active brothers</li><li>• Managed budget of over \$5,000 and gave effective event proposals to meet goals of chapter president and advisor</li></ul>	Fall 2020 - Current
<b>Eagle Scout - Troop 599, Houston, TX</b>		Spring 2020

## ADDITIONAL INFORMATION

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**Computer Skills:** Excel, Word, PowerPoint, G Suite, Canva, E-Money, Pitchbook, Bloomberg Terminal, and R-Studio  
**Certifications:** Microsoft Office Specialist: Excel Associate (Office 2019), Bloomberg Market Concepts  
**Interests:** Volunteering, Investing, Powerlifting, BBQ, Coffee, Flag Football, Reading, Traveling, Pickleball, and Running  
**Skills:** Collaboration, Attention to Detail, Problem Solving, Modeling, Leadership, and Big Picture Thinking  
**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JACKSON R. GRIGGS

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Track: Real Estate  
Overall GPA: 3.45

## EXPERIENCE

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**Connect Door – Real Estate Agent; Austin, TX** September 2021 – Current

- Licensed Texas real estate agent
- Locate and negotiate student housing for UT undergraduates
- Analyze the market opportunity for stand-alone housing rental tenant representation for Austin residents

**Berkadia – Intern; Houston, TX** June 2023 – August 2023

- Worked with the Mortgage Banking team for Berkadia’s highest grossing office which places over 3 billion dollars in loans for their sponsors each year
- Created Loan Analysis, narratives, quote matrix and loan PowerPoints

**Lincoln Property Company – Summer Intern; Austin, TX** May 2022 – August 2022

- Rotated through the tenant rep, landlord leasing, and project development departments supporting brokers and analysts while gaining extensive knowledge of the Austin commercial real estate market
- Provided in-depth research on many different properties and buildings around Austin

**Transwestern – Intern; Houston, TX** January 2020 – February 2020

- Rotated through multiple departments including tenant rep, landlord leasing, finance, property management, and commercial development as part of an immersive leadership training program
- Analyzed and validated lease commitments in multiple buildings
- Evaluated the design and spacing of a new multi-use commercial development

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Texas SAE – House Manager (Spring & Fall 2023)** January 2022 – Current

- Elected among twenty candidates to oversee all operations on fraternity house of over 200 members  
*New Member Recruitment Captain (Spring & Summer 2022)*
- Co-chair of >\$100K alumni fund-raising campaign budget dedicated to the recruitment of new members
- Organize multiple networking events involving hundreds of member candidates  
*Scholastic Advisor for New Members (Fall 2021)*

- Peer mentor for new members; provide class scheduling assistance, class preparation, and workload management

**Undergraduate Real Estate Society (URES)** Fall 2021 – Current

- Member of student-led organization that connects UT undergraduates to real estate employment opportunities

**University Securities and Investment Team (USIT)** Fall 2021 – Current

- Member of student-led organization that concentrates on growing your personal investing portfolio

**Hooked on Live Music and Entertainment Club** Spring 2021 – Current

- Member of student-led organization that provides valuable insight into the music industry

## HONORS

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Golden Key National Honour Society Fall 2021

Phi Theta Kappa Honor Society Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel, PowerPoint, R Studio, Argus

**Certifications:** Licensed Texas Real Estate Agent

**Languages:** Fluent in English, Basic knowledge of Spanish

**Interests:** Fly Fishing, Acoustic Guitar, Golf, Archery, Fitness Training

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# ELIJAH J. HANCE

elijahhance@utexas.edu

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration | *General Finance* May 2024  
Bachelor of Arts | *Economics*  
Upper-Division GPA: 3.64/4.00 | ACT: 35

## EXPERIENCE

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**Caterpillar Inc.** – *FX and Commodities Risk Management Intern*; Peoria, IL May 2023 – August 2023  
*World's leading construction and mining equipment manufacturer*

- Created hedging strategies using spot and derivative trades for Norwegian krone to ensure favorable exchange rates of revenue
- Used forward contracts of ultra-low sulfur diesel fuel in order to hedge against volatile price changes in global commodities markets
- Constructed an invoice processing artificial intelligence to streamline the quarterly commodities settlement with counterparties
- Built data models from multiple company segments to accurately predict raw material freight costs 6-12 months into the future
- Presented monthly reports on non-precious metal price movements and Caterpillar's sensitivity to current market conditions

**Black Sail Strategies** – *Search Fund Intern*; Dallas, TX June 2022 – August 2022  
*Independent search fund targeting businesses nationwide with EBITDA under \$5 million for a leveraged buyout acquisition*

- Analyzed the financial statements of over 800 private companies to assess their continued profitability and narrow acquisition targets
- Facilitated the search process of potential acquisitions in order to gain decision altering qualitative and quantitative information
- Modeled DCF's of 6 middle market companies in order to assess the internal rate of return and value at risk of acquisitions
- Communicated with business brokers to begin negotiations between the fund principal and business owners for acquisition
- Organized deal flow for the principal of the fund and achieved greater ease of managing relationships between businesses

**Innovations for Peace and Development** – *Banking Bad Associate Researcher*; Austin TX March 2022 – May 2023  
*University-led experiment testing the effectiveness of global rules governing banking due diligence and Know-Your-Customer policies*

- Interpret experimental correspondences to code for approximately 12,000 points of data on banks and corporate service providers
- Trained 10 team members on the ethical and legal standards, as well as the technical and operational protocols of the experiment
- Corresponded with over 200 banks and corporate service providers from over 25 different nations for the creation of new data points
- Assist in the development and training of an artificial intelligence automation program used to streamline data gathering and analysis
- Arbitrate discrepancies among team members in the interpretations of over 400 data points to align with the experimental design

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**University Finance Association** – *Investments Associate* September 2022 – May 2023  
*Student Organization focused on fundamental financial analysis across sectors, affiliate of the Red McCombs School of Business*

- Discussed current events in government and industry that have impacted markets and macroeconomic conditions at weekly meetings
- Actively participated in weekly instructional meetings teaching complex intrinsic valuation methods (LBO, M&A, imputed DCF)
- Performed rigorous security analysis of domestic and international equities in preparation for Spring 2023 Stock Pitch Competition

**University Securities Investment Team** – *Technology Media and Telecom/Special Situations Analyst* September 2022 – May 2023  
*Student Organization dedicated to education in active securities investment, recruiting in finance, and professional development*

- Identify and analyze public equities in the TMT sector using traditional financial data in addition to alternative data sources
- Learn non-traditional valuation methods tailored to the industry (total addressable market, customer lifetime value, churn rate, etc.)
- Discuss industry trends and global macroeconomic news relevant to the performance of technology stocks in public markets
- Evaluate investment possibilities of public equities undergoing unique situations including spin-offs, bankruptcies, and buyouts

## HONORS

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- Cum laude ampla et magna scholar – *Second highest tier of the Dean's Honor List* May 2022
  - Eagle Scout August 2020
  - International Baccalaureate Diploma Programme Graduate May 2020
  - National Merit Commended Scholar November 2019
  - Order of the Arrow Brotherhood December 2017

## ADDITIONAL INFORMATION

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**Computer Skills:** Microsoft Office Suite, Power Automate AI Builder, Power BI, R, Reuters Refinitiv, SAS, Stata, SQL, Tableau

**Languages:** Moderate Proficiency in Spanish

**Interests:** Basketball, Chess, Guitar, Languages, Literature, Jazz Music, Scorsese Films, Sports Trivia, World History



# QUINCY HARBISON

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Minor: Marketing  
Overall GPA: 3.81

## EXPERIENCE

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**Walmart – Capital Markets Intern; Bentonville, AR** June 2023 – August 2023

- Automated the economic update for the CFO and his direct reports utilizing Bloomberg and its Excel add-in
- Assisted in managing the U.S desk, moving more than \$2 billion in cash equivalents each day to gain interest.
- Analyzed and researched data and reports to create content that educated stakeholders on the state of the economy
- Worked with the banking facility to issue over \$6 billion in commercial paper to finance short-term liabilities

**Housing Scout – Apartment Locator; Austin, TX** April 2021 – April 2023

- Understood clients' needs and budgets to curate listings and tours that provided them the best lifestyle
- Utilized social media, SMS, and personal sales tactics to gain leads and convert them at an 84% rate
- Acted as an intermediary for property managers to educate clients on deposits, insurance, and leasing policies
- Organized a lead tracker in excel to ensure consistent communication and sales offerings for 100+ leads

**University Federal Credit Union – Creative Marketing Intern; Austin, TX** June 2021 - August 2021

- Designed attention-grabbing graphics for the company website, ATM screens, and local branch signage
- Collaborated with a 12-person Marketing team to create campaigns for ACH transfers, home and auto loans
- Headed the Student Mentor Program, teaching freshmen the financial health topics of savings, credit, and investments

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**McComb's Leadership Program – Board Member** Spring 2021 - Spring 2023

- Created curriculum and provided direction for the topics and material that would be taught to over 200 members
- Trained community leaders who executed our curriculum throughout the program creating better equipped leaders
- Met with fellow board members and support staff to organize events and procure funding from corporate sponsors

**American Marketing Association – Content Manager** Fall 2021 - Spring 2022

- Collaborated with an environmental engineering client, Project Xylem, to better compete at pitch contests and gain recognition from engineering firms
- Worked with client's constrained budget to create a logo, branding, website and slide deck to share their mission

## HONORS

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- University Honors (7 consecutive semesters) Fall 2020 – Fall 2023
- Krystyna Jamieson Charitable Foundation Endowed Scholarship Recipient Fall 2020 – Spring 2024
- Texas Excellence Scholar Fall 2020 – Spring 2024
- McCombs Leadership Program Selectee Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel (Pivot Tables, VLookup, Visualization), R Studio (Regression, Visualization), Adobe Creative Suites, WordPress, Bloomberg Terminal

**Certifications:** Texas Real Estate License

**Interests:** Photography, personal finance, graphic design, painting, sports, and behavioral psychology

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# NATHAN (NATE) HENDERSON

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## EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Track: Investment Management  
Overall GPA: 3.33

## EXPERIENCE

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**The Morgan Group - Capital Markets Intern;** Houston, TX June 2023 - August 2023

- Utilized advanced financial modeling skills in Microsoft Excel to forecast and evaluate investment performance
- Collaborated with team members to create comprehensive investor relations documents, presenting investment opportunities and summaries in a compelling manner to internal and external stakeholders
- Analyzed capital structures and funding options for new projects, considering a mix of equity, debt, and other financing sources
- Aided in the analysis and evaluation of potential investment opportunities through underwriting processes
- Conducted financial due diligence to ensure accurate and reliable data for investment analysis

**City of Amarillo - Finance Intern;** Amarillo, TX May 2021 - August 2021

- Facilitated financial data analysis and budget preparation of financial documents for various public works projects
- Collaborated with the finance team to track and reconcile expenditures, ensuring accurate financial records
- Participated in meetings with city officials and department heads to discuss budget allocations and financial planning
- Executed audits and reviews of financial processes to identify areas for improvement and efficiency

**Nate's Lawn Care - Owner and Operator;** Amarillo, TX May 2014 - January 2020

- Founded, established, and successfully managed a thriving lawn care company, overseeing all operations and driving growth
- Implemented streamlined processes to optimize workflow, resulting in enhanced productivity and customer satisfaction
- Cultivated client relations through strong communication and personalized service, fostering repeat business among clients
- Upheld high standards of service quality and landscaping expertise, resulting in positive reviews, referrals, and an outstanding reputation within the community

**Baptist Saint Anthony's Hospital - Operations Intern;** Amarillo, TX June 2019 - August 2019

- Effectively communicated with doctors, nurses, and medical staff to relay test results and important patient information
- Coordinated with various departments to ensure seamless patient care and streamlined appointment booking
- Demonstrated strong organizational skills in managing multiple tasks and maintaining an orderly reception area

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Kappa Sigma Fraternity - Finance and Philanthropy Committee** August 2021 - Present

- Actively contribute to the creation and management of the budget, ensuring responsible allocation of funds for activities and philanthropic events
- Conduct financial analysis to track income and expenses, providing insights for effective financial decision-making
- Work closely with the treasurer and other committee members to ensure accurate record-keeping and financial transparency

**Phi Gamma Nu Business Fraternity - Philanthropy Chair (Fall 2021 - Fall 2022)** September 2020 - Present

- Lead the organization and execution of various philanthropy and community outreach events for the chapter
- Facilitate community outreach events to raise money for the organization and other philanthropic groups in the Austin community
- Actively work with younger members to assist with professional development and internship application processes

## HONORS

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- Eagle Scout May 2016 – Present
- University Honors (3 semesters) August 2020 - December 2021
- Hugh Stickse Memorial Scholarship Recipient May 2020 – Present

## ADDITIONAL INFORMATION

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**Computer Skills:** Proficient in MS Excel, MS PowerPoint, RStudio, Adobe Suite - Intermediate Knowledge in Python and Argus

**Interests:** Commercial Real Estate, Capital Markets, Investment Sales, Backpacking, Videography, Rock Climbing, Machine Learning

**Languages:** Intermediate knowledge in Spanish and French

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# MADISON HERVEY

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance	May 2024
<b>Dallas College-Cedar Valley College</b>	Associate of Science	May 2021

## EXPERIENCE

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**Northwestern Mutual** - *Financial Representative*; Austin, TX September 2023 - Present

- Researched and communicated effectively with potential clients to set daily meetings
- Worked in a entrepreneurial setting using self-motivated and analytical skills to work closely with individuals to help strengthen financial knowledge and security
- Gather necessary information from individuals in order to put together a strategic recommended financial plan
- Collaborated with a team to review client plans and cases to prep for upcoming meetings

**Smart Group System** - *Tech Associate*; Dallas, TX June 2023 - August 2023

- Test, repair, and install software in computers and ipads
- Collected and organized devices promptly that resulted in shorter work days
- Collaborated with a team to make work progress move smoothly

**Big Lots** - *Cashier, Stocker/ Floor Associate*; Waxahachie, TX May 2021 - June 2023

- Communicated and worked with employees to assist with organization that made stock days more efficient
- Effectively checked out customers that decreased wait time significantly

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Black Women's Wellness Organizations** September 2022 - Present

**Real Estate Center** January 2024 - Present

- Attend workshops and events

## HONORS

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**UT Award Scholarship** Fall 2021 - Spring 2022

**National Honors Society** Fall 2020- Spring 2021

## ADDITIONAL INFORMATION

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**Skills:** Project Destined Global Real Estate Academy

- Level I: Market & Property Analysis
- Level II: Valuation

**Computer Skills:** Word, Powerpoint, Excel, Financial Modeling

**Interests:** Finance, Commercial Real Estate, Marketing

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

**PABLO EMILIO JIMENEZ**

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**EDUCATION**

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**The University of Texas at Austin** Bachelor of Business Administration, Accounting May 2024  
Minor: Finance  
Overall GPA: 3.3

**Relevant Coursework:** Data Science for Business Applicants, Financial and Managerial Accounting, Business Communications

**EXPERIENCE**

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**Franklin Mountain Management – Accounting clerk;** El Paso, TX Summer 2023

- Accurately processed and recorded financial transactions, ensuring adherence to established accounting principles and company policies
- Reconciled financial discrepancies by collaborating with vendors and internal teams, resulting in improved accuracy and timely resolution
- Utilized accounting software such as SmartView and NetSuite to input, retrieve, and track financial information, streamlining data management processes
- Contributed to process improvement initiatives, suggesting, and implementing changes that enhanced efficiency and accuracy within the accounting department

**Texas Swimming Center - Lifeguard;** Austin, TX Fall 2021 – Fall 2023

- Supervised the University of Texas at Austin swimming and diving team and enforced swimming facility rules and guidelines.
- Conducted daily checks around the facility to make sure all guidelines and safety protocols were being followed.
- Provided first aid and CPR in response to life-threatening situations.

**Southwestern Advantage – Independent Contractor;** Atlanta, GA Fall 2021 – Summer 2022

- Worked over 900 hours of in-the-field direct sales experience resulting in personal retail sales revenue of over \$26,000
- Internalized and mastered sales fundamentals such as relentless persistence, closing with confidence, positive mental attitude, belief, creation, goal setting, self-motivation
- Prospected and approached over 3,200 families from various socioeconomic strata, ethnicities, and religious backgrounds leading to over 2,000 sales presentations
- Executed all orders, inventory, accounting scheduling, presentation, and delivery of products for 149 customers
- Top First Year Dealer Award (top 20% first-year sales production in the company)

**LEADERSHIP EXPERIENCE AND ACTIVITIES**

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**Foundation Communities – Tax Preparer** Winter 2023 – Present

- Provide expert tax preparation assistance to low-income individuals and families, ensuring compliance with IRS regulations and maximizing tax refunds.
- Offer personalized guidance and support to clients, explaining tax laws and helping them understand their tax situations.
- Collaborate effectively with fellow volunteers and staff members to streamline operations and deliver exceptional service to the community.

**Latin Economic Business Association - Active Member** Fall 2020 – Present

- Constructed a better career and academic plan by attending organization events and speaking to upperclassmen
- Developed writing and networking skills for recruitment purposes

**UT Austin DYNAMC Summer Program, McCombs School of Business - Participant** Summer 2019

- Collaborated with current UT Austin students and presented capstone case studies to Ernst & Young representatives
- Analyzed, evaluated, and presented strategies for cutting costs for a recalled product and analyzed companies to choose the best investment plan

**HONORS**

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- McCombs Dean’s Level Scholarship Fall 2020 – Present
- University Honors Spring 2021

**ADDITIONAL INFORMATION**

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**Computer Skills:** MS Excel, Word, PowerPoint, SQL, Access

**Languages:** Fluent in Spanish

**Interests:** Organization, European Football, Time Management, Racquetball, Data Analytics

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# SURYA KAZA

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## EDUCATION

---

<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Canfield Business Honors Major: Business Honors, Finance Certificate: Creativity, Innovation, and Entrepreneurship GPA: 3.95	May 2024
<b>Corvinus University of Budapest</b>	Bachelor of Business Administration (Study Abroad)	February – June 2023

## EXPERIENCE

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**Battery Ventures – Summer Analyst (Venture Team),** New York, NY June – August 2023

- Developed comprehensive thesis projects in both the **enterprise software and consumer tech** sectors; highlighted industry tailwinds, mapped workflows, identified areas of interest, and synthesized takeaways into decks presented to senior partners
- Executed end-to-end investment processes, from sourcing over **270 companies** across various projects and initiating email outreach, to engaging in founder calls and synthesizing due diligence findings into actionable insights and presentations
- Assisted with in-depth diligence on multiple companies, capturing key insights from customer calls, conducting competitive analyses and extensive market research; culminating in the creation of informative decks presented to senior stakeholders

**Battery Ventures – Sourcing and Diligence Extern;** Remote May – December 2022

- Developed investment theses, sourced **600+ companies**, and pitched opportunities to Battery's senior leadership
- Constructed a market map of the competitive landscape, and spearheaded financial due diligence of crucial SaaS metrics
- Completed a 3-month diligence project on a specific enterprise software sector; formulated thesis, crafted TAM analyses, identified industry tailwinds and standout companies, and distilled key insights into slide deck presented to a senior partner

**CertifID – Venture Intern;** Austin, TX August 2021 – May 2022

*Real estate wire fraud prevention platform*

- Led investor relations while directly working with the CEO on Series A raise strategy; raised **\$12.5M Series A**
- Researched and built financial models for four potential product expansions to shape company's vision
- Overhauled OKR review process by creating streamlined data dashboards that cut time spend by **60%**

**Options Capital – Co-Founder;** San Antonio, TX May 2020 – July 2021

*Online, subscription-based retail investor community*

- Co-founded an online, consumer social investment community that attracted over **5K+ MAU**
- Bootstrapped ARR from **\$0 to \$150K+ run rate** in three months while efficiently managing nine independent contractors
- Implemented a zero-cost marketing campaign on TikTok that has generated over **1.7M+ impressions**

## ACADEMIC PROJECTS

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**MAN347P Entrepreneurship Practicum – Client: Bestow (Life Insurance) – Series C** Fall 2021

- Presented business case to execs on budgeting \$200M funding round across various strategies to fuel company growth
- Identified key customer insights and misconceptions to develop marketing campaigns designed to increase conversion rates
- Collaborated with team of four to create two financial models, marketing, and M&A, that supported our business thesis

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Austin Venture Strategy – Head of Growth (Spring 2022), President (Fall 2022)** Spring 2021 – Present

- Partner with analysts to develop MVPs of product features, write theses on go-to-market strategies for clients
- Recruited over **120 potential members** through campaigns such as speaker series and personal outreach

## ADDITIONAL INFORMATION

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**Proficient:** MS Excel (Pivot Tables, VLOOKUP), Word, PowerPoint, Canva, Google Suite, Trello, Figma

**Language:** Fluent in English, Fluent in Telugu, Basic Knowledge in Spanish

**Interests:** Film cameras, Podcasts, Sports (F1, UT Football, sports cards), DJ mixing, Travelling, Creating clothing brand

**Organizations:** Phi Kappa Psi, Austin Venture Strategy, Honors Business Association

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JOHN MICHAEL KINNEY

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## EDUCATION

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### The University of Texas at Austin

McCombs School of Business, Finance (BBA)  
College of Liberal Arts, Plan II Honors (BA)

December 2024  
Cumulative GPA: 3.83

### Phillips Academy Andover

Boarding School in Andover, MA

June 2020

## EXPERIENCE

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### Incoming Summer Analyst at Almanac Realty Investors (Neuberger Berman) – New York City

June 2024 – August 2024

### McCombs Real Estate Investment Fund – Undergraduate Analyst; Austin, TX

January 2023 – Present

- Navigated selective application process to become one of 10 undergraduate analysts managing a fund of public and private RE investments
- Direct semester-long research with MBAs on a variety of companies to provide macro-level analysis for a \$10M REIT portfolio

### Invesco Real Estate – Summer Analyst; Dallas, TX

June 2023 – August 2023

- Improved and assisted in portfolio and investment level analysis, including performance and liquidity analysis for fund assets
- Transitioned 14 industrial development deals to a new Excel waterfall template and assisted with monthly/quarterly reporting
- Worked closely with internal and third-party stakeholders to ensure an accurate flow of information and transaction execution
- Engaged in acquisition pipeline, investment committee, and portfolio strategy meetings, gaining exposure to various RE asset classes

### CAIS – Fund Research Summer Analyst; New York, NY

May 2022 – August 2022

- Synthesized presentations and portfolio manager interviews into synopses containing relevant quantitative data and commentary
- Coordinated scheduling processes for interviews and webinars with representatives from current and potential portfolio funds
- Analyzed offering documents to provide pre-meeting briefing notes for the Senior Vice President and the rest of the sales team
- Populated proprietary Salesforce implementation with portfolio manager, RIA contact information, and other lead data

### JMI Properties – Real Estate Analyst Intern; Austin, TX

January 2022 – May 2022

- Conducted property and industry-specific research and updated prospects in an internal tracking database
- Assisted in developing and preparing market presentation materials for both the team and investor reports
- Tracked local and regional economic trends, such as employment statistics, major company activity, and demographics

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

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### SEO Career – SEO EDGE Participant

January 2023 – Present

- Learn business fundamentals to compete successfully for internship opportunities in investment banking and asset management
- Receive coaching and industry-specific training focused on developing technical skills, institutional knowledge, and attention to detail

### University of Texas Undergraduate Real Estate Society (URES) – Investment Analyst

September 2021 – Present

- Accepted from a highly competitive applicant pool to join 11 others in the Spring 2022 investment analyst class
- Participate in weekly meetings focusing on real estate deal analysis in Excel, case studies, and financial modeling

### Hines – Skyline Scholars: Real Estate Summer Educational Program

May 2022 – August 2022

- Engaged in daily meetings covering various aspects of the RE industry, i.e., development, asset management, acquisitions & dispositions
- Completed numerous modules covering ARGUS, financial modeling, underwriting & valuation, and case studies detailing Hines' deals

### Kappa Alpha Order – Treasurer

August 2021 – August 2022

- Elected to manage and distribute the yearly dues of the Omicron Chapter's 199 members, totaling over \$1.4 million
- Consulted with chapter officers and other fraternity officials to finalize a budget and maintain that budget throughout the year

## HONORS

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- Jon and Rebecca Brumley Endowed Presidential Scholarship Recipient
- Dean's Honor List (5 Semesters)

Fall 2023  
Fall 2020 – Spring 2023

## ADDITIONAL INFORMATION

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**Languages:** German (B2 level), Spanish (A2 level)

**Interests:** Trout Fishing, Scuba Diving, Hiking, Historic Preservation, Traveling (38 Countries)

**Work Eligibility:** Eligible to work in the U.S. and EU with no restrictions

# BRETT LANE

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Overall GPA: 3.6

## EXPERIENCE

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**G&B Property Management** – *Property Manager*; Austin, Texas September 2021 – Present

- Managed a portfolio of over 1500 rental units in the Austin area.
- Enforced lease agreements and ensured compliance with local regulations.
- Responded promptly to tenant inquiries, addressing concerns and inquiries.
- Conducted regular property assessments and recommended improvements.
- Collaborated with property owners to align property goals and objectives.
- Continuously updated knowledge of real estate laws, regulations, and market trends.
- Utilized property management software and tools for efficient operations.
- Successfully completed and facilitated over 45 lease contracts as a Leasing Agent.
- Managed daily operations for over 40 Short Term Rentals, including direction for 10 person custodial team

**Realty Group of Austin** – *Data Analyst Intern*; Austin, Texas January 2023 – June 2023

- Collected and analyzed real estate data from diverse sources.
- Conducted quantitative market analysis to identify trends and pricing strategies.
- Prepared data visualizations and reports for data-driven decision-making.
- Assisted in market research, competitor analysis, and trend tracking.
- Ensured data accuracy through regular quality checks and validation.

**Office of the Honorable Matt Krause** – *Budget Policy Intern*; Austin, Texas January 2021 – June 2021

- Conducted in-depth research on budgetary matters, analyzing proposed policies and their fiscal impacts.
- Assisted in the preparation of budget proposals, fiscal notes, and financial reports.
- Attended legislative hearings and meetings to provide insights on budget and policy issues.
- Responded to constituent inquiries and provided information on budget-related matters.
- Monitored legislative sessions and tracked bills related to budget and fiscal policy.
- Contributed to the development of budgetary recommendations and policy briefs.
- Gained a deep understanding of the legislative process and budgetary decision-making in Texas.

## ADDITIONAL INFORMATION

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**Skills:** MS Excel, MS Word, MS PowerPoint, Appfolio, MLS, Asana, Residential Real Estate, Property Management, Market Research

**Certifications:** Real Estate Sales Agent License from TREC, License #787379

**Languages:** Basic Knowledge in Spanish

**Organizations:** Sigma Phi Epsilon

**Interests:** College Football, Golf, Sports Science, Home Improvement, Outdoors

**Work Eligibility:** Eligible to work in the U.S. with no restrictions.

# MICHAEL (MIKE) LANE

<https://www.linkedin.com/in/michaellane24/>

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Business Honors and Finance May 2024  
Minor: Management Information Systems  
Overall GPA: 3.77

## EXPERIENCE

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**Toyota Financial Services – Remarketing Intern;** Plano, TX May 2023 – August 2023

- Evaluated strategy of excess wear and use fee collection through interviews, process mapping, and financial/risk analysis; presented findings to upper management
- Forecasted off-lease vehicle inspection costs by synthesizing sales, service, and production data into cost models; discovered 10-yr cost reductions of \$26M
- Developed business/digital application requirements by examining and amassing feedback from five proof of concepts

**Toyota Motor North America – Marketing, Sales, and Service Intern;** Chicago, IL May 2022 – August 2022

- Tracked new vehicle sales turnover rates to allocate \$14M+ in vehicle inventory to 13 dealerships monthly
- Strengthened customer retention strategies at 10 dealerships by developing a sales contest around prepaid maintenance
- Conducted market analysis on Gen Z and Millennials to gauge if existing digital retailing tool fit desired buying experience
- Collected and assessed customer experience data to evaluate consumer notion of retail process

### Texas McCombs School of Business Canfield Business Honors Program (CBHP)

*Senior Recruiter;* Austin, TX August 2022 – Present

- Headed 37 recruiting presentations for prospective students to enhance perception of CBHP
- Coordinated one-on-one advisory sessions for over 40 students' collegiate applications to improve chances of admission
- Facilitated 2 BIPOC information sessions to convey continued diversity, equity, and inclusion efforts of program

*Peer Advisor;* Austin, TX June 2021 – Present

- Guide 700+ students on coursework, campus environment, and career development through ad hoc advisory meetings

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Heman Sweatt Center for Black Males – Vice President;** Austin, TX Spring 2023 – Present

- Created itinerary, managed vendor contacts, and facilitated day-of logistics for community cookout with 300+ attendees
- Increased meeting attendance by 55% through improved digital marketing campaigns on Instagram and Snapchat
- Established logistics for 2 volunteer programs to increase members' contact with local Black communities

**Black Canfield Business Honors Students Affinity Group – President;** Austin, TX Spring 2022 – Present

- Founded affinity group for Black students in CBHP to provide cultural support and leadership development
- Implemented operational processes: created marketing materials, budgets, calendar of events, and mentorship program

**University Finance Association Consulting Team – Associate Consultant;** Austin, TX Fall 2022 – Spring 2023

- Analyzed client's existing operating model and profitability to propose new revenue and cost reduction opportunities
- Performed cost-benefit analyses to compare alternative sourcing strategies, culminating in a recommendation

**Discover Canfield Business Honors Program – President;** Austin, TX Fall 2021 – Spring 2022

- Organized 10-hour event for 450+ prospective students to deliver in-depth view of CBHP program
- Managed 75 volunteers by providing role-specific instructions, on-going communications, and training

## HONORS

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Canfield Business Honors Scholarship (*full tuition*) Fall 2020 - Spring 2024

University Honors (*4 semesters*) Fall 2020 - Spring 2023

Jesse Jackson Fellows/TOYOTA Scholar (*75K*) Fall 2021 - Spring 2024

Martin Taylor Scholar (*Leadership award*) Fall 2022 - Spring 2024

Texas Exes' President's Leadership Award Fall 2023 - Spring 2024

## ADDITIONAL INFORMATION

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**Computer Skills:** JavaScript, Canva, R Studio, MATLAB, SQL, Python, MS Office (Excel, PowerPoint, Word)

**Certifications:** Microsoft Office Specialist Certification (2019), Snowflake Data Warehouse (2022)

**Interests:** New Orleans Saints Football, Archive Fashion, Risk of Bias in Machine Learning/AI, Shoe Collecting, Travel in Africa



# EMELY LEANDRO

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Bachelor of Science in Radio Television and Film

Overall GPA: 3.51

## EXPERIENCE

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**Dell Technologies - Global Operations Finance Intern;** Round Rock, TX June 2023 - August 2023

- Streamlined cross-functional processes, leading to enhanced financial reporting accuracy and operational efficiency
- Analyzed data for Dell loyalty programs, resulting in better insights into customer behavior and more informed decision-making
- Initiated and coordinated 3+ weekly meetings with managers across different functional areas to enhance seamless collaboration

**University Housing and Dining - Community Advisor;** Austin, TX August 2021 - Present

- Planning and facilitating large-scale community-building events for 130+ residents to foster sense of belonging and community
- Forecasts and manages budgets for 36+ events, ensuring optimal resource allocation and compliance with budgetary guidelines
- Efficiently manages maintenance and incident reporting, enhancing operational efficiency and responsiveness

**Youth Protection Program - Student Associate;** Austin, TX January 2021 - January 2024

- Managed daily communication with youth protection policies across 20+ offices, upholding regulatory standards
- Prepared Spanish-translated materials for staff across 40+ camp organizations to boost policy literacy and compliance
- Supervised 10+ summer camps, ensuring compliance with program guidelines through active monitoring and rule enforcement

**Migrant Research Project - Co-Researcher;** Remote December 2020 - June 2021

- Conducted interviews for a study on migrant student finances, revealing cultural influences on financial choices
- Analyzed migrant student financial behavior to aid development of support systems, enhancing educational equity and inclusivity

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Hispanic Business Student Association - Internal Relations Chair, Member** Fall 2020 - Fall 2022

- Oversaw record-keeping and point allocation for 80+ members, ensuring accurate tracking of engagement and participation
- Networked with industry professionals and peers, enhancing professional network and industry insights

**Kendra Scott Women's Entrepreneurial Leadership Institute - Student Council Member** Fall 2020 - Fall 2022

- Provided insightful feedback on programs, events, and curriculum to enhance the Institute's offerings and student experience
- Advocate for strengthening of woman-based community in the business industry through professional events

**Hispanic Nursing Student Association - Public Relations Officer** Fall 2020 - Fall 2022

- Designed exclusive club merch and managed a \$600 budget to order 30+ t-shirts, boosting club identity and member cohesion
- Increased membership by 20% through effective social media marketing strategies and organizing engaging social events

**Association of Latino Professionals for America - Member** Fall 2022

- Networked at events and conferences, strengthening ties with Latino professionals and community identity

**Women in Business Association - Member** Spring 2022

- Fostered community engagement by participating in events and creating a supportive network for women in the business industry

## HONORS

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• Hispanic Scholarship Fund Scholar Summer 2021 - Present

• McCombs University Honors (2 Semesters) Fall 2020 - Fall 2023

• Moody University Honors (2 Semesters) Fall 2020 - Fall 2023

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Word, MS PowerPoint, MS Excel, Canva

**Certifications:** Microsoft 360 Excel Essential Training (2021)

**Languages:** Fluent in English and Spanish

# MICHAEL LU

Myl100302@utexas.edu@gmail.com • <https://www.linkedin.com/in/michael-y-lu/>

## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Corporate Finance Minor: History Overall GPA: 3.74	Fall 2022 - May 2024
<b>The University of Texas at Dallas</b>	Bachelor of Business Administration, Corporate Finance Minor: History Overall GPA: 3.92 SAT: 1560	August 2020 - August 2022

## EXPERIENCE

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<b>Consolidated Asset Management Services – Accounting Associate;</b> Houston, Texas	May 2023 - Present
<ul style="list-style-type: none"><li>• Streamlined form and report-creating processes via macros, pivot tables, and other forms of automation</li><li>• Updated client budget file and determined capital call needs</li><li>• Updated books and files to match client payments</li><li>• Performed client and vendor communications to secure necessary documents and other vital information</li></ul>	
<b>Consolidated Asset Management Services – Finance Intern;</b> Houston, Texas	May 2023 – August 2023
<ul style="list-style-type: none"><li>• Created monthly investor presentations for clients</li><li>• Performed quality control activities concerning accounts, records, and invoices</li><li>• Analyzed areas of potential automation solutions in the current AP system</li><li>• Tracked and paid client invoices</li></ul>	
<b>MBP Capital LLC - Intern;</b> Dallas, Texas	February 2022 - May 2022
<ul style="list-style-type: none"><li>• Reviewed financial statements and PCAPs sent by outside auditors on behalf of the CFO to ensure no discrepancies in reports</li><li>• Monitored invoices and bank balances, and recorded subsequent cash flows to ensure no account became overdrawn</li><li>• Constructed dashboards and graphs in Excel for usage in presentations and reports for clients and investors</li><li>• Created an online database for easy client reference</li></ul>	

## PROJECTS

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<b>Fin 4300 Investment Management Interactive Portfolio Dashboard</b>	Summer 2022
<ul style="list-style-type: none"><li>• Produced an interactable Excel dashboard for six different S&amp;P 500 stocks spanning between the years 2010 and 2019</li><li>• Assembled expected returns, actual returns, Sharpe ratios, risk, efficient frontiers, etc. based on selected stocks and years</li><li>• Familiarized myself with Pivot Tables and complex Excel formulas that would be beneficial for my future career</li></ul>	

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Fort Bend Community Church - Active Volunteer</b>	Summer 2017 - Present
<ul style="list-style-type: none"><li>• Co-led a youth ministry camp by planning activities, assisting guest speakers, and distributing drinks and snacks</li><li>• Co-led a special needs camp by editing specially tailored videos, facilitating activities, and keeping watch for dangerous activities</li><li>• Collaborated in cleanup efforts post Hurricane Harvey to expedite recovery efforts in the local community</li></ul>	
<b>Huaxing Art Group - Volunteer</b>	Spring 2018 - Spring 2020
<ul style="list-style-type: none"><li>• Assisted in the preparation of venues through collaboration with supervisors and other volunteers</li><li>• Coordinated and prepared the lodgings for foreign performers to promote repeat business with Huaxing in the future</li><li>• Facilitated the sale of tickets and allocation of seating at venues despite the large, unorganized crowds</li></ul>	

## HONORS

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• UTD Dean's List (4 Semesters)	Fall 2020 - Spring 2022
• UTA Honors (3 Semesters)	Fall 2022 - Fall 2023

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Word, MS Excel, MS PowerPoint, Tableau, RStudio, Acumatica

**Languages:** Fluent in Chinese

**Interests:** Modern History, Classic Rock, Synthwave Music, Historical Arms and Armor, Video Games, and Tabletop Games

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# AREESH MAWANI

areeshmawani@gmail.com • LinkedIn.com/in/areeshmawani

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Overall GPA: 3.51

## EXPERIENCE

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**CenterPoint Commercial Properties - Data Analytics Intern; Dallas, Texas** May 2023 - August 2023

- Found and analyzed investment properties in the Dallas area by analyzing comparable properties, understanding local area prospects, and creating financial analyses
- Led project consisting of 3 team members to streamline and organize the company's databases
- Presented real estate investment opportunities to real estate investor groups across Dallas

**Mexell Property Management LLC. - Business Management Intern; Carrollton, Texas** May 2021 - August 2021

- Maintained internal database of tenant information and organized tenant payment information in AppFolio and Excel
- Increased efficiency of upkeep of tenant summary by 40 percent by implementing a system for organization of rent
- Worked on bank reconciliation to prevent bank errors and help maintain internal control

## ACADEMIC PROJECTS

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**Investment Management - Portfolio Management Case** Fall 2023

- Gathered and processed financial data from external sources and modeled the data using the appropriate chart types
- Calculated average monthly returns, standard deviations, and correlations for individual stocks and portfolios
- Modeled expected real returns and standard deviations for various asset combinations
- Utilized Excel and specialized add-ins (Analysis ToolPak and Solver) for data analysis, modeling, and optimization

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Student Engineers Educating Kids (SEEK) Mentorship Program - Mentor** Fall 2022 - Present

- Educate young underprivileged students using STEM based projects
- Interact with and encouraged kids to make the right decisions as well as built an enthusiasm for learning
- Serve as a role model for young students by leading STEM workshops and educating them on potential opportunities to grow

**Ismaili Student Network - Campus Representative** Fall 2021 - Spring 2022

- Organized social gatherings for 200+ students in the organization
- Coordinated information sessions designed to update members on community news
- Collaborated with similar organizations from different universities to unite students in the Ismaili community

**I-CERV Feed the Needy - Event Facilitator** Fall 2020 - Spring 2021

- Delivered meals to those in need and followed procedures for food safety such as sanitation to guarantee quality nutrients
- Managed community service budget of \$15,000+ and kept inventory using excel
- Formed partnerships with other service organizations including Salvation Army, American Red Cross, etc.

## HONORS

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- Comet Transfer Scholarship - University of Texas at Dallas Fall 2021
- Boy Scouts of America's Eagle Scout Award Spring 2019
- Dean's List - University of Texas at Dallas Fall 2021 & Spring 2022

## ADDITIONAL INFORMATION

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**Technical Skills:** Microsoft Excel, Word, PowerPoint, Think-cell, Tableau, R studio, Financial Modeling, DADM (Excel), Power BI

**Certifications:** LinkedIn Learning Excel Certification (2021), LinkedIn Learning Word Certification (2021), Think-cell Certification (2021), Real Estate License (in-progress)

**Languages:** Fluent in Urdu and English

**Interests:** International Travel, Volunteering, Dallas Mavericks Basketball, Boxing, Weightlifting, Basketball, Real Estate

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# ANTHONY MUNOZ

amun@utexas.edu · www.linkedin.com/in/AMun · (512) 949-1183

## EDUCATION

---

<b>The University of Texas at Austin</b>	Bachelor Business Administration, Finance Investment Management Certificate: Real Estate Minor: Marketing Overall GPA: 3.42	May 2024
<b>Midland College</b>	Associate of Arts Overall GPA: 3.90	December 2018

## EXPERIENCE

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<b>Dans Roofing and Construction - Sales and Marketing Associate;</b> Midland, Texas	May 2020 - Present
<ul style="list-style-type: none"><li>Implemented effective inbound marketing strategies through email, blog, social media, infographics, and video.</li><li>Conducted customer interviews, resulting in targeted campaigns and a 50% increase in sales conversion.</li><li>Proactively engaged in door-to-door sales, effectively expanding customer reach, and driving revenue growth.</li><li>Created a website, optimized scheduling, and leveraged Google Analytics for lead generation and analysis.</li></ul>	
<b>University of Texas – Teaching Assistant;</b> Austin, TX	January 2020 – May 2020
<ul style="list-style-type: none"><li>Organized and officiated a KINE219k basketball class of 25 people to develop team communication and develop skills</li></ul>	
<b>Saltgrass Steakhouse – Server;</b> Midland, TX	January 2019 – May 2019
<ul style="list-style-type: none"><li>Delegated closing procedure to other servers to reduce closing time and prepare restaurant for morning shift</li><li>Promoted and upsold menu items which resulted in an increase of weekly sales revenue by 25%</li></ul>	

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Undergraduate Real Estate Society – Active Member</b>	Fall 2022 – Present
<ul style="list-style-type: none"><li>Attended industry, networking and guests presentations events.</li></ul>	
<b>University Finance Association – Investment Analyst (Spring 2020)</b>	Fall 2019 – Present
<ul style="list-style-type: none"><li>Enhanced financial market knowledge and utilized new analytical tools for informed investment decisions.</li></ul>	
<b>American Marketing Association – Active Member</b>	Spring 2023
<ul style="list-style-type: none"><li>Enhance skills in strategic marketing, consumer behavior, and brand management.</li></ul>	
<b>Hispanic Business Student Association – Active Member</b>	Fall 2019 – Present
<ul style="list-style-type: none"><li>Developed diverse professional skills, such as networking and leadership, through active participation in HBSA.</li></ul>	
<b>Camp Texas – Active Member</b>	Spring 2023
<ul style="list-style-type: none"><li>Guided incoming students as a Camp Texas counselor, fostering student engagement and promoting UT traditions.</li></ul>	
<b>Hooked Magazine – Events Committee Member</b>	Spring 2023 – Present
<ul style="list-style-type: none"><li>Executed strategic marketing initiatives, driving community engagement, brand awareness, and fundraising efforts</li></ul>	

## ACADEMIC PROJECTS

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<b>RE 376G Real Estate Investment Analysis -</b>	Spring 2023
<ul style="list-style-type: none"><li>Developed valuation models for various asset classes, considering diverse investor risk profiles.</li><li>Collaborated in teams to create investment memoranda, presenting key analyses and recommendations.</li><li>Utilized sensitivity analysis and equity tables to enhance investment decisions.</li></ul>	
<b>RE 364 Real Estate Development - Endeavor Real Estate Groups Borden Dairy Redevelopment Project</b>	Spring 2023
<ul style="list-style-type: none"><li>Researched, analyzed comparables, and determined development costs.</li><li>Devised an optimal allocation plan for a multi-use site, achieving a 15% ROI over 5 years.</li><li>Presented comprehensive findings and financial analysis to the client.</li></ul>	
<b>FIN 377.1 Portfolio Analysis &amp; Management - Mcombs Trading Simulation Stock Trak Project</b>	Fall 2023
<ul style="list-style-type: none"><li>Implemented a passive investment approach. Strategically selected stocks using data analysis stratification process.</li><li>Successfully replicated SP500 performance while reducing costs and minimizing tracking error.</li></ul>	

## ADDITIONAL INFORMATION

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**Computer Skills:** Excel, VBA Excel, Word, PowerPoint, Python, SQL, R, RStudio, Canva

**Certifications:** HubSpot Digital Marketing, Inbound Marketing, Content Marketing, Email Marketing, Social Media Marketing

**Languages:** Fluent Spanish

**Interests:** REITs, Fashion Design, Photography & Videography, Positive Psychology, Gardening, Paddle boarding

# OLIVIA MUSTACHIA

omustachia@utexas.edu • (832) 805-3093 • Austin, Texas • [www.linkedin.com/in/oliviamustachia](http://www.linkedin.com/in/oliviamustachia)

## EDUCATION

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- The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Cumulative GPA: 3.38
- The University of Texas at San Antonio** Exploratory Studies Fall 2020 – Spring 2021  
Cumulative GPA: 4.00

## EXPERIENCE

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- Lionstone Investments** – *Undergraduate Rotational Intern*; Houston, Texas Summer 2023
- Analyzed sales comps, lease comps, and Excel models to underwrite multifamily and mixed-use acquisitions and developments
  - Audited asset models of two quarters to determine the primary drivers of change to in-place and projected returns in each asset
  - Updated rent rolls in Argus and ran scenarios to compare proposed terms to budgeted terms and evaluate impacts to returns
  - Performed research to present processes in which artificial intelligence can be utilized in commercial real estate industry
- Capital Commercial Investments** – *Asset Management Intern*; Austin, Texas Summer 2022
- Used Argus and Excel to reproject asset cash flows. Used other in-house Excel models to assess returns based on these reprojections
  - Read through leases, loan agreements, and limited partnership agreements to update cash flow models and other AM tools
  - Assisted in the disposition process by updating waterfall models to determine preferred return and IRR hurdles
- Annunciation Orthodox School** – *Camp Counselor*; Houston, Texas Summer 2021
- Managed classroom of ten children by leading art activities, classroom games, and reading literature in timely manner
  - Designed daily lesson plans for students to participate in, cultivating leadership and problem-solving skills
  - Implemented guidelines through communication to maintain orderly environment
- Rice University** – *Camp Counselor*; Houston, Texas Summer 2019
- Supervised and coordinated activities for 24 children in collaboration with one other counselor
  - Assisted sports instructors in mentoring camp students to produce enjoyable and safe camp experience
  - Motivated children to participate and pursue friendships and encouraged strong communication skills
  - Guided children to communicate their issues and problem solve effectively while maintaining comfortable environment

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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- University Securities Investment Team** Fall 2021 – Spring 2023  
*Analyst (Fall 2021 – Spring 2022)*
- Gained experience using DCF analysis to conduct valuation of a company through weekly workshops
- Consumer Industry Fund Analyst (Fall 2022 – Spring 2023)*
- Discussed historical and recent changes in the market to make strategic decisions
  - Gathered info on KPIs and verticals within consumer industry to learn how to obtain alpha
- Real Estate Investment Fund** – *Incoming Analyst* Spring 2023 – Fall 2023  
*Class covering REITs in spring semester and private equity real estate in fall semester*
- Cornell International Real Estate Case Competition** Fall 2022
- Selected as 1 of 17 international teams to participate
  - Built a pro forma and performed market research to deliver investment recommendation for a distressed property

## HONORS

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- University Honors – The University of Texas at Austin Fall 2022 – Spring 2023

## ADDITIONAL INFORMATION

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- Computer Skills:** MS Excel, Word, PowerPoint, Argus, R Studio, SQL, Python
- Interests:** Investment, Visual and Performing Arts, Hiking, Cooking
- Work Eligibility:** Eligible to work in the U.S. with no restrictions

# PHILIP NG

philipng@utexas.edu | 2207 Nueces St. Austin, TX 78705 | (469) 563-7789

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration | Business Honors | Finance Spring 2024  
Overall GPA: 3.72/4.00 | SAT Score: 1580/1600

## EXPERIENCES

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**Goldman Sachs – Investment Banking Summer Analyst; Dallas, TX** Summer 2023

- Liaise and discuss with IBD deal team to build pitch decks and materials supported by research via FactSet, Strats, Eikon, etc.
- Built and updated excel files for company benchmarks, industry metrics, and revenue breakdowns for pitch deck materials
- Consolidated financial data to construct charts and company profiles for industry-specific decks in Real Estate and Industrials
- Constructed and presented 25-pg pitch deck, DCF, and Comps for hypothetical M&A between VICI Properties and Churchill Downs

**LP Analyst – Private Asset Analyst Intern; Dallas, TX** Summer 2022

*Private asset management firm developing portfolio management solutions by customizing limited partner financial reporting*

- Supported senior team by aggregating private asset data and classifying portfolio companies for clients with over \$100B in AUM
- Analyzed financial statement data for client's funds invested in Private Equity, Venture Capital, and Secondaries strategies
- Assisted in the development of the firm's proprietary ESG risk analytics tool by providing sector research and verification trials

**Octavia Investments – Investment Analyst Intern; Austin, TX** Fall 2021 – Spring 2021

*Investment advisory firm offering one market index and three active portfolio strategies to generate investment returns for clientele*

- Provided revenue projection insight to investment manager through company and industry analysis for tech and real estate companies
- Consolidated historical data and evaluated company metrics to recommend a hold position on Doma Holdings (NYSE: DOMA)
- Constructed waterfall model of SmartRent Inc (NYSE: SMRT) to track revenue streams and unit development ahead of Q4 earnings

**Greenbelt Investments – Equity Research Intern; Austin, TX** Summer 2021

*Fundamental long/short investment research firm focused on identifying opportunities within TMT, financial, and consumer sectors*

- Authored one hold and two long-position write-ups for tech and consumer companies (NYSE: CPRI, CPNG; NASDAQ: PDD)
- Constructed six income statement and TAM models from filings and expert calls to formulate short-term and long-term valuations
- Incorporated cohort spend rates with new and existing customers into a waterfall analysis to support revenue projection numbers

**High Opportunity Neighborhood Partners – Operations Assistant; Dallas-Fort Worth, TX** Fall 2019 – Spring 2020

*Real estate company identifying properties in high opportunity neighborhoods to provide to Section 8 Housing Choice Voucher holders*

- Proposed and organized a back-to-school drive in partnership with the Inclusive Communities Project that collected \$1000+ in items
- Worked alongside handymen at properties to replace carpets, repaint walls, and other repairs for Section 8 home inspections

## LEADERSHIP, ORGANIZATIONS, AND SERVICE

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**Longhorn Gaming – UT Valorant Varsity Team** Fall 2023 – Present

*Selected out of 30 applicants for the final spot on the UT-endorsed Valorant 5-man roster competing in the SEC conference*

- Spent 15 hours a week scrimmaging against semi-professional and collegiate teams, VOD reviewing, and strategy formulating
- Championed the 2023 SEC Valorant League defeating the University of South Carolina, Western Kentucky, Oklahoma, and Georgia
- Made program history by breaking into the top 30 rankings after upsetting the 6<sup>th</sup> nationally ranked University of St. Thomas

**Texas Finance Team – Mentor, Senior Analyst** Fall 2020 – Present

*Student-run finance organization offering accelerated finance curriculum and personalized mentorship with \$10k investment portfolio*

- Provided bi-weekly market updates dissecting macro trends and company-specific events and effects on valuations for 30+ members
- Pitched companies in consumer retail & TMT industries through company & industry analysis, thesis generation, and DCF modeling
- Engaged in 10-week accelerated finance/accounting training covering valuation, comparable analysis, and discounted cash flows
- Presented a semester-long capstone model and presentation providing an overview, thesis and recommendation for Chewy

**Investment Banking Association – Member** Fall 2021 – Fall 2023

*Selected for 36-member investment banking mentorship program covering topics in recruiting, accounting, finance and valuation*

- Received Training in fundamental financial accounting concepts and valuation methodologies from experienced mentors in banking
- Worked with a 5-person mentee group led by senior mentor to conduct mock interviews and to follow investment banking guidance

## HONORS

- 
- University Honors Fall 2020 – Present
  - Texas Charity Pitch Finalist – 4<sup>th</sup> out of 25 Fall 2020
  - LEF Buck Family Scholarship Fall 2020
  - Academic All-American Spring 2020

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Office Suite, Basic Knowledge in R

**Languages:** Conversational Cantonese

**Interests:** PC Building, E-commerce Branding, Body Building, Fantasy Football, Basketball, Fishing, Punjabi Cuisine, Star Wars

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JONATHAN NUNEZ

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## EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Overall GPA: 3.62  
**Relative Coursework:** Intro to Real Estate Dev., Real Estate Investments, Real Estate Taxation

## EXPERIENCE

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**Nalle Custom Homes** — *Assistant Project Manager; Austin, TX* June 2019 - Present

- Coordinate with contractors, builders, and laborers accordingly to build projects on time
- Inspect homes for any needed touch ups to fix before completion
- Organize lumber and building material to maintain a clean and safe jobsite
- Monitor each home building project routinely to keep track of progress
- Update homeowners on build progression and discuss wanted changes or requests

**Lowe's Home Centers, LLC.** — *Front End Associate; Bastrop, TX* April 2020 - August 2020

- Operated cashiers and spearheaded over the customer service department to assist any customers
- Supervised over the curbside department and restructured it to reduce order drop off time by 50%
- Trained new employees in front end department and introduced employees to the company's goals and values
- Provided excellent customer service by handling customer questions and complaints with problem solving skills

**Prime Properties** — *Landscaper; Austin, TX* June 2015 - August 2017

- Constructed and remodeled fences on residential properties to add privacy and home improvement for the owners
- Maintained residential properties by mowing their yards and trimming trees to keep their aesthetic

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Hispanic Business Student Association** — *Active Member* Fall 2021 - Present

- Travel to company's headquarters, in-state or out-of-state, for tours and information

**Undergraduate Real Estate Society** — *Active Member* Fall 2023 - Present

- Network with past and current students with similar interests in the Real Estate industry
- Collaborate on workshops and receive mentoring
- Attend events and trips to tour different companies in the industry

**McCombs Real Estate Center** — *Active Member* Fall 2022 - Present

- Attend workshops and events for personal development
- Advise underclassmen on career opportunities and networking

## ACADEMIC PROJECTS

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**RE 358: Intro to Real Estate Development** — *Austin Rental Profile* Spring 2022

- Compared variation in rents of different segments in the Austin real estate market
- Developed an idea of the land rents for office spaces, multi and single-family units

## HONORS

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• University Honors (2 Semesters) Fall 2020 - Spring 2021

## ADDITIONAL INFORMATION

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**Skills:** Photoshop, MS Excel, Word, PowerPoint, RStudio, BIWS Training (in progress)

**Languages:** Fluent in Spanish

**Interests:** Architecture, Fishing, Hunting, Running, Photography, Soccer

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# Darío Peña

Austin, TX | (830) 335-0710 | dariopena2002@gmail.com

## EDUCATION

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### The University of Texas at Austin

Expected May 2024

Bachelor of Business Administration, Finance

Relevant Coursework Completed: *Managerial Accounting, Financial Accounting, Financial Management, Investment Management, Financial Analysis, Financial Risk Management, Economic Principles of Decisions, Operations Management, Management Information Systems*

Current Relevant Coursework: *Integrative Finance, Money and Capital Markets*

## WORK HISTORY

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### Deployed Services, *Security Guard*

Eagle Pass, TX June 2023-Aug 2023

- Conducted security inspections at an ICE detention center for undocumented persons, demonstrating exceptional risk assessment skills and attention to detail
- Ensured the security of a 150,000 square foot facility holding upwards of 2,000 detainees, by fostering effective communication and collaboration with a team of 25-30 individuals
- Maintained accurate records when incidents occurred, and provided law enforcement with critical information when needed

### Raising Canes, *Crew Member*

Austin, TX May 2022-Aug 2022

- Collaborated with a diverse team of 15+ members to provide high-quality and timely service to customers, approached the job with a finance view, and implemented cost-saving tools
- Improved operational efficiency with accurate predictions of customer flow based on traffic observations and market patterns, reduced food waste by up to 20% toward the end of summer
- Accurately tracked and labeled perishable food and kitchen inventory; managed register and handled cash and credit card transactions of up to \$5,000/day

### Fizz Social, *Account Associate*

Austin, TX Feb 2022-May 2022

- Worked with a group of 20 people through the initial release of the app in Austin, with the focus being a high retention rate of UT students
- Crafted hyperlocal posts to appeal to the target customer base Fizz pursued, successfully reaching 15,000 users on the app within the first three months of launch
- Boosted user engagement by crafting appealing posts, being the creator of the day's most viral post on multiple occasions

### Sonic Drive-In, *Carhop*

Eagle Pass, TX Jun 2019-Aug 2020

- Managed a personal wallet for customer transactions that held hundreds of dollars at a time, and was able to efficiently deliver food, prepare drinks, and handle payments of multiple customers
- Interpreted menu items to Spanish-speaking customers to facilitate the transaction between order and delivery, ensuring their order is taken accurately

## CAMPUS INVOLVEMENT

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Brazilian Jiu-Jitsu Club, Active Member

Jan 2021-Present

Latin Economic and Business Association, Member

Aug 2022-Present

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel, Word, PowerPoint, Basic understanding in R and Python

**Languages:** Fluent in Spanish (read, write, speak)

**Interests:** Running, Basketball, Reading

**Work Eligibility:** Eligible to work in the U.S. with no restrictions



# DALTON DOMINIC PRIEST

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713-293-2403

www.linkedin.com/in/priest25

## EDUCATION

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**Memorial High School** **Class of 2020**

**University of Texas at Austin**

**McCombs School of Business** **Class of 2024**

- Emphasis: Finance/Real Estate

**London School of Economics** **Summer 2022**

- Marketing Coursework

## EXPERIENCE

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**MVM Movers** – Austin, TX **June 2021 – August 2021**

**Employee**

- Helped coordinate residential and commercial moves of furniture and equipment
- Drafted estimates for moves and delivered them to potential clients
- Answered phone calls and provided quality customer service

**C2R Capital** – *Summer Intern*; Houston, TX **June 2023 – August 2023**

- Used sales navigator to categorize Private Lenders, Brokers, and Bankers
- Assisted in client relations and communications with different developers

## ACTIVITIES & COMMUNITY SERVICE

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**Texas Rho Social Organization** – Austin, TX **August 2021 – Present**

**Rush Captain (Summer 2021)**

- Hosted such events as hunting outings and lake cruises to introduce prospective members to our group
- Monitored the rush budget to ensure efficient use of our limited funds
- Increased demand for membership by 10 % through regular promotion of the group

**Ranch Hand** – Pearsall, TX

**Worker** **Summers 2017 – 2020**

- Lived on a ranch during the summers in high school to assist the head ranch hand
- Helped with a variety of projects including mowing, planting food plots, laying pipe, filling and maintaining protein/corn feeders

**Hurricane Harvey Relief** – Houston, TX **September 2017**

- Collected and delivered donations to centers throughout the city, including George R. Brown Convention center, where hundreds of people were displaced
- Assisted neighborhood families with the cleanup of their homes following the flooding

## ADDITIONAL INFORMATION

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- **Honors:** Gamma Beta Phi Honor Society, University of Texas National Society of College Scholars – Nominee
- **Interests:** Golf, Hunting, Traveling, Fantasy Football, College Football, Entrepreneurship
- **Notable Coursework:** Macroeconomics, Microeconomics, Statistics, Managerial Accounting, Financial Accounting, Management Information Systems, Principles of Business Management, Business Law, Marketing
- **Work Eligibility:** Eligible to work in the U.S. with no restrictions

# PAUL PULLEN

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance December 2024  
Minor: Accounting  
Overall GPA: 3.95/4.00

## EXPERIENCE

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**Q2 – Incoming Compensation Analyst Intern; Austin, TX** May 2024 - August 2024

**OHT Partners - Accounting Intern; Austin, TX** May 2023 - August 2023

*A leading builder and developer of luxury multifamily communities in Austin, Houston, Dallas, Fort Worth, and San Antonio*

- Reconciled bank statements monthly using QuickBooks to reflect the balance of 75+ projects' bank accounts
- Assisted in the management of the accounts payable process for over 500 subcontractors' invoices
- Resolved past due payment requests for 75+ projects by communicating with service providers' accounts receivable departments
- Processed utility bills by navigating providers' websites to settle current and past account balances

**Corporate Couriers and Logistics - Sales Intern; Austin, TX** May 2022 - August 2022

*Full-service provider of time-critical delivery and logistics service in Austin and throughout Central Texas*

- Corresponded with customers and drivers daily to provide timely follow-up details on delivery status
- Addressed phone calls and emails of potential new customers to provide customized rate sheets and service details
- Consulted with customers weekly to collect feedback on service received to facilitate customer relationship building

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Phi Gamma Nu Business Fraternity – Active Member, Recruitment Chair, Former Intramural Sports Chair** Spring 2022 - Present

*Professional organization at The University of Texas at Austin that emphasizes business and philanthropic responsibility*

- Coordinated recruitment process for 188 potential new members by overseeing over 250 interviews and social events
- Attend weekly chapter-wide meetings to learn about professional, philanthropic, and social opportunities
- Organized teams for intramural sand volleyball, soccer, pickleball, basketball, and flag football leagues

**Charles Schwab - Investor** Spring 2020 - Present

- Created a Charles Schwab account to invest personal savings from summer jobs during COVID-19 remote learning
- Communicate with hedge fund manager Reid Walker to receive advice about specific stocks, ETFs, and bonds to buy and sell
- Manage daily progress of portfolio by analyzing market trends and strategically adjusting investments to yield over \$4,800

**Wealth Management Student Organization - Active Member** Fall 2023 - Present

*An organization focused on eliminating entry barriers into the field of Wealth Management and Financial Planning*

- Attend weekly meetings to learn about personal finance and connect with students and professionals who share similar interests
- Collaborate with peers to develop and implement effective strategies for management of personal portfolio
- Participate in networking events and company visits to gain insights into industry practices and opportunities

**SAFE Alliance Expect Respect Program - President** Fall 2019 - Spring 2021

*A nonprofit organization that works to promote healthy relationships and prevent violence among children and teens*

- Planned and organized monthly group-wide meetings to discuss violence and abuse of school-aged children
- Facilitated campus-wide project by meeting with school administrators to sell over \$200 of SAFE's merchandise on campus
- Organized meeting with school administrators to gain approval for campus-wide sale of SAFE merchandise
- Increased membership of organization by 300% through promoting program at the school Club Fair and by word of mouth

## HONORS

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• McCombs School of Business College Scholar Spring 2023, Spring 2024

• University Honors (5 semesters) Fall 2021 - Fall 2023

• The University of Texas at Austin Chapter of Phi Kappa Phi Honor Society Spring 2024

## ADDITIONAL INFORMATION

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**Computer Skills:** Microsoft Excel, QuickBooks, Microsoft Word, Adobe Acrobat, Canva

**Certifications:** Bloomberg

**Languages:** English

**Interests:** Stock Market, Data Analytics, UT Sports, Austin FC, Tennis, Pickleball, Golf, Traveling, Entrepreneurship, Personal Finance

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# ASHLEY RICKENBACH

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance August 2021 – May 2024  
Overall GPA: 3.76

## EXPERIENCE

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**HEB** July 2020 – August 2023

*Store Operations Management Intern; Austin, Texas (May 2023 – August 2023)*

- Executed a plan to sell the target impulse item with a result of 915 units sold and a 38% gross profit over two weeks
- Utilized the Business Intelligence platform to study performance change from past to current period selling events
- Established cross-department relations to ensure proper selling event order management
- Developed strategies to encourage H-E-B app downloads to increase opportunities for search engine optimization profit

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**University Finance Association – Member** Fall 2021 – Present

- Learning from different business executives from investment banking, restructuring, and other industries
- Participating in stock watches and economic news recaps at weekly meetings to stay up-to-date on market changes

**Good Morning, Longhorns – Associate Producer and Social Media Producer** Fall 2021 – Spring 2023

- Televised national, state, and local news to live audiences utilizing research to develop scripts
- Monitored broadcasting equipment to ensure proper lighting and clear audio for live production

**Supply Chain Management Student Organization (SCMSO) – Vice President of Marketing** Fall 2022 – Spring 2023

- Maintained a social media presence by creating publicity materials
- Engaged with faculty to advertise the organization within McCombs and related courses

**Target Your Future – Distinguished Member** Spring 2022

- Engaged in weekly sessions to practice e networking and communication skills with peers and employer representatives
- Practiced interview techniques with real-time critiques to enhance professionalism

## COURSEWORK

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**Money and Capital Markets** Present

- Understanding and applying current events in the economy, stock market, bond market, monetary policy, and fiscal policy

**Valuation Finance** Present

- Learning to evaluate and finance the major investments, acquisitions, and capital expenditures of companies
- Models covered so far: Multistage Discounted Cash Flow, Capital Budgeting with Simulation and Comparables Analysis (Lever/Unlever Beta)

**Investment Management Finance** Fall 2023

- Developed an understanding of portfolio construction, emphasizing asset and security allocation to improve diversification

**Optimization Methods of Finance** Fall 2023

- Utilized Gurobi Optimization on Python to solve constrained linear and nonlinear programming problems
- Predicted exotic option performance, using current market data, through randomized simulations on Python

## HONORS

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- Texas Excellence Academic Scholarship and Award Fall 2021 – Present
  - University Honors (4 semesters) Fall 2021 – Spring 2023

## ADDITIONAL INFORMATION

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**Computer Skills:** Microsoft Word, Excel, PowerPoint, RStudio, Python, Gurobi Optimization, Canva

**Interests:** Food Blogging, Baking, Cooking, Tennis, Running, Fashion, Travel, Reading

# WILLIAM RUBY

williamruby@utexas.edu · (512) 657-2444

## EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Overall GPA: 3.87

## EXPERIENCE

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**Nixon Capital Holdings** — *Research Intern*; Austin, TX August 2022–December 2022

- Used S&P Capital IQ Pro to research and analyze company news, competitors, key stats, conference calls, and SEC filings
- Conducted stock valuations based on fundamental research and presented a buy/sell opinion of stocks to the firm

**Mandola's Italian Restaurant** — *Cashier*; Austin, TX June 2020–August 2022

- Greeted and engaged customers in conversation before taking their orders and successfully upselling menu items and merchandise
- Trained and supervised new cashiers

**NBC Sports Group** — *Spotter*; Austin, TX; Mamaroneck, NY; San Diego, CA; Boston, MA March 2016–Present

- Assigned one or more groups of PGA Tour players each day at PGA Tour tournaments like the U.S. Open
- Serve as the production's "eyes and ears" on the golf course, providing producers information essential to the success of the telecast

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Foundation Communities** — *Certified Tax Preparer*; Austin, TX February 2024–April 2024

- Prepare basic and advanced tax returns for review through the VITA Tax Help program for low-income filers in the city of Austin
- Assist in generating millions of dollars for the Austin economy through tax refunds and credits

**Wealth Management Student Organization (WMSO)** — *Member* Fall 2022–Present

- Study the fundamentals of personal wealth management and how to prepare for a career in wealth management
- Engage with wealth management companies to network and learn more about the evolving field

**Kappa Alpha Order** — *Member* Fall 2020–Present

**Investment Club** — *Founder and President* Spring 2018–Spring 2020

- Taught the fundamentals of investing through simulated trading competition, educational videos and books
- Recruited speakers from the investment industry to educate club members about the fields of private equity and investment banking

**Honors Orchestra** — *First Violin* Fall 2016–Spring 2020

- Teamed with a talented string and ensemble orchestra four days a week to play challenging musical arrangements
- Assisted and led the orchestra in winning two state championships

**Varsity Golf** — *Starter* Spring 2016–Spring 2020

- Practiced and played tournaments four days a week with team of skilled golfers
- Provided leadership to develop and improve the team over a four-year period towards two state championship appearances

## HONORS

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- University Honors Fall 2020–Present
- Senior Thesis Winner—awarded to the best thesis out of 85 seniors by a panel of judges Spring 2020
- Eagle Scout Fall 2014–Fall 2018

## ADDITIONAL INFORMATION

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**Computer Skills:** PowerPoint, Excel, CapIQ, FactSet

**Interests:** Classical Literature, Golf, Hiking, Fundamental Investment Research, Investment Books, American History

# HUGO SANDOVAL

hugosandocha@utexas.edu

2204 San Antonio St. #203 • Austin, TX 78705

## EDUCATION

---

<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Canfield Business Honors & Finance Bachelor of Arts, Government Overall GPA: 3.50	May 2024
<b>El Paso Community College</b>	Associate of Arts in Multidisciplinary Studies Overall GPA: 4.00	May 2020

## EXPERIENCE

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**Finhabits – Marketing Intern; El Paso, TX** May 2023 – July 2023

- Developed visual and technical framework for an online investment calculator to be used by 80k+ clients
- Conducted in-depth analysis on 10 fintech competitors encompassing their operational, marketing, and financial aspects
- Spearheaded research in SEM and SEO strategies that led to improved web impressions & visibility

**STTE Foundation – Project Intern; El Paso, TX** May 2023 – August 2023

- Co-led communications and logistics efforts for the 2023 LatinX EdTech Summit, bringing together an audience of over 120 educators, startups, and investors from the Southwest region
- Drafted a list of 250 prospective members and supported launch efforts for angel investor group Sun Cruces Angels

**Support Latino Business – Fellow; Austin, TX** May 2022 – September 2022

- Produced and published brand marketing & communications content across all SLB social media accounts
- Served as organizational contact for day-to-day operations and managed non-profit brand campaign deliverables
- Obtained 45 mayoral proclamations commemorating the fourth annual Support Latino Business Day of Action

**Salem Center for Policy at McCombs – Research Fellow; Austin, TX** August 2021 – May 2022

- Chosen by Salem Center directors to participate in cutting-edge public policy research through a year-long Policy Research Laboratory program at the McCombs School of Business
- Conducted an in-depth analysis of datasets containing 1,000,000+ entries to determine indicators of favorable clients for a microloans initiative in Latin America

**APC Collective – Public Relations and Public Affairs Intern; Austin, TX** June 2021 – September 2021

- Obtained over 40 mayoral proclamations commemorating the third annual Support Latino Business Day of Action
- Drafted press releases and market reports for numerous brands and consumer good companies

## LEADERSHIP AND ACTIVITIES

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**RISE (Readying Impactful Student Entrepreneurs) – President (May 2023 – Present)** September 2021 – Present

- Recruited 21 mentors from UT campus and over 60 mentees at low-income high schools in the Austin area
- Led weekly 2-hour mentorship sessions teaching business curriculum, financial literacy, entrepreneurship, and college prep
- Hosted weekly mentor and leadership meetings focused on curriculum development and organizational duties

## HONORS

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- |  |                        |
|--|------------------------|
| • Interstate Capital Corporation Endowed Scholarship Recipient | August 2020 - Present  |
| • Valedictorian of Cathedral High School 2020                  | May 2020               |
| • El Paso Community College President's List                   | August 2018 – May 2020 |

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Office Suite, RStudio, SQL, Adobe Suite, Vegas Pro, Canva

**Languages:** Fluent in Spanish

**Interests:** Cooking, Basketball, Exercise, Concerts, Travel, Piano

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

## AKASH SHAH

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### EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Minor, Premedical Sciences  
GPA: 3.72

**Advanced Skills & Coursework:** Valuation, Investments, Risk Analysis, Portfolio Diversification, Organic Chemistry, Biochemistry

### WORK EXPERIENCE

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**Chevron Capstone Project – Project Consultant** | Houston, Texas Spring 2024  
• Implemented business funding model for new hydrogen energy venture, conducting market validation & refining value proposition

**Memorial Hermann Hospital – Operations Intern** | Houston, Texas Summer 2023  
• Executed ER logistical support; enhanced supply-stocking workflow, prepared stretchers to streamline physician-patient operations  
• Focused intern communications training to efficiently facilitate navigation of 500+ patients throughout hospital system

**Kelsey Research Foundation – Research Analyst** | Houston, Texas Summer 2022  
*Partnership with Baylor College of Medicine and Alzheimer's Association, dedicated to interventional Alzheimer's prevention*  
• Orchestrated complex data collection/analysis utilizing advanced Excel proficiency to discern intervention performance distinctions  
• Constructed daily reports on 2000+ patients' lifestyle habits, facilitating data-driven decisions for interventionists and physicians

### EXTRACURRICULAR ACTIVITIES

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**Accenture North America Strategy Consulting Job Simulation Program on Forage** January 2024  
• Completed a job simulation involving a hypothetical Government client to perform optimization of the grant application process  
• Assessed a client brief and managed the most crucial project priorities and issues, prioritizing urgent vs. long-term initiatives

**Citi Markets Sales & Trading Job Simulation on Forage** January 2024  
• Performed rigorous analysis of an FOMC meeting to formulate economic projections and anticipate expected market impacts  
• Recommended potential client trades while outlining associated risks within a variable range of economic outcomes

**Unity Investment Club – Investment Analyst** | Houston, Texas June 2020 – Present  
• Formulated investment theses leveraging macro-driven analysis and capital structure/credit assessment for long portfolio  
• Managed monthly contributions exceeding \$5,000, leading to club's impressive \$1.5 million+ valuation through diversified portfolio  
• Led monthly meetings to shape investment decisions, progressing from a member to a senior contributor over four years

**UT Competitive Dance Team – Captain & Logistics/Finance Director** | Austin, Texas Summer 2020 – Present  
• Managed pivotal roles of logistics and finance, overseeing \$40,000+ budget and 20+ competition applications  
• Directed \$10,000+ of fundraising and coordinated outreach, attracting AGT and Netflix for seasonal collaborations  
• Led and mentored 30 novice dancers while imparting complex choreography for 10+ pieces, up to 60+ hours per week

### ACADEMIC PROJECTS

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**Portfolio Analysis – The University of Texas at Austin** Fall 2023  
• Assessed risk-return dynamics of various HML and SMB stock strategies with Fama-French 3-factor on HBR Pension Case  
• Performed CAPM examination of multimillion-dollar Harvard Portfolio; formed varying bond/equity weighted strategies  
• Executed financial methodologies such as future cash flow and P/E analysis to form educated predictions from intricate datasets

**F1 Austin Project Optimization Presentation – The University of Texas at Austin** Spring 2023  
• Calculated \$30 million cost of project execution: guided forecasting of \$500 million in approximate revenue projections  
• Implemented 5-fold retention plan for current fans, including AI-driven personalized communication and loyalty program perks  
• Designed new marketing strategies such as alternative ticket distribution and social media partnerships to attract younger fanbase

### ADDITIONAL INFORMATION

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**Skills:** Microsoft Office Suite, C++, R

**Languages:** Fluent in Gujarati, Conversational in Hindi and Spanish

**Interests:** Bollywood Dance, Fantasy and NFL Football, NBA Basketball, Jazz Drumming, Musical Composition (Track Mixing)

**Work Eligibility:** Eligible to work in the United States with no restrictions

# REYHAN SIVJI

1002 W 26th St, Austin, TX • reyhansivji@utexas.edu • (469) 478-0345 • <https://www.linkedin.com/in/reyhansivji>

## EDUCATION

---

<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Minor: Entrepreneurship GPA: 3.48	May 2024
<b>UTNY</b>	Curriculum: Corporate Finance	Spring 2023
<b>London School of Economics</b>	Curriculum: Finance	August 2023

## EXPERIENCE

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<b>Deutser</b> – Associate Intern; Houston, Texas	June 2023 – August 2023
<ul style="list-style-type: none"><li>Executed a successful leadership and culture training initiative for a hedge fund, resulting in a 96% employee retention rate.</li><li>Conducted scenario planning for a crude oil company, to proactively manage risks and make informed decisions in a volatile market.</li><li>Implemented strategic initiatives to optimize business processes, driving cost savings and improved performance for clients.</li></ul>	
<b>Quent Capital</b> – Analyst Intern; New York, New York	January 2023 – April 2023
<ul style="list-style-type: none"><li>Conducted in-depth financial analysis utilizing various tools such as discounted cash flow (DCF) and comparable company analysis to evaluate the financial health and potential of investment opportunities for a five-billion-dollar portfolio.</li><li>Developed and maintained financial models to forecast financial performance, valuation, and returns on potential investments.</li><li>Contributed to the preparation of investment committee presentations through conducting research and synthesizing key insights on potential investments, as well as recommending actionable investment decisions.</li></ul>	
<b>Wild Rose Capital</b> – Deal Execution Intern; London, UK (Remote)	March 2022 – June 2022
<ul style="list-style-type: none"><li>Research &amp; analyze competitors' offerings and developed investor lists and building/editing slide packs</li><li>Critiqued personal feedback to company's directors to help improve general work dynamic and efficiency</li></ul>	
<b>Payrix</b> – Sales and Marketing Analyst Intern; Atlanta, GA (Remote)	August 2021 – December 2021
<ul style="list-style-type: none"><li>Developed and presented sales/marketing CRM dashboard for embedded payments start-up summarizing current sales, forecast and various KPIs by sector for the sales and marketing team and later rolled out enterprise wide</li><li>Conducted research to enable the Board of Directors and Marketing teams with a 2021 update of the Total Addressable Market</li></ul>	

## ACADEMIC PROJECTS

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<b>FinTech Entrepreneurship Practicum</b> - Client: Ernst & Young	Fall 2021
<ul style="list-style-type: none"><li>Completed an experiential leadership practicum, working with 6 FinTech startups to develop entrepreneurial skills, and consulting with leaders in the FinTech industry at EY to obtain a first-hand practitioner's perspective on the FinTech landscape.</li></ul>	

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Longhorn Investment Team</b> – Portfolio Team	Fall 2021 - Present
<ul style="list-style-type: none"><li>Develop and present stock pitches using a variety of valuation techniques including discounted cash flow and ratio analysis</li></ul>	
<b>Kappa Sigma</b> – Rush Chair	Fall 2021 - Present
<ul style="list-style-type: none"><li>Coordinated rush activities for over 200 potential new members in the Dallas area</li></ul>	

## HONORS

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• Red McCombs School of Business Honors	January 2023
• University Leadership Network Scholarship (ULN)	Fall 2020 - Present
• Eagle Scout	November 2019
• Presidential Volunteer Service Award (presented by President Barack Obama)	January 2019

## ADDITIONAL INFORMATION

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**Computer Skills:** Excel, HubSpot/Salesforce CRM Service, R, SQL, HTML, Photoshop, Google Suite

**Certifications:** Bloomberg Market Concepts (2023), HubSpot Reporting (2021)

**Interests:** Startups, Stocks, Fantasy Football, Guitar Theory, Philosophy, Environmental Sustainability

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# FEI SONG

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance	Dec 2024
	Overall GPA: 3.85/4.0	
	Certificate, Elements of computing	Dec 2024

## INTERNSHIP EXPERIENCE

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<b>Foundation Communities</b> – <i>client liaison; Austin, U.S.</i>		Jan 2024 -- Present
<ul style="list-style-type: none"><li>• Verified required identification documents and income documents before the start of the tax preparation.</li><li>• Conducted intake interviews to complete intake interview worksheet accurately.</li></ul>		
<b>Hillhouse Academy in Renmin University of China</b> - <i>research assistant; Beijing, China</i>		Oct 2021 – Jan 2022
<ul style="list-style-type: none"><li>• Aggregated and cross-validated large datasets from online news sources to ensure data reliability.</li><li>• Solved visualizations tasks of the profitability of parking shortage social issue with Excel.</li><li>• Developed a fundraising strategy for a startup valued over \$10 million as a leader of five people team.</li></ul>		

## ACADEMIC PROJECTS

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<b>Valuation</b> - <i>Client: University of Texas at Austin</i> - Letter Grade: A	Fall	2023
<ul style="list-style-type: none"><li>• Constructed comprehensive sensitivity analyses, including scenario, breakeven, and simulation using Excel and @Risk add.</li><li>• Extracted information from financial statements and predicted firms future financial performance with DCF approach.</li></ul>		
<b>Investment Management</b> - <i>Client: University of Texas at Austin</i> - Letter Grade: A	Fall	2023
<ul style="list-style-type: none"><li>• Analyzed investment cases with knowledge of bond and financial derivative markets.</li><li>• Applied pricing models including single regression, CAPM, Fama-French five factor and Black-Scholes for investment valuation.</li></ul>		
<b>Quantitative Investment Management</b> - <i>Client: University of Texas at Austin</i>	Spring	2024
<ul style="list-style-type: none"><li>• Programmed hedge strategies in Python, focusing on a quantitative approach and backtest results.</li><li>• Stimulated hedge trading strategies, applying economic and statistical frameworks for analysis across various asset classes.</li></ul>		
<b>Rural Financial Inclusion Survey</b> - <i>Client: China Agricultural University</i> - Letter Grade:	Summer	2021
<ul style="list-style-type: none"><li>• Interviewed villagers of three villages in Liaoning about rural financial services accesses with standard questionnaires.</li><li>• Selected authentic and detailed information from respondents, enhancing the validity of the survey outcomes.</li><li>• Collated primary data with Excel, cleaning the missing values and removing abnormal data.</li></ul>		

## LEADERSHIP EXPERIENCE

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<b>Mathematical Contest in Modeling</b> - <i>Team member</i>	Spring	2021
<ul style="list-style-type: none"><li>• Modeled Python programs to further optimize global food system, increasing its stability, equity and sustainability.</li><li>• Tested the model with data of one developed and one developing country found in FAO.</li><li>• Presented findings in a visually appealing format using Microsoft Word, demonstrating communication and presentation skill.</li></ul>		
<b>Zhudinghong Business Challenge</b> - <i>Team leader</i> Winter 2020 –Spring 2021		
<ul style="list-style-type: none"><li>• Assigned roles that maximize each member's unique skill sets and specialties.</li><li>• Determined team development plan with customized team financial statements and financial indices in simulation competition.</li><li>• Cooperated with other teams for decreasing operating costs in this stimulation competition.</li></ul>		

## HONORS

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<ul style="list-style-type: none"><li>• Third-class Scholarship for academic Excellence</li></ul>	Fall	2020
<ul style="list-style-type: none"><li>• Honorable Mention, Interdisciplinary Contest in Modeling</li></ul>	Spring	2021
<ul style="list-style-type: none"><li>• Third Prize, Zhudinghong Business Challenge (4/32)</li></ul>	Spring	2021
<ul style="list-style-type: none"><li>• University Honors for outstanding scholastic performance</li></ul>	Fall	2022
<ul style="list-style-type: none"><li>• University Honors for outstanding scholastic performance</li></ul>	Spring	2023

## ADDITIONAL INFORMATION

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**Computer Skills:** Python, RStudio, Stata, Statistical Package for the Social Sciences, Excel, Power Point, Microsoft Office

**Languages:** Fluent English, native in Chinese.

**Hobbies:** hiking, kayak, reading.

**Work Eligibility:** Eligible to do internships in the U.S. within CPT; need for visa sponsorship for full-time.



# MAXWELL (MAX) SUCHOMEL

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Minor: Government  
Overall GPA: 3.94

**Relevant Coursework:** Investment Management, Valuation, Financial Analysis, Intermediate Accounting, Data Science

## EXPERIENCE

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**Auctane (a Thoma Bravo portfolio company) - Finance Analyst Intern;** Austin, TX June 2023 - August 2023

- Automated financial reporting spreadsheets in Excel to increase efficiency and strengthen data integrity
- Assisted senior financial analysts and directors in creating ad-hoc financial models for potential business opportunities
- Completed a 4-week intensive Anaplan training, building a model from scratch including headcount, revenue, and opex forecasts
- Created model to find potential fraud and errors in shipping invoices using regression, leading to multiple flags to be investigated
- Analyzed and modeled trends in 15 key performance metrics to explain forecast variances in revenue and costs

**Kumon Math and Reading Center - Teacher;** Houston, TX October 2019 - March 2020

*After-school learning center for grade-school children*

- Taught approximately 20 pre-kindergarten children writing, reading, and mathematics using individualized instruction
- Graded and offered feedback on approximately 100 students' work to help develop concrete and critical thinking skills at all ages

## PROJECTS

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**ACC 366P Accounting Practicum - Tax Return Preparer;** Austin, TX January 2023 - April 2023

*63-hour volunteer tax return preparation role at local non-profit Foundation Communities*

- Completed 15-hour IRS volunteer tax return preparation certification
- Guided approximately 50 low-income community members through tax returns to maximize refunds
- Brought thousands of dollars back into the Austin area by leveraging tax law in favor of clients

**JPMorgan Chase Virtual Experience Participant (6 Hours)** October 2022

*Open Access Asset Management Virtual Experience Program with Forage*

- Identified unique investor profiles including investment objectives, risk appetite, and restrictions
- Recommended portfolios and specific investments to two clients using quantitative fundamental analysis
- Calculated key performance indicators for two portfolios including return rate, volatility, and Sharpe Ratio
- Updated client on portfolio's performance and future outlook while recommending potential new opportunities

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Freshman Launch - Member** September 2021 - May 2022

- Created and presented various mini projects with teams using Canva and PowerPoint
- Partnered with a local small business owner to help with business strategy, including sales projections and product pitches

**Student Government Association - President, Class of 2021** September 2017 - May 2018

- Collaborated with cabinet to organize and fund both class-wide and school-wide events
- Created system of suggestions and complaints using Google Forms, gathering approximately five submissions per week

## HONORS

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- University Honors (5 Semesters) Fall 2021 - Fall 2023
- Valedictorian, Memorial High School; Houston, TX Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Word, Excel (VLOOKUP, INDEX-MATCH, SUMPRODUCT), PowerPoint, R, Canva

**Certifications:** Microsoft Office Specialist 2016

**Interests:** *Survivor*, Stocks, Politics, Psychology, Mystery Novels

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# SASHA MARI UY SUNGA

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Real Estate Track Overall GPA: 3.49	May 2024
<b>The University of Texas at San Antonio</b>	Bachelor of Business Administration, Business Studies Overall GPA: 4.0	2020 - 2021

## EXPERIENCE

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<b>Vertique Property Group</b> - <i>Acquisition and Development Analyst Intern</i> ; Austin, TX	September 2023- Present
<ul style="list-style-type: none"><li>• Conduct underwriting analysis for potential acquisition sites across the US to strategically place potential NNN clients</li><li>• Oversaw two \$10 million Greenfield developments for educational NNN clients build-to-suit projects in Alabama</li><li>• Create investor memorandum, client decks, LOI, and executive summaries for potential build-to-suit tenets all around the US</li><li>• Interpret the best comp to underwrite a potential acquisition and development sites for educational uses in San Antonio</li></ul>	
<b>Educated Analytics</b> - <i>Business Development Intern</i> ; Austin, TX	September 2023- Present
<ul style="list-style-type: none"><li>• Arrange legal paperwork and help onboarding new early education and private equity firms to our SaaS platform</li><li>• Propose new ideas to package data and sell to firms who are looking for area market study or supply and demand</li><li>• Design new marketing techniques to reach potential clients through LinkedIn, word of mouth, and website design</li></ul>	
<b>Dell Technologies</b> - <i>Inside Sales Intern</i> ; Austin, TX	June 2023 - August 2023
<ul style="list-style-type: none"><li>• Consulted with 75 customer accounts to revitalize relationships with Dell and connected 15 accounts with account executive</li><li>• Evaluated Dell's Partner Channel versus competitors and presented 3 improvements to the Vice President of the Channel</li><li>• Managed and updated CRM database daily to ensure seamless communication and coordination within the sales team</li></ul>	

## ACADEMIC PROJECTS AND RESEARCH

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<b>FIN 377.4</b> - Financial Analysis	September 2023 - Dec 2023
<ul style="list-style-type: none"><li>• Evaluating different companies' enterprise value and stock price using DCF modeling and other valuation methods</li><li>• Understanding different types of valuations, including sum of parts, EV/EBITDA multiples, P/E multiples</li></ul>	
<b>FIN 357</b> - Principles of Finance	Spring 2023
<ul style="list-style-type: none"><li>• Recommended and compared capital investments for each company to optimize the NPV while minimizing risk</li><li>• Calculated the operating cash flow, internal rate of return, change in net working capital, and assessed capital expenditures</li><li>• Examined multiple mutual funds and ETFs and determined which fund would yield the most return and how much to invest</li></ul>	

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Forty Acres Pre-Accelerator Program</b> - <i>Founder</i>	January 2021 - Dec 2021
<ul style="list-style-type: none"><li>• Defined my consumer base by developing a discovery strategy and examined my competition's competitive advantage</li></ul>	
<b>McCombs Leadership Program</b> - <i>Cohort Member</i>	January 2021 - Present
<b>UT Austin Filipino Student Association</b> - <i>Active Member</i>	Fall 2021 - Present

## HONORS

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<ul style="list-style-type: none"><li>• University Honor</li><li>• President's List</li></ul>	Fall 2021, Spring 2023 Fall 2020, Spring 2021
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## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel (Pivot tables, VLOOKUP), Word, PowerPoint, Google Slides, Google Docs, Canva, Python, R Studio

**Certifications:** Argus (In Progress), A.CRE (In Progress)

**Languages:** Basic Knowledge of Tagalog, Basic Knowledge of Spanish

**Interests:** Data Analysis, Trading, Investment Management, NBA, Traveling, Entrepreneurship, Pickleball

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# SUFAL TAJDIN

sufalt@utexas.edu • Houston, TX • \*information removed

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Bachelor of Science, Biochemistry  
Overall GPA: 3.95

## PROFESSIONAL EXPERIENCE

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**Charles Schwab** – *Finance Intern*; Houston, TX June 2023 – August 2023

- Reviewed fundamental subjects in finance and attained certification from the Securities Industry Essentials Exam
- Managed multiple projects with the purpose of creating ideas for increasing client retention and bolstering client relationships
- Shadowed financial consultants in reviewing investment opportunities and discussing them with high-net-worth clients

**Vista Private Equity** – *Financial Analyst Intern*; Houston, TX June 2022 – August 2022

- Created comprehensive financial models including discounted cash flow, accretion/dilution, comparable companies, and LBO
- Analyzed macro-industry trends using financial projections, capitalization structures and analysis at various prices
- Perform in-depth financial and operational due diligence, interacting closely with clients' executive management

### Selected Transaction Experience

- Sellside (Premier Metal Processing Business ~ \$40mm sale). Perform valuation analysis using leveraged buyout (LBO), discounted cash flow (DCF), comparable public company and precedent M&A transaction methodologies
- Conducted due diligence, worked closely with management and co-authored the Confidential Information Memorandum

**Shirin Diamond Co** – *Logistics Intern*; Houston, TX November 2021 – January 2022

- Achieved 50% reduction of delay time for product deliveries, inventory shipments and restocking of high priority inventory
- Processed daily inventory sheets of all sales, shortages, and surpluses and relayed to the salesmen to maximize profitability
- Developed reports using KPI's to distinguish and eliminate discrepancies in productive inefficiency from 8 different salesmen

**MAAZ Investments LLC** – *Real Estate Analyst Intern*; Houston, TX May 2021 – August 2021

- Managed 14 real estate locations through analysis and presented the data using MS PowerPoint and Excel
- Researched developing construction as well as offices and retail properties price changes for quarterly publications
- Performed in-depth analysis of profitability and cash flow and transferred resulting data into Tableau databases

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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**Texas Ismaili Muslim Student Association (IMSA)** – *Subcommittee Lead*; Austin, TX Fall 2021 – Present

- Managed 12 board members and evaluated productivity to encourage successful planning and execution of social events
- Reviewed and edited propositions of potential social and volunteer events across Austin, TX by subcommittee members
- Conducted biweekly meetings to create over 17 events and collaborated with other UT and A&M organizations

**Texas Venture Capital Group** – *Vice President of Finances*; Austin, TX Fall 2021 – Present

- Managed student funding through a charter bank account and invested remaining dues into liquid money market funds
- Educated members about various topics such as deal sourcing, funding, term sheet basics and portfolio management
- Provided constructive criticism for students' projects and ideas to practice more innovative learning for startups

**I-CERV of Southeast Houston** – *Co-founder, Project Manager*; Clear Lake, TX Fall 2020 – Present

- Organized activities and events weekly for 140 volunteers and encouraged exhibition of their altruism and benignity
- Raised over \$17K through fundraising and collaborated with over 7 different non-profit organizations festivals annually
- Co-designed an automated online system for volunteers to self-coordinate volunteer events in the absence of managers

**Camp Mosaic** – *National Events Manager*; Houston, TX May 2021 – August 2021

- Prioritized, planned, and published camp events such as field trips and rotation-based activities
- Interviewed over 400 applicants for the positions of coordinators, counselors and group guides
- Tasked with creating over 15 events ranging from engaging activities to functions with 500 occupants costing \$2,500

## ADDITIONAL INFORMATION

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**Computer Skills/Certifications:** MS Word, Excel, PowerPoint, Access, Adobe Acrobat, SQL, Canva, SIE

**Languages:** Fluent in Hindi, Urdu, and Gujrati, Basic Knowledge in Spanish

**Interests:** Philanthropy, Golf, Fitness, Urban Fashion, Real Estate, Poker, Superhero Enthusiast

NT

# Nathan Tan

Dedicated and result-driven college senior at the University of Texas McCombs School of Business with a major in Finance Investment Management and minor in Economics. Adept at conducting comprehensive market research, analyzing financial data, and making informed investment decisions. Proven ability to work collaboratively with excellent communication and interpersonal skills.

Seeking an entry-level position in investment management / finance to apply knowledge, analytical acumen, and passion for financial markets in contributing to the success of your organization.

## Location

16610 S Azure Mist,  
Cypress TX 77433

## Phone

(346) 368-5989

## Email

Nathantan168@gmail.com

## LinkedIn

LinkedIn.com/in/nathan-tan-  
36ab811a6

## Interests

- Violin
- Piano
- Table tennis
- Anime
- Psychology

## Experience

### May 2023 – Aug 2023

Assistant Manager | Emperor's Japanese Grill | Wichita, KS

- Collaborated with colleagues to ensure a smooth day-to-day operation
- Maintained a clean and organized environment
- Tallied daily sales and managed cash flow
- Consistently met and exceeded customer expectations

### May 2020 – Aug 2020

Intern | Petchem International Trading PTE LTD | Singapore

- Collaborated with senior traders on trading strategies, asset allocation, and risk management
- Obtained crude oil futures and commodities trading experience
- Learned to read and interpret trend indicators and market news
- Researched and provided recommendations on market trends and economic forecasts to support portfolio decisions

### Jun 2017 - Current

Manager | Personal Investment | Austin, TX

- Gain experience in trading equities, calls, puts, and commodities
- Develop portfolio mix to optimize rate of returns
- Assess performance, learn from mistakes, and strike for improvement

## Education

McCombs School of Business | Austin, TX

**May 2024** | BBA Finance – Investment Management, Economics minor

**May 2024** | Applied Statistical Modeling Certificate

Honor Roll | (Fall 2020, Spring 2021, Fall 2021, Spring 2022)

GPA | 3.6 out of 4.0 scale

## Key skills and characteristics

- Proficient in Microsoft Office (Word, PowerPoint, Excel, Outlook), Python and R (Programming language)
- Passed SIE (Securities Industry Essentials) exam – Jul 2022
- Problem solver and critical thinker
- Strong attention to detail and ability to produce high-quality work

# JOSEPHINE (JOSIE) TRENT

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Minor: Entrepreneurship Overall GPA: 3.58	May 2024
<b>International Studies Institute</b>	Florence, Italy Studies: International Business and Marketing	January – May 2023

## EXPERIENCE

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**Riverside Resources – Development & Investments Intern;** Austin, TX January 2024 – Present

- Develop presentation detailing potential development in Bluffview to outline PUD zoning and financing agreements
- Abstract lease agreements for current office and industrial tenants to formulate clear and concise term summaries
- Model rental income cash flows for industrial park in North Austin to facilitate an informed capital budgeting decision
- Research comparable properties using CoStar to estimate accurate rental rates and net income for potential deals

**Texas Capital Bank – Summer Real Estate Analyst;** Dallas, TX May 2023 – July 2023

- Utilize financial models to underwrite loan requests for various asset classes like a \$65MM industrial center in Georgia
- Analyze lending metrics calculated in cash flow models to determine debt service coverage ratios and debt yield
- Monitor progress and schedule of construction projects by visiting multifamily, office, and mixed-use sites in DFW area

**The Connect Door – Leasing Agent;** Austin, TX August 2022 – Present

- Facilitate communication between over 50 clients and 12 property managers to lease apartment and rental properties
- Educate clients and guarantors on the process of leasing properties in the area surrounding campus by leading tours
- Completed 180 hours of real estate education to hone real estate skills and complete the licensing process

## LEADERSHIP AND ACTIVITIES

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**The University of Texas Real Estate Investment Fund – Analyst;** Austin, TX August 2023 – Present

- Analyze a private equity real estate deal to invest up to \$1.5MM of the university's multimillion dollar PE fund
- Underwrite and conduct due diligence on a \$150MM debt and equity fund investing in opportunistic real estate
- Collaborate with a team of MBAs and undergraduates to research and pitch final ask to the investment committee

**Kappa Kappa Gamma** November 2021 – November 2022

*Director of Technology, Recruitment Team*

- Collaborate with a team of six women to organize Sorority Panhellenic Recruitment within the chapter
  - Manage budget of \$25K in addition to alumni donations to plan events and ensure proper allocation of funds
  - Analyze potential new member data of over 1100 women using Excel to increase chapter membership by over 15%
  - Lead workshops to educate over 175 members to use new OmegaRecruit software involved in the recruitment process
- Academic Excellence Committee Tutor*
- Develop personalized study plans for three chapter members struggling academically to increase grade point averages
  - Provide guidance and support to achieve academic goals and maintain standards set by national chapter advisors

**Undergraduate Real Estate Society – Active Member** August 2022 – Present

## HONORS

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- University Honors Fall 2020, Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** Microsoft Office Suite, CoStar, A.CRE (in progress)

**License:** Texas Real Estate Sales License, State of Texas 2022, License # 792098

**Certifications:** Wall Street Prep Excel, Accounting, and Power Point

**Interests:** Real Estate, Wake Surfing, Fitness, Traveling, Fashion, Architecture

# WARREN (CHRIS) TYLER

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Investment Management and Banking, Finance May 2024  
Additional Coursework in Wealth Management, 24 hours  
Overall GPA: 3.42

## EXPERIENCE

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**Northwestern Mutual** – *College Financial Representative*; Addison, TX May 2023 – August 2023

- Received Texas General Lines Life, Accident, Health, and HMO License to sell insurance products based on client needs
- Enhanced professional communication skills by making a minimum of 20 phone dials each day to set meetings through CRM
- Experienced entrepreneurship as a business owner by constructing an organized schedule and prospecting to find business
- Studied and researched financial planning tools and philosophies to provide accurate recommendations based on analysis

**Scooter's Coffee** – *Barista*; Rowlett, TX June 2022 – August 2022

- Recorded and prepared accurate drink and food orders based on customer requests consistently
- Contributed to serving up to 50 customers during one hour of service with team members

**Olive Garden** – *Server*; Garland, TX May 2021 – August 2021

- Utilized POS system to deliver accurate customer orders and requests for up to four tables at a time
- Established and maintained positive customer relationships to ensure an exceptional dining experience

**Strike and Reel** – *Theatre Runner*; Garland, TX January 2021 – April 2021

- Assisted in delivering food and drink orders to eight theatres, 15 bowling lanes, and dine-in seating
- Facilitated restaurant and bowling lane meal preparation to provide accurate patron orders in a timely manner

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Mu Alpha Theta** – *President (Fall 2020 – Spring 2021)* Fall 2019 – Spring 2021

- Organized and led club meetings and activities to positively impact members and tutored students
- Communicated frequently with club sponsor to elevate member productivity and effectiveness

**Garland Independent School District** Fall 2019 – Winter 2019

*Design Team Member (Fall 2019 – Winter 2019)*

- Represented the entire student body as one of 14 students elected from the school district to join leadership sessions
- Collaborated with district leaders and elected students to create a Learning Innovation Framework for GISD classrooms

*Change Agent Member (Fall 2019)*

- Cooperated with Superintendent and other elected students to cultivate a positive learning environment for GISD facilities
- Evaluated current facilities to investigate potential improvements based on student experiences and feedback

**Boy Scouts of America** Fall 2016 – Winter 2017

*Senior Patrol Leader (Fall 2016 – Spring 2017)*

- Planned and led troop meetings and activities to enhance the learning and development of members
- Mentored young men about utilizing critical thinking skills and perseverance when facing adversity

*Eagle Scout Project (Fall 2017 – Winter 2017)*

- Corresponded with Garland city management to clean waste from a vital city waterway behind Walnut Glen Academy
- Presided over troop members to delegate responsibilities and ensure all creek and park areas were cleaned thoroughly

## ADDITIONAL INFORMATION

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**Computer Skills:** CRM, Microsoft Word, Excel, PowerPoint

**Certifications:** Microsoft Office Specialist Certification for Office Word 2016 (2019)

**Interests:** Fitness, Nutrition, Fantasy Football, Golf

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JEFFREY URBAN

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## EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Red McCombs School of Business  
Overall GPA: 3.57  
University Honors (4 Semesters)

## EXPERIENCE

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**William Blair – Private Wealth Management Intern;** Chicago, IL June 2023 - Present

- Collaborated with the Consulting Services team to enhance project efficiency and presented on alternative investment strategies, showcasing a proactive approach to optimizing William Blair processes.
- Spearheaded the CAIS data reconciliation project, ensuring a seamless transition for Private Wealth Management in adherence to new FINRA regulations, demonstrating strong project management and regulatory compliance skills.
- Developed a robust professional network within the firm, acquiring practical experience in Equity Research, Investment Management, and Investment Banking, showcasing versatility and a comprehensive understanding of various finance domains.

**Advisory Research Investment Management - Operations Intern;** Chicago, IL June 2021 - August 2021

- Led the reconciliation of monthly bank statements, playing a pivotal role in the digitization of the firm's financial statements, ensuring accuracy and efficiency in financial reporting.
- Executed comprehensive channel checks and conducted impactful research on the automotive performance aftermarket, delivering key insights that informed strategic financial decisions and optimized investment opportunities.
- Engaged proactively in diverse meetings, fostering connections with colleagues through focused conversations, contributing to an informed decision-making environment within the finance team.

**Vector Marketing Corporation – Sales and Marketing Representative;** Winnetka, IL December 2019 – September 2020

- Achieved outstanding sales performance by successfully selling over \$11,000 worth of Cutco knives within a dynamic ten-week period, showcasing strong persuasion and negotiation skills.
- Proactively initiated and conducted client meetings, delivering detailed and compelling product presentations, resulting in increased client engagement and satisfaction.
- Exceeded in cold calling, actively identified, and connected with potential customers, demonstrating a proactive and results-oriented approach to expanding the customer base and driving sales growth.

**Shoreacres - Caddie;** Lake Bluff, IL July 2019 – August 2023

- Demonstrated excellence in customer service, delivering tailored recommendations and assistance to golfers, contributing to an enhanced overall experience and satisfaction for club members.
- Exemplified effective communication skills to guarantee an enjoyable and productive round of play for club members.

## ACTIVITIES

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**Texas Silver Spurs– Active Member, Selections Committee;** Austin, TX Fall 2022 - Present

- Spearheaded successful fundraising initiatives, orchestrating the annual Chili Cook-Off, and securing over \$100,000 in donations, significantly contributing to the financial success of the Neighborhood Longhorns Program.
- Engaged in weekly tutoring sessions, fostering academic improvement in elementary and middle school students, demonstrating a commitment to both education and community service.
- Managed transportation and care responsibilities for the university's mascot, Bevo, demonstrating reliability and attention to detail in a high-stress environment.

**Zeta Beta Tau– Active Member; Secretary;** Austin, TX Fall 2021 - Present

- Orchestrated the organization's outreach strategy, leveraging alumni networks to create opportunities for internships, fundraisers, and other financial ventures, showcasing proactive engagement in building valuable connections.
- Collaborated with the executive board to ensure efficient communication and transparency within the organization.

## ADDITIONAL INFORMATION

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**Computer Skills:** Excel, R, Word, PowerPoint, Canva

**Languages:** English, Conversational in Spanish

**Interests:** Baseball Analytics, Fly Fishing, Reading, Arsenal, Golf, Concerts

# SELENA VILLA

villaselena812@utexas.edu • (956) 312-2361 • <http://linkedin.com/in/selenavilla>

## EDUCATION

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**The University of Texas at Austin** – Austin, TX

**Bachelor of Business Administration in Finance, Investment Management**

**May 2024**

- Minor: Wealth Management
- Overall GPA: 3.5
- Honors: Dell Scholar, HSF Scholar, McCombs Success Scholar
- Relevant Coursework: Investment Management, Portfolio Analysis and Management, Money and Capital Markets, Financial Planning, Integrative Finance, Corporate Finance, International Finance, Business Law and Ethics, Operations Management, Financial Accounting, Managerial Accounting, Intermediate Accounting, Taxation, Risk Management

## EXPERIENCE

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**Goldman, Sachs & Co.** – Dallas, TX

**June 2023 - August 2023**

**Asset & Wealth Management Summer Analyst (Ayco Financial Wellness)**

- Observed Ayco coaches deliver financial planning to more than 1.6M employees from 82 distinctive corporate accounts.
- Completed process optimization, performance metrics, financial modeling enhancement, and cross functional projects.
- Underwent daily financial planning trainings in areas like tax, investment, retirement, cash flow, risk, and estate planning.
- Examined investment strategies and market activity to supplement Ayco coaches in better achieving client financial goals.
- Extensively employed eMoney to refresh client profiles and generate essential financial reports for coach-client calls.

**The University of Texas at Austin** – Austin, TX

**January 2024 - Present**

**Grader for the Department of Information, Risk, and Operations Management**

- Analyzed and graded student assignments using quantitative metrics, ensuring accuracy and consistency in assessment.
- Maintained detailed records of student performance data, utilizing statistical analysis to identify trends and patterns.
- Collaborated with faculty to develop and refine grading rubrics, enhancing the objectivity and reliability of assessments.

**Ruffalo Noel Levitz** – Austin, TX

**May 2022 - June 2022**

**Student Engagement Ambassador**

- Communicated with 50 alumni on average daily by effectively utilizing secure software and call management systems.
- Verified more than 700 alumni names, addresses, and employer information to fully update UT Austin alumni records.
- Adhered to company values to better assist alumni and built rapport resulting in pledges of over \$1500 for UT Austin.

## PROFESSIONAL ORGANIZATIONS

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**Volunteer Income Tax Assistance Program** – Los Fresnos, TX

**October 2019 - March 2020**

**Tax Volunteer**

- Aided low-income families by offering free tax preparation services, yielding average savings of \$300 per family.
- Tactically prepared returns for four bilingual families twice a week, yielding a 75% increase in participant retention rates.

**Women in Wall Street for McCombs** – Austin, TX

**August 2021 - February 2022**

**Member**

- Participated in weekly sessions fostering professional growth through discussions on networking and career advice.
- Initiated relations with five female alumni in New York, extracting valuable insights that guided pivotal career decisions.

## ADDITIONAL

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- **Technical Skills:** Excel, PowerPoint, Word, RStudio, SQL, Tableau, GitHub, MATLAB, VBA, Bloomberg, Morningstar
- **Interests:** Indoor Cycling, Cinema, Formula 1, Gaming, Investing, Dancing, Food, Goldfish Anatomy
- **Licenses:** Studying for the SIE exam and interested in completing required Series exams.
- **Language Fluency:** Spanish (native), Italian (beginner)
- **Work Eligibility:** Eligible to work in the U.S. with no restrictions.



# KEVIN WANG

kevinwang24@utexas.edu | (512) 992-5445 | linkedin.com/in/kevinwang24/

## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration   Canfield Business Honors, Finance Certificate in Elements of Computing Overall GPA: 3.75/4.00   SAT: 1560/1600	Spring 2024
<b>The University of Edinburgh</b>	BBA Semester Exchange Program in Edinburgh, Scotland	Spring 2023

## WORK EXPERIENCE

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**Rothschild & Co** – *Investment Banking Summer Analyst*; New York, NY Summer 2023  
*Leading global advisory firm with M&A and strategic advisory, debt advisory and restructuring, and equity advisory services*

- Constructed situation overviews and capitalization tables for 15+ companies within healthcare, tech, and consumer distressed watchlists
- Conducted preliminary analysis of sponsor's portfolio companies to identify potential distress and liability management solutions
- Modeled liquidity projections and waterfall recoveries for radiology company using filings, credit agreements, and research reports

**Vista Equity Partners** – *Summer and Fall Research Intern*; Austin, TX Summer 2022 – Fall 2022  
*Private investment firm with \$95B+ AUM focused on leveraged buyouts in the enterprise software industry*

- Presented 4 industry-specific reports on target software markets and sourced 100+ investment opportunities for co-heads and VPs
- Crafted biweekly market research reports highlighting private market activity, PE peer performance, and cybersecurity trends
- Assisted Endeavor Fund international sourcing efforts by evaluating 300+ European prospects based on key investment criteria
- Enhanced data-driven fundraising visibility on the universe of institutional investors by increasing LP Pitchbook coverage to 90%+

**Momentum Cyber** – *Investment Banking Fall Intern*; Austin, TX Fall 2021  
*Cybersecurity-focused M&A and strategic advisory boutique with 30+ total serviced deals in large middle-market space*

- Provided cybersecurity market coverage through Quarterly Market Reviews and Monthly Snapshots to be published for 13K+ readers
- Collaborated with Senior Analyst to research transaction profiles and prominent cyberattacks to understand cybersecurity landscape
- Created 5+ Spotlight Profiles on new cybersecurity companies and formatted key information into presentable, comprehensive slides
- Analyzed revenue growth and operating profitability for large public cybersecurity companies to determine main valuation drivers

**Saddle Capital** – *Investment Summer Intern*; Houston, TX Summer 2021  
*Search firm focused on lower-middle market B2B companies with target size between \$300K - \$7M in EBITDA*

- Sourced for contact information of key executives of 350+ companies weekly to identify and research potential acquisition targets
- Scheduled 30+ monthly national networking events to create a pipeline of industry leaders and converse with 100+ potential clients

**The University of Texas at Austin** – *Undergraduate Research Assistant*; Austin, TX Spring 2021  
*Research for Professor Jarvenpaa in Information, Risk, and Operations Management Department in University of Texas at Austin*

- Researched financial and operating implications of COVID-19 on multisided digital platforms to determine the effect on consumers
- Collaborated with team members to analyze 100+ industry press releases to note key managerial decisions for research database

## LEADERSHIP EXPERIENCE

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**Wall Street for McCombs Leadership Program** – *Mentorship Committee*; Austin, TX Fall 2021 – Present  
• Selected for highly competitive, Dean-sponsored program focused on investment banking training and coaching  
• Trained in valuation and corporate finance topics including public comparable, DCF analyses, LBO models, and others

**University Securities Investment Team** – *Strategic Capital Group, Intramural Sports Director*; Austin, TX Fall 2020 – Present  
• Selected as one of 23 Portfolio Managers to assist in actively managing a student-run \$60K+ long/short equity investment portfolio  
• Pitched a short on (NYSE: RH) based on low brand loyalty, unrealistic growth expectations, and failure to become “lifestyle brand”

**Titans of Investing (UT12)** – *Investments Team*; Austin, TX Fall 2023  
• Selected among 26 students for lectures about investment strategy and other skills taught by Britt Harris and weekly guest speakers

**Texas Equity Group** – *Academic Director, Portfolio Manager*; Austin, TX Spring 2021 – Present  
• Managed \$18K+ all stock portfolio by assigning weekly market updates and leading portfolio review discussions for 35+ members  
• Educated 10+ members on the fundamentals of accounting, finance, and investing on a weekly basis and discussed recent market events

## HONORS

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- **Point72 Texas Stock Pitch Competition** – 3<sup>rd</sup> Place (Out of 25 Teams) Spring 2022
  - **Dr. Peter T. Flawn Endowed Presidential Scholarship** – \$3K Annual McCombs Scholarship Spring 2022
  - **Gregory E. Lucia Tejas Scholarship** – \$1K Annual Scholarship for Tejas Club Members Spring 2023
  - **J. Ludwig Mosle Memorial Scholarship** – \$2.5K Annual McCombs Scholarship Fall 2023

## ADDITIONAL

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**Computer Skills:** Microsoft Office, Bloomberg Terminal, PitchBook, Reorg, Markit, Debtwire, S&P Capital IQ, Preqin, Python  
**Interests:** Pickleball Coaching, Marathon Training, Psychology Books, Traveling, Padel, Spikeball, Overnight Oats, Tejas Club

# Michael Wentworth

812 W 23rd St Apt 1502 Austin, TX 78705 | (781) 999-4377 | mwentworth@utexas.edu

## Education

### University of Texas at Austin – Red McCombs School of Business

Austin, TX

Bachelor of Business Administration - Expected Graduation Spring 2024

August 2021-Present

- Cumulative GPA: 3.98 /4.00
- Major: Finance

### University of Minnesota – Curtis L. Carlson School of Management

Minneapolis, MN

Bachelor of Science in Business

September 2020-May 2021

- Cumulative GPA: 4.00 /4.00
- Double Major: Finance and International Business

## Intern Experience

### Crédit Agricole Corporate and Investment Bank

New York, NY

Global Investment Banking Intern (ECM & M&A Team)

June 2023-August 2023

- Utilized FactSet, PitchBook, CapitalIQ, Refinitiv, Mergrmarket, and the firm's CRM system, to streamline research & outreach
- Assisted in the preparation of pitch books, market updates, and case studies across all industries for senior bankers and clients
- Sell-side financial advisory to a ~\$2bn European-based renewable power company on the sale of 2 renewable energy assets
- Supported development of pitch and marketing materials for IPO of European company with \$8bn valuation

### RCG LLC.

Somerville, MA

Investment Team Analyst

May 2022-August 2022

- Assisted in deal origination and investment analysis for properties in the \$2-15 million range
- Completed a comprehensive environmental analysis on RCG's current property portfolio to ensure compliance with new net-zero carbon legislature and created a framework for analyzing future investments
- Worked with RCG's owners and principals to invest the company's current investment fund into property holdings

### RCG LLC.

Somerville, MA

Summer Leasing Intern

June 2021-August 2021

- Brought potential customers on apartment showings to educate them on the over 200 apartments RCG manages in the Greater Boston Area
- Helped to create new template system to standardize and streamline company email responses about apartments
- Worked with existing clients via phone and email to maintain good relationships and rent apartments to new customers

### Terrafugia Inc.

Woburn, MA

Summer Intern

July 2020-September 2020

- Overhauled the company part ordering spreadsheet system to increase organization and decrease company spending by implementing a system that drew prices from multiple suppliers
- Authored three new assembly shop procedure books to streamline new employee training

## Volunteer Experience

### Project Advance Austin

Austin, TX

Project Manager

April 2022-May 2023

- Attended a summer leadership training course through the UT Office of Leadership Education & Development
- Led a team that designed, researched, and enacted a year-long fundraising project to aid local nonprofit SAGE Studio

## Activities

UT Austin Men's Club Volleyball | President

April 2022-Present

UT Austin Securities Investment Team | Analyst Group Member

October 2021-Present

## Honors, Eligibility and Interests

**Honors:** Herbert F. Poyner, Jr. Endowed Presidential Scholarship in Business, University Honors all semesters

**Awards:** Boy Scouts of America Eagle Scout

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

**Interests:** Volleyball, skiing, Boston sports, cooking, and travel

# KATHERINE WHELEN

katherinewhelen@gmail.com • (832) 857-4042

## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance May 2024  
Minor: Real Estate  
Overall GPA: 3.62

## EXPERIENCE

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**C1 Development** – *Development Intern*; Austin, TX May 2023 – August 2023

- Created a heat map to show average multifamily rents in Texas submarkets using Tableau software
- Completed market studies for potential multifamily and student housing developments including demographics, comparable properties, and upcoming projects
- Performed cost of homeownership analyses in areas for potential development
- Underwrote deals using a development model to determine feasibility of projects
- Researched development incentives for affordable housing in a county in Maryland to guide underwriting

**The Signorelli Company** – *Commercial Development Intern*; Woodlands, TX May 2022 – August 2022

- Researched and compiled comparable analysis of commercial properties in North Houston and multi-family properties in the Bastrop and Dallas/Fort Worth areas to help gauge pricing in areas of interest
- Evaluated potential uses for retail spaces and searched for tenants that fit criteria to fill vacant spaces
- Compiled information and prepared PowerPoint for a 2-day meeting with a team of architects hired to design a new entertainment district at an existing Signorelli development
- Enhanced map of 240-acre retail development, color coding occupancy status and updating lease dates

**The Signorelli Company** – *Marketing Intern*; Woodlands, TX December 2021 – January 2022

- Managed Instagram account for company's rental division and curated bi-weekly posts
- Wrote blog posts for an upscale apartment complex's website to increase search engine optimization
- Organized data from Google Analytics, including traffic and keywords, for effective tracking of web activity
- Added new housing inventory in the Greater Houston area to a multiple listing service
- Edited marketing collateral in Adobe InDesign and Illustrator, including site maps and newsletters

**The Signorelli Company** – *Land Intern*; Woodlands, TX May 2021 – August 2021

- Conducted due diligence research on tracts of land (e.g., elevation, water supply, schools, acreage)
- Presented research finding on tract of land in Liberty County to acquisition team to guide investment decisions
- Examined Signorelli residential developments and reported on completion progress of houses
- Sent over 500 letters to landowners whose property met desired characteristics to gauge interest in selling

**Wilbow Corporation** – *Summer Intern*; Woodlands, TX May 2019 – August 2019

- Compiled data and generated tables pertaining to residential developments in targeted areas of interest
- Shadowed land development, construction, public finance, and public law professionals in their daily activities (e.g., observed MUD district meetings, environmental sampling of wetlands, building site inspections)

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Phi Gamma Nu Professional Fraternity** - *Active Member* Spring 2022 – Present  
**Delta Gamma Sorority** - *Active Member* Fall 2020 – Present

## ADDITIONAL INFORMATION

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**Computer Skills:** InDesign, Illustrator, Photoshop, MS Excel, Word, PowerPoint, A.CRE (in progress)

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# SAMARA (MARA) WILLIAMS

samarawilli12@utexas.edu • LinkedIn.com/in/samaradwilliams

## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Finance Minor: Accounting	May 2024
<b>The Athens Centre</b>	Finance Maymester in Athens, Greece	May 2022
<b>Navarro College</b>	Associate of Science, Magna Cum Laude	May 2020

## EXPERIENCE

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**HEB – Personal Shopper; Austin, TX** April 2023 – Present

- Use mobile application to efficiently process orders and communicate with online order customers in real-time
- Provide exceptional customer service by addressing product inquiries, assisting with product location, and helping customers as needed
- Comply with all federal, state, and company regulations to ensure adherence to strict standards for product freshness, food safety, and sanitation

**Shalom Austin/JCamps – Tennis Camp Counselor; Austin, TX** May 2023 – July 2023

- Engaged with children of diverse ages, backgrounds, and skill levels, honing communication and interpersonal skills
- Led and coached group activities, fostering teamwork and leadership abilities in a dynamic camp environment

**Oracle – Content Marketing Intern; Austin, TX** June 2022 – August 2022

- Crafted engaging virtual training presentations for over 25 members of Oracle’s analyst relations team
- Edited and uploaded over 80 approved images for Oracle’s analyst portal, Analyst Connect, enhancing visual content
- Managed and edited content for two monthly newsletter campaigns, ensuring timely and engaging content delivery
- Contributed weekly to a marketing campaign to increase analyst registration, monitoring registration status and participation
- Utilized company systems to perform project work (Wrike, OraDocs, SecureSites, MyOracle, and Oracle Media Manager)

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Foundation Communities – Client Liaison/Tax Preparer** Spring 2023

- Contributed over 60 volunteer hours at a local tax center subsequent to IRS training and advanced certification, adeptly preparing and filing more than 40 tax returns for the 2022 tax year

**Sustainability & Futurism Immersion: Dubai & Abu Dhabi - Participant** Spring Break 2022

- Engaged in immersive experiences including visits to the World Expo, Sheik Zayed Grand Mosque, Sheik Mohammed Centre for Cultural Understanding, and other significant sites
- Spearheaded a successful crowdfunding campaign, securing over \$1K to offset program expenses

## HONORS

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- James L. Collins Scholarship Recipient Fall 2020 – Present
- Corsicana High School Valedictorian June 2020

## ADDITIONAL INFORMATION

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**Computer Skills:** RStudio (basic knowledge), MS Office, Python (basic knowledge)

**Interests:** Gardening, International Cuisine, True Crime, Graphic Design

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# J. PIERCE WINSLOW

john.pierce.winslow@utexas.edu | (214) 773-6067 | <https://www.linkedin.com/in/j-pierce-winslow/>

## EDUCATION

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<b>University of Texas at Austin</b>	Bachelor of Business Administration, Real Estate Finance Minor: Management Information Systems Overall GPA: 3.60	May 2024
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## EXPERIENCE

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<b>McCombs Real Estate Investment Fund</b> – <i>Undergraduate Analyst</i> ; Austin, TX	January 2023 – December 2023
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- Multi-million-dollar public-private investment fund teaching underwriting, closing, and asset management and reporting
- Performed NAV and DCF analysis on SFR REITs and recommended long/short positions using the pairs trading model
- Engaged in year-long research with MBAs on a variety of asset classes providing analysis for \$10MM REIT and REPE portfolio
- Presented REIT pairs analysis and REPE investment recommendations to the fund's investment committee and board of directors

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<b>ACORE Capital</b> – <i>Asset Management Summer Analyst</i> ; Dallas, TX	June 2023 – August 2023
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- Assisted in the management of portfolio of 200+ transitional commercial real estate loans ranging from \$60MM-\$200MM
- Contributed to quarterly lender calls and investor asset review meetings surrounding distressed loans
- Conducted market research and ongoing surveillance of structured loans, preparing reports and complex tracker models
- Built transfer tax tracker highlighting each states' rate and exemption status in the various types of foreclosure proceedings

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<b>Pecan Grove Farms</b> – <i>Corporate Development Intern</i> ; Dallas, TX	May 2022 – August 2022
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- Led \$10M+ capital raise effort through equity crowdfunding, leaving the firm with a platform to raise multiple rounds of capital
- Created ESG strategy, framework, and short-term implementation timeline, presented all in various forms of deliverables

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<b>Satori Capital</b> – <i>Intern</i> ; Fort Worth, TX	June 2021 – July 2021
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- Performed in-depth analysis of 15+ companies and pitched three investment opportunities for new alpha investment platform
- Completed private equity, investor experience, and networking training taught by Satori team members in their respective fields
- Selected by Satori team to attend Stagan Leadership Academy workshop – taught communication and leadership skills

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>PGIM Real Estate &amp; Trademark Property Company</b> – <i>Sustainability Consultant</i> ; Austin, TX	August 2022 – April 2023
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- Selected as a consultant in association with the Longhorn Impact Fellowship at Texas (LIFT) for two consecutive semesters
- Researched the development cycle of multifamily properties and identified sustainable methods to reduce carbon embodiment
- Created financial model to derive multifamily property value using sustainable construction methods and materials
- Collaborated with team to deliver 6 green feature recommendations in 30-page whitepaper and final presentation

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<b>Kappa Alpha Order</b> – <i>Secretary (Third Ranking Officer)</i>	January 2023 – December 2023
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- Responsible for administration of chapter meetings and dissemination of essential information, working alongside president
  - Launched an academic committee to facilitate academic mentorship between members and the awarding of scholarships
  - Created and maintain LinkedIn group to facilitate networking opportunities for members through extensive alumni network
- Public Relations Chair* (January 2022 – December 2022)
- Drove awareness of philanthropy projects and house updates in representing chapter through maintenance of social media sites
- Recruitment Captain* (December 2020 – September 2022)
- Managed a six-figure budget to coordinate and facilitate recruitment events, ultimately recruiting 60+ top talent individuals

## HONORS AND AWARDS

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- |   |   |
|---|---|
| • University Honors (5 semesters)               | Fall 2020, Spring 2021, Spring 2022, Spring 2023, Fall 2023 |
| • McCombs Real Estate Student Fellow            | 2023  |
| • International Baccalaureate Diploma Recipient | 2020  |
| • Eagle Scout Award, Philmont Trek              | 2018  |

## ADDITIONAL INFORMATION

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**Certifications:** A.CRE Accelerator Certificate of Completion, ARGUS Enterprise (In Progress)

**Study Abroad Programs:** Marketing in Berlin (May 2023), Finance Policy in Washington D.C. (May 2022)

**Computer Skills:** CoStar, Microsoft Excel, Microsoft PowerPoint, R Studio, Tableau, SQL, Python

**Interests:** Architecture, Backpacking, Country and Rock Music, Golf, Guitar, Movie Ranking, Tennis

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# **Undergraduate – Internship**

# TEJAS BANSAL

tejasbansal@utexas.edu | (469) 642-9988 | linkedin.com/in/bansaltejas

## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration   Finance Minor   Management Information Systems Certificate   Elements of Computing GPA: 3.76/4.00   SAT: 1590/1600	May 2025
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## WORK EXPERIENCE

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<b>NewGen Strategies &amp; Solutions</b> – <i>Financial Consultant Intern</i> ; Richardson, TX	May 2023 – August 2023
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*Public utilities advisory firm serving municipalities nationally on energy, solid waste, and water/wastewater management*

- Spearheaded stormwater advisory initiative, compiling 70+ municipalities' data into a comprehensive industry-leading report
- Optimized financial models, reducing costs for 3 clients while maintaining debt coverage in water and wastewater projects
- Interfaced with clients to align project and rate objectives with \$1-3M capital improvement plans over varying time horizons
- Completed ad hoc analyses for clients, including operational improvements, organizational analysis, and budget forecasting

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<b>Deer Point Partners</b> – <i>Private Equity Intern</i> ; Dallas, TX	May 2022 – August 2022
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*Investment vehicle seeking to acquire and operate high-growth SaaS companies in healthcare, education, and related industries*

- Analyzed corporate structure and operations of 200+ companies with \$2-5M EBITDA to narrow list of acquisition targets
- Conducted industry research into value-based care and care-coordination to find opportunities for investment and growth
- Modeled finances of companies in the emergency dispatch industry to project profitability, helping facilitate three LOIs
- Dissected historic case study of potential cooperation between Boeing and Airbus on an entirely new class of aircraft (VLCT)

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<b>HITRUST</b> – <i>Product Management Intern</i> ; Frisco, TX	May 2022 – August 2022
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*Certification agency providing risk-based approaches to organizational security via integrated frameworks and compliance*

- Facilitated daily stand-ups, backlog refinements, and PI planning according to Agile methodologies over five sprints
- Distilled initiatives into 25 user stories, established clear acceptance criteria, and rewrote automated tests according to BDD
- Leveraged business intelligence software to gain further insight into performance metrics and make data-driven decisions
- Conducted industry research, comparing 14 competitors' features & pricing structures to advise marketing and development

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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<b>Sustainability Investment Group</b> – <i>Senior Analyst</i>	September 2021 – Present
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- Selected as one of 11 freshmen to analyze sustainability literature, impact investing, ESG initiatives, and fundamental finance
- Assessed Dow Chemical's ESG and finance operations to ultimately propose steam cracking for sustainable expansion
- Pitched LONG: VWDY based on thesis of increased modularization, launch of component marketplace, and data acquisition

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<b>Texas Stock Team</b> – <i>Senior Analyst</i>	September 2021 – Present
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- Selected as one of 8 freshmen to participate in rigorous finance curriculum and contribute to a long-short equity portfolio
- Learned fundamental finance, financial modeling skills, valuation techniques, and industry trends during weekly meetings
- Write biweekly updates on markets, current events, and business developments distributed to 75+ club members and alumni
- Pitched LONG: CVS based on thesis of increased ARR, accessible and personalized healthcare, and stronger virtual presence

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<b>Texas Talaash</b> (Competitive Bollywood Fusion Dance Team) – <i>Captain</i>	September 2021 – Present
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- Tabulated a \$30,000+ budget and coordinated fundraising, outreach, and all logistics to compete at U.S. national competitions
- Directed a 35-member team to produce dance performances while choreographing and teaching members dance routines
- Advanced to DDN LEGENDS National Competition in back-to-back years (top nine teams in the U.S.), a university record

## HONORS

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• USIT Analyst Group Stock Pitch – <i>3<sup>rd</sup> Place</i>	February 2022
• NDC National Dance Competition – <i>1<sup>st</sup> Place</i>	March 2024
• LEGENDS National Dance Rankings – <i>2<sup>nd</sup> Place</i>	April 2022
• Eagle Scout	October 2020

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Word/Excel/PowerPoint, Python, R, SQL, Google Suite, Bloomberg Terminal, FactSet, Tableau, Java  
**Languages:** Hindi (Fluent)

**Interests:** Dancing, International Relations, Lo-Fi, Podcasts, Ramen, Rock Climbing, Sustainability, Technology, Volleyball

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# Chase Jankoski

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## EDUCATION

---

**The University of Texas at Austin** Bachelor of Business Administration, Finance Fall 2024  
Overall GPA: 3.87

**Instituto Cervantes, Salvador, Brazil** Brazilian Portuguese Accelerated & Studies in Brazilian Culture Summer 2022

## EXPERIENCE

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**University of Texas at Austin - Student Technician; Austin, Texas** October 2023 - Present

- Support the Building Optimization Team, contributing to retro-commissioning initiatives through building system assessments
- Monitor Building Automation Systems and alarms, aiding in mechanical system control for temperature and energy efficiency
- Assist in the oversight of Critical Area Response Systems crucial for safeguarding University research

**University of Hawaii at Manoa - Technology Innovation Center Intern; Honolulu, Hawaii** July 2023 - August 2023

- Leveraged AI in conjunction with H5P software to devise branching scenarios tailored for the acquisition of critical languages
- Researched second language pragmatics and technology's synergy for enhancing language learning tools on the Flagship app

**Johnson Controls Inc. - BEST Sales Engineer Intern; Austin, Texas** May 2023 - July 2023

- Examined mechanical plans to design proposals using Solution Navigator for cutting edge HVAC systems ranging from \$100k to \$1M
- Developed specification cards for Metasys and York products, enhancing Basis of Design selection on projects
- Collaborated with cross-functional teams including, engineering, project management, and installation, for project completion

**Alamo Automation - Low-Voltage Installation Helper; New Braunfels, Texas** May 2020 - August 2022

- Led a six-person team to install wire and controllers for HVAC installation contracts across five entire school districts
- Analyzed complex wire diagrams for ten different 24-volt controller models to effectively terminate communication wire

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Texas Trophy Hunters Association (TTHA) - Treasurer (founding member)** Spring 2023 - Present

- Ensure sound fiscal management for the 60-person organization to maintain future operations
- Promote wildlife conservation and ethical hunting practices to preserve the strong hunting heritage of Texas

**Portuguese Flagship Program - Member** Spring 2022 - Present

- Consult with a tutor weekly to enhance proficiency in Brazilian Portuguese and gain in-depth knowledge of Brazilian culture
- Act as a US Culture Consultant for the English Language Center to inform native Brazilians about American traditions

**Project Global Officer - Student** Summer 2022

- Selected from a highly competitive pool of 1,000+ applicants to participate in an 8-week study abroad in Salvador, Brazil
- Attended 6 hours of Brazilian Portuguese class daily and explored on the weekends to experience genuine Brazilian culture

## HONORS

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- The Herbert and Johanna Liebscher Foundation Endowed Scholarship Fund Fall 2023
- Benson Latin American Collection Student Photo Finalist Spring 2023
- Hispanic Scholarship Fund - Scholar Fall 2021 - Spring 2023
- University Honors (5 Semesters) Fall 2021 - Fall 2023

## ADDITIONAL INFORMATION

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**Computer Skills:** R, MS Excel, MS Word, PowerPoint, EcoStruxture

**Languages:** Conversational Knowledge in Portuguese, Basic Knowledge in Spanish

**Interests:** Turkey Hunting, Ranch Management, Fishing, Cooking

**Work Eligibility:** Eligible to work in the U.S. with no restrictions



# MARVIN KNOBLOCH

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+1 (737) 207-2036 | Marvin.Knobloch@chello.at | Austrian

## EDUCATION

<b>THE UNIVERSITY OF TEXAS AT AUSTIN</b> BBA exchange student at McCombs School of Business	<i>AUSTIN, USA</i> 01/2024 – 05/2024*
<b>VIENNA UNIVERSITY OF ECONOMICS AND BUSINESS</b> B.Sc. in Business and Economics <ul style="list-style-type: none"><li>Major: Finance &amp; International Business</li><li>Fully English-taught program</li><li>Top 1% in entrance exam out of 2400 people (best 240 have been admitted)</li><li>Current GPA: 1.79/5.0; with 1.0 being best</li><li>Bachelor's Thesis: "A systematic literature review on the role of green finance for institutional investors: A focus on Environmental, Social and Governance (ESG) Factors." (Graded: Excellent)</li></ul>	<i>VIENNA, AUT</i> 10/2021 – 05/2024*
<b>EF LANGUAGE SCHOOL</b> EF Study Abroad Program <ul style="list-style-type: none"><li>Attended language courses and business classes</li><li>Focus on developing expertise in the delivery techniques essential for effective business presentations</li></ul>	<i>NEW YORK, USA</i> 08/2022 – 09/2022
<b>DIEFENBACHGYMNASIUM</b> Allgemeine Hochschulreife, Austrian A-Level Equivalent <ul style="list-style-type: none"><li>Advanced courses: Mathematics &amp; Computer Science</li><li>Graduation with distinction (GPA:1.14/5.0; with 1.0 being best)</li><li>Part of the soccer and basketball team</li></ul>	<i>VIENNA, AUT</i> 09/2012 – 06/2020

## WORK EXPERIENCE

<b>ERNST &amp; YOUNG GMBH</b> Banking and Financial Services Consulting Intern <ul style="list-style-type: none"><li>Worked on projects with major European banks on ESG issues, wealth management strategies, cryptocurrency implementation and country branch closures</li><li>Independently made the weekly wind-down reporting for the board of directors of a major global bank</li><li>Researched and presented a bi-weekly market update to our team</li></ul>	<i>VIENNA, AUT</i> 09/2023 – 12/2023
<b>RSM AUSTRIA GMBH</b> Working Student in the Tax Department <ul style="list-style-type: none"><li>Supported the preparation of annual financial statements and tax returns</li><li>Participated in C-level management interviews</li></ul>	<i>VIENNA, AUT</i> 10/2022 – 06/2023
<b>AUSTRIAN ARMED FORCES</b> Basic Military Service <ul style="list-style-type: none"><li>Office tasks: worked with excel, documented the fitness of the conscripts for the military service, as well as directory assistance on issues concerning military conscription</li></ul>	<i>VIENNA, AUT</i> 01/2022 – 07/2022

## EXTRACURRICULAR ACTIVITIES

<b>UNIVERSITY FINANCE ASSOCIATION</b> Active Member <ul style="list-style-type: none"><li>Attending workshops of corporate partners (e.g. McKinsey, Bank of America, Goldman Sachs)</li><li>Applying fundamental financial analysis skills in small investment team settings</li></ul>	<i>AUSTIN, USA</i> 01/2024 – present
<b>PARISH MARIA LOURDES</b> Treasurer <ul style="list-style-type: none"><li>Preparing, monitoring and managing budget allocations</li><li>Maintaining accurate financial records and making forecasts</li></ul>	<i>VIENNA, AUT</i> 09/2020 – present
<b>FUBBALLVEREIN ASV 13</b> Soccer Player and Volunteer Youth Coach <ul style="list-style-type: none"><li>Supported the planning and execution of training sessions, competitions, recreational activities, excursions, and other events</li><li>Greatest success as a player: Winning the League Title in 2020</li></ul>	<i>VIENNA, AUT</i> 10/2012 – 07/2020

## OTHER SKILLS & INTERESTS

Languages:	German (native), English (fluent), French (basics)
IT:	Microsoft Office (Word, Excel, PowerPoint, Outlook), R Studio, AI
Interests:	Cycling, Running, Soccer, Skiing, Stock Market, Movies, Politics

# EMIL MOLLOV

Austin, TX | (737) 309-6497 | evm487@my.utexas.edu | linkedin.com/in/emomollov

## EDUCATION

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<b>The University of Texas at Austin</b> Austin, Texas	BBA Exchange Program, McCombs School of Business Relevant Coursework: Computational Economics, Money and Capital Markets, Strategic Information Technology Management	May 2024
<b>Bocconi University</b> Milan, Italy	BSc in International Economics, Management and Computer Sciences Relevant Coursework: Advanced Mathematics and Statistics, Econometrics, Computer Programming, Machine Learning, Big Data and Databases Cumulative GPA: 28/30	Dec 2024

## SKILLS & CERTIFICATIONS

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**Programming Languages:** SQL, Python, R Studio, MATLAB, DAX, HTML/CSS, JavaScript

**Tools & Frameworks:** MS Excel (Pivot Tables, Vlookup), MS Visual Studio, Power BI, SQL Server, Amazon Redshift, Docker

**Certifications:** Accenture Data Analytics Virtual Internship (2023), Bloomberg Market Concepts Training Programme (2022)

**Work Eligibility:** Eligible to intern in the U.S. during or immediately following exchange program with visa extension and approval from The University of Texas International Office

## EXPERIENCE

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**Amazon Business - Business Intelligence Engineer;** Luxembourg, Luxembourg Jun 2023 - Dec 2023

- Led project integrating new data source into pricing pipeline, incorporating measures into pricing online analytical processing, and developing Power BI report for performance tracking
- Migrated team infrastructure from Open Database Connectivity, showcasing SQL & DAX proficiency with complex queries and tests across diverse data sources
- Built 60+ ETL jobs and troubleshoot 100+ operational and data issues in pipelines

**Raiffeisenbank - Summer Intern, Debt Collection Department;** Sofia, Bulgaria Jun 2021 - Aug 2021

- Conducted daily client outreach (80 calls/day), earning top performer award for conversion rate and total communications
- Monitored portfolio of #### accounts to identify and prioritize outstanding debts from private individuals
- Consulted with clients daily on outstanding debt payment strategies to ensure timely repayment
- Restructured clients' debts, resulting in successful collection of 60K BGN (30K EUR)

**EVN Group - Summer Intern, Energy Management Department;** Maria Enzersdorf, Austria Jun 2019 - Aug 2019

- Discovered causal relationship between wind turbines and bird abundance using multilevel regression model
- Assessed life cycle of combined heat and power plants, identifying 80% efficiency difference between business models

## LEADERSHIP EXPERIENCE & PROJECTS

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**Bocconi AI & Neuroscience Student Association - Student Researcher;** Milan, Italy Jan 2023 - May 2023

- Designed predictive model for student employment likelihood and expected post-graduation income to identify students with higher probability of career success
- Developed autonomous social media scraper with Python and optimized data storage through use of pandas, which reduced data collection time and improved retrieval time

**Brainnest - Part Time Front-end Developer;** Bremen, Germany Jun 2022 - Sep 2022

- Improved mobile and desktop accessibility and increased ranking on Google search by 23%
- Tested, debugged, and developed new interactive website contact form using JavaScript
- Analyzed penetration test results and addressed file upload vulnerabilities

## ADDITIONAL INFORMATION

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**Languages:** Fluent in Bulgarian, and English (IELTS - Overall Band Score: 8.0); Conversational Proficiency in Italian

**Activities:** 16-Hour Cybersecurity & Ethical Hacking Course by zSecurity (2021), Burton "Chill" Snowboard Tutor (2022, 2023)

**Sports Career:** Professional Taekwondo Athlete (2010 - Present), Vice European & Balkan Champion (2020, 2018)

Bulgarian National Team representative (2017 - Present); Active competitor for the University of Texas Taekwondo Team

**Interests:** Dancing, Snowboarding, Basketball, Camping, Coding

# SIDDHARTHA SINHA

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## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Canfield Business Honors & Finance	May 2025
	Bachelor of Arts, Sustainability Studies	
	Overall GPA: 3.77	
<b>The University of Edinburgh</b>	Business Law in Edinburgh, Scotland	Summer 2022

## EXPERIENCE

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**Deloitte** – *Functional Analyst*; Dallas, TX Summer 2023

- Developed 5G NHN TCO model, incorporating cost and revenue options from enterprise perspective in collaboration with CSPs
- Optimized 5G Ignite tool with cross-functional team members through development of net benefit model based on industry KPIs
- Researched best practices for cost optimization in 5G neutral host installation, resulting in comprehensive guide providing recommendations for cost-saving measures across nascent 5G applications in alignment with developing industry standards

**Hindu Heritage Summer Camp** – *Staff Coordinator, Assistant Director*; Rochester, NY Summer 2022, Summer 2023

- Organized two-week sleepaway camp for 120 campers between ages eight and 15
- Trained 48 counselors over two years through 62 unique role play situations and discussions to adequately prepare all personnel
- Allocated budget of 501(c)(3) nonprofit between counselors and staff to sufficiently supply more than 20 recreational activities
- Created spirit-based competition among six cabins to maintain high camp energy

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Texas Consult Your Community** – *Consultant, Engagement Manager (Spring 2024)* Fall 2022 – Present

- Provide comprehensive, pro bono consulting services to low-income, minority-owned small businesses in Austin metropolitan area
- Revamped wholesale account strategy for local jeweler after COVID-driven clientele loss, increasing annual income by at least \$20K
- Forecasted bonemeal retail market entry for commercial composter, projecting more than \$500K increase in NPV over three years
- Leveraged new customer data and membership trends in Excel to optimize climbing gym membership fee based on demand elasticity, resulting in potential revenue growth of \$10K in upcoming quarter

**Texas Raas Dance Team** – *Executive Board (Spring 2022 – Spring 2023)* Fall 2021 – Present

- Spearhead creation of new set, including ideation and engineering of 30 props and discovery and choreography of 8 new songs
- Restructure weekly cleaning sessions to develop 13 new dancers in first years on team, achieving 100% stage appearance rate
- Brief captains and team members on weekly basis surrounding operations and expectations to maintain unity throughout season
- Maintain database of team information across eight categories and 23 team members for registration to 15 national competitions

**Clocktower Cultural Productions** – *Head Liaison (Summer 2022 – Present)* Fall 2021 – Present

- Design applications and informational session slide decks for prospective liaisons, freshman representatives, and volunteers
- Conduct recruiting process for more than 50 liaisons and volunteers, including presentations, application review, and interviews
- Restructure training process, including creation of eight-week syllabus to ensure understanding of competition operations
- Supervise liaisons and volunteers throughout competition weekend, verifying eight competing teams, three exhibition acts, and committee of five judges are attended to at all times

## HONORS

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University Honors (4 semesters)	Fall 2021 – Spring 2023
Raas All-Stars National Champion	Spring 2022, Spring 2023
National Merit Finalist	Spring 2021
Cum Laude	Spring 2021

## ADDITIONAL INFORMATION

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**Computer Skills:** InDesign, Photoshop, Audition, Illustrator, Word, PowerPoint, Excel

**Languages:** Working Knowledge in Hindi, Conversational in Spanish

**Interests:** Boston Celtics, Piano, Formula 1, Dallas Cowboys, FC Barcelona, Podcasting, Rock Climbing, Running

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# WILL STOKES

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## EDUCATION

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**The University of Texas at Austin** Bachelor of Business Administration, Finance Fall 2024  
GPA: 3.87

## EXPERIENCE

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**McCombs School of Business** - *Undergraduate Research Assistant*; Austin TX. May 2023 – Present

- Utilized RStudio and Python to generate predictive models using key performance indicators from over 5,000 athletes
- Determined appropriate performance metrics including shooting and rebounding to forecast collegiate athlete performance
- Created models by scrapping Sports Reference data to grade potential punter and kicker transfers, scored 0-100
- Provided predictive models to UT Athletics coaches to facilitate the transfer process by projecting successful UT transfers
- Developing metrics to evaluate defensive player rolls specific to UT Football's 4-2-5 and 3-4 schemes

**NFL Data Visualization** - *Assistant Analyst*; Austin, TX Sept 2022 – Present

- Collaborated with ESPN analyst Kirk Goldsberry to develop weekly NFL efficiency visualization charts using Expected Points Added
- Synthesized NFL EPA analysis for social media platforms, generating over 1,000,000 impressions per post
- Assisted in the production of 3D passing charts for Amazon by analyzing game film and plotting pass and reception coordinates
- Built statistical models using R Studio to analyze raw offensive and defensive data for 32 NFL teams, facilitating graphical analysis
- Managed workflow for designing weekly graphics, receiving, and implementing feedback from Mr. Goldsberry

**Capital Constructors Group** - *Summer Intern*; Austin, TX May 2022 – Aug 2022

- Prepared cost estimates for ground-up and tentative improvement construction projects ranging from \$100,000 to \$15,000,000
- Retrieved and analyzed raw materials prices to improve the accuracy of final construction cost estimate models
- Communicated daily with Project Managers and Project Engineers to manage material in and outflows and subcontractor progress

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Sigma Alpha Epsilon** - *Academic Advisor* Fall 2022 – Present

- Developed and executed academic programming for fall freshman members to improve academic performance and efficiency
- Advised newly initiated brothers 1:1 on academic policies, procedures, and course selection as they adjusted to college

**Business of Sports Summit** – *Co-Lead* Feb 2024 – Present

- Guiding the networking team, creating opportunities for attendees to connect with professionals in the sports industry
- Managing outreach to employers interested in connecting with participants to enhance the event's networking value

**Big Data Bowl** – *Analyst* Dec 2023 – Jan 2024

- Formulated a "Tackling Expected Yards Saved" metric, assigning value to each tackle for further analysis
- Assembled 9 weeks of tackling, player, game, and play data into one joint CVS file for statistical modeling
- Refined yard-line and play direction data to ensure consistency among data points' location and orientation
- Conveyed statistical findings into detailed write-ups with supporting data visualization to effectively communicate our findings

## HONORS

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- Sigma Alpha Epsilon Caven Scholarship Recipient Fall 2022
- McCombs Honors (4 Semesters) Fall 2021 – Present

## ADDITIONAL INFORMATION

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**Computer Skills:** R Studio, Microsoft Excel, Word, PowerPoint, Adobe Illustrator, After Effects, Premiere Pro, SQL, Python

**Certifications:** Creating a Business Plan (LinkedIn Learning 2020)

**Interests:** Business, NFL, CFB, Sports Analytics, Sports Media, Backpacking, Reading, Personal Development

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# BENNY WANG

benny.wang@utexas.edu • 972-816-9800

## EDUCATION

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<b>The University of Texas at Austin</b>	Bachelor of Business Administration, Canfield Business Honors, Finance (Real Estate Track) <i>Analytics and Business of Sports Minor</i> Bachelor of Arts, Spanish Major GPA: 4.00	May 2025
<b>Danish Institute for Study Abroad</b>	Management and International Business Program in Copenhagen, Denmark	Summer 2022

## EXPERIENCE

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**The Guthrie School – Teacher;** Allen, TX August 2017 – May 2021

- Instructed over 80 students from third grade to tenth grade in math, reading, writing, and standardized test preparation
- Managed six classes both during school week and on weekends, for a total of 36 weeks in total each calendar year

**Parson Global Resource – Operations Intern;** Dallas, TX June 2022 – August 2022

- Oversaw around 50 merchandise orders daily and monitored revenue and margins, as well as communicated with distributors
- Documented around 400 shipments throughout summer and inspected each shipment to ensure correct quotas and quality
- Created a centralized inventory system by reducing 15 spreadsheets to single master document for ease of use of all employees

**Undergraduate Research Assistant – The University of Texas at Austin, Statistics** January 2023 – May 2023

- Collected data (data scraping) for university research project on NFL, college, and high school players in the last decade
- Identified potential discrimination in league using data analysis in R, including complex regression and statistical modeling
- Analyzed 10,000+ players as well as comparing athletes with similar statistics and physical attributes in training/testing data
- One of two research assistants on project that oversaw entire process from data collection to advanced R analysis to conclusion
- Built 3 advanced machine learning models to predict a high school football player's career trajectory based on various factors

**Clark Wilson Builder and Wilson Capital– Finance Intern;** Austin, TX August 2023 – Present

- Working 30 hours/week managing company finances and spreadsheets, including individual project cost analysis and projections
- Analyzing project portfolios, including \$1 billion in multifamily projects and 8000+ single-family homes, with Excel and modeling
- Communicating with over 10 construction superintendents and 100+ vendors to fit company timeline for projected closing dates.
- Overseeing on-site at Round Rock, TX at The Sommetry, a luxury apartment, multifamily, and single-family project through Phase 1
- Serving as point-of-contact between workers and construction superintendents, including translating and interpreting Spanish
- Helped improve construction plans and schedules by studying causes of delays and reducing those delays for optimization.

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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**Capturing Love: Family Albums** June 2017 – June 2021

- Traveled to three rural regions of China each summer to create family photo albums for approximately 80 local families
- Helped construction workers renovate three local schools while living with host family for two weeks in summer
- Organized clothing drive for around 100 local families across local villages and collected around 300 articles of clothing in total

**Undergraduate Business Council – Internal Controls Director** September 2022 – Present

- Elected as internal director for official McCombs School of Business organization in collaboration with Office of Student Life
- Representing McCombs students to establish strong, positive internal culture, including coordinating wellness events year-round
- Working as the point of contact with school administration to address culture concerns and feedback in McCombs and UT overall

## HONORS

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- Presidential Service Award, Gold Summer 2018, 2019, 2020, 2021
- St. Mark's School of Texas Cum Laude Society Spring 2021
- University Honors Fall 2021, Spring 2022 Fall 2022, Spring 2023

## ADDITIONAL INFORMATION

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**Languages:** Fluent in Chinese, Conversational in Spanish

**Skills:** Word, PowerPoint, Excel, R, Python, SQL

**Interests:** Fermi Paradox, Christopher Nolan Films, Sports Betting/Analytics (ask about my project!), Box Office Statistics, Pickleball

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# **MSM – Full-Time**

# ISHTA BAHL

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## EDUCATION

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### The University of Texas at Austin

Master of Science, Marketing

May 2024

- STEM program that equips students with qualitative and quantitative skills in preparation for a data-driven marketing landscape

Bachelor of Business Administration

May 2023

Bachelor of Science in Kinesiology and Health, Sport Management

May 2023

University Honors (5 Semesters)

## EXPERIENCE

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### Northern Texas PGA – *Administrative Intern*; Frisco, Texas

May 2023 - July 2023

- Organized and planned 50+ West Texas Tournaments via outreach to golf facilities and golf professionals
- Generated pairings for West Texas Tournaments and assembled 25+ operating procedure packets for tournament staff
- Processed refund requests, division changes, points challenges, no shows, etc., for all East, West, and Metro Texas Tournaments

### KORE Wireless – *Marketing Intern*; Atlanta, Georgia

June 2022 - August 2022

- Developed new approach to strengthen accounts and attract new customers through account-based marketing
- Conducted thorough competitor analysis and executed Instagram launch resulting in the growth to 100+ followers during summer
- Curated blogs and other content for social media/website as well as researched topics of discussion for company's podcast

### Athletes 2 Leaders – *Remote Marketing Intern*; Atlanta, Georgia

August 2020 - January 2022

- Recruited by former President of the Atlanta Dream to assist with A2L launch and creating brand awareness
- Launched Instagram account, created and carried out three social campaigns, analyzed social media performance
- Onboarded 16 clients by strategizing on content, design, and implementation of messaging to maximize brand awareness
- Developed A2L ambassador program allowing previous A2L participants to represent the brand and guide younger generations

### Wells Fargo Advisors, Aldridge Wealth Management Group – *Intern*; Atlanta, Georgia

June 2019 - August 2019

- Worked on the Bloomberg Terminal as well as researched and presented stock ideas to leadership
- Led revamp of team's website to improve UX; created pages to attract new clients and provide information about economic news
- Researched content for high and ultra-high net-worth individuals and maintained weekly social media calendar

### The Atlanta Dream – *Intern*; Atlanta, Georgia

June 2018 - August 2018

- Onboarded 20+ WNBA athletes, including international players, and engaged in gameday preparation and drills
- Rotated across work areas on game days including marketing and ticket promotion, merchandising, and fan experiences
- Expanded team's social media presence by managing their Twitter account, gaining 150+ followers while tracking key players

## LEADERSHIP AND ACADEMIC INVOLVEMENT

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### Marketing Intelligence Capstone – *Deep Eddy Psychotherapy*

January 2023 – Current

- Working with Deep Eddy's executive team to analyze client data, complete RFM/CLV analysis, and launch marketing dashboard

### McCombs Marketing Case Challenge

October 2023

- Participated in MBA-level 2-day competition; presented AI-Informed marketing plan to Salesforce executives

**Women in Business Association** – *Active Member*, Austin, TX

February 2020 - May 2023

**American Marketing Association** – *Active Member*, Austin, TX

August 2021 - May 2023

**Study Abroad in Barcelona** – *Student*, Barcelona, Spain

May 2022 - June 2022

## ADDITIONAL INFORMATION

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**Computer Skills:** Python, SQL, R Studio, Hootsuite, Microsoft Office Suite, iMovie, Canva, Final Cut Pro

**Certifications:** Google Analytics 4, HubSpot Inbound Marketing, HubSpot Digital Marketing, Hootsuite, Canva

**Languages:** Fluent in English, Conversational in Spanish, Basic Gujarati and Hindi

**Interests:** Watching Sports, Traveling, Fantasy Football, Skiing, Christopher Nolan Movies, Golf, Running, Listening to Music

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# MARIANA BERNAL

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[LinkedIn](#) • [Portfolio](#) • Austin, TX • (210) 427-1212

## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

Coursework includes: Marketing Analytics, Data Analysis & Visualization (SQL, R, Python), Market Data & Demand Modeling, Dynamic Pricing, Statistics for Marketing, Financial Management

### Trinity University

May 2021

Bachelor of Science, Business Administration, Marketing

## WORK EXPERIENCE

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### Dell Medical School – Outreach & Communications Graduate Assistant, Austin, TX

September 2023 - Present

- Create over 10 visually engaging infographics per month and other effective communication materials for enhanced outreach
- Contribute to crafting and distributing continuous weekly newsletters through MailChimp, ensuring timely content delivery
- Manage contact information databases and actively support website updates, providing streamlined communication

### Hexs Group S.A.S – Marketing Coordinator, Remote

June 2022 - March 2023

- Conducted in-depth industry and competitor analysis, leading to development of targeted online and offline promotional strategies
- Managed social media accounts to ensure strong online presence and boosted audience engagement by 5%
- Achieved a 20% increase in brand merchandise revenue by collaborating with third-party suppliers to enhance brand awareness

### Savvy Event Studio – Social Media Marketing Intern, Remote

February 2022 – June 2022

- Tracked social media metrics, including click-through rate and audience demographics, to enhance content strategy and engagement
- Managed a dynamic short-term social media schedule, leading to a consistent 10% increase in content reach
- Researched and conceptualized brand-building opportunities and created brand awareness campaigns

### Havas Formula – Public Relations Intern, Remote

November 2021 - February 2022

- Secured media placements for over 7 clients in industries including alcohol, fashion, and finance, enhancing media exposure by 25%
- Utilized Muck Rack to monitor and track daily media coverage for clients, managing to identify several potential opportunities
- Wrote weekly press releases, pitches, and briefing sheets for different client campaigns and curated respective media lists

## WORK SAMPLES

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### PepsiCo – Marketing Intelligence Capstone; MSM

January 2024 - Present

- Lead regression and time-series analyses on sales data, creating predictive models to drive marketing strategies
- Consolidate diverse datasets into PowerBI for data-driven decision-making in pricing and promotions
- Perform consumer mobility and macroeconomic analysis, delivering recommendations for adaptable marketing strategies

### Spotify Hit Song Analysis: Predictive Modeling – Marketing Analytics; MSM

September 2023 - December 2023

- Conducted in-depth analysis on Spotify's hit songs using regression models to quantify attributes' significance in predicting success
- Discovered key predictors and provided strategic insights into elements shaping a song's probability of becoming a hit
- Crafted interactive predictive model, showcasing expertise in translating analytical insights into actionable forecasting tools

### Sephora's Online Consumer Engagement – Data Analysis; MSM

September 2023 - December 2023

- Designed user-friendly, diverse visualizations of key marketing metrics for a clear understanding of complex data patterns
- Applied linear regression to reveal how online marketing promotions influence consumer engagement and product popularity
- Translated analytical findings into strategic insights, offering a roadmap for understanding consumer preferences

### From Colombia to Your Closet: Social Media Plan – ModaLab; Senior Thesis

September 2020 - December 2020

- Forged a brand identity for a fashion e-commerce company centered on product sustainability and Colombian heritage
- Developed a dynamic social media strategy to improve brand awareness through a 40% increase in impressions
- Collaborated with brand coordinator to analyze company's goals, aligning strategies to accommodate a 20% conversion rate

## SKILLS & CERTIFICATIONS

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- **Technical Skills:** Tableau, SQL, R, Python, Excel, Statistical Analysis & Modeling, Predictive Analytics
- **Certifications:** HubSpot Digital Marketing, HubSpot Inbound Marketing, Google Analytics
- **Languages:** Fluent in English & Spanish
- **Leadership:** Alpha Kappa Psi, Nui Pi Chapter- Secretary



# REID SAMUEL BROUDY

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## EDUCATION

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### The University of Texas at Austin

Master of Science, Marketing

May 2024

- Qualitative and quantitative marketing skills for transforming data and developing impactful business solutions

Bachelor of Arts, Human Dimensions of Organizations & Business Minor

May 2023

- A combination of humanities and social science courses designed to enhance the functionality of organizations

## WORK EXPERIENCE

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### Activision Blizzard

*Product Management Coordinator, Emerging Franchises*; Los Angeles, CA

May 2020 - April 2023

- Launched *Crash Team Rumble* at The Game Awards, achieving 100M+ views in 24 hours via streams & partnerships
- Orchestrated *Crash Team Rumble's* media tour and hands-on events, showcased at GDC and Summer Game Fest
- Oversaw the launch of @crashbandicoot's TikTok, amassing 150K+ organic followers in three months
- Led Crash Bandicoot's 25th Anniversary strategies; 350+ PR mailers highlighted in *Forbes*, *IGN*, *GameSpot* and more
- Secured 250+ media features for *Tony Hawk's Pro Skater 1+2* Switch launch and reported takeaways to the company

*Marketing and PR Intern*

May 2020 - August 2020

- Successfully rolled out and updated websites for *Crash Bandicoot 4* and *Tony Hawk's Pro Skater 1+2* game launches
- Executed collaborations with Quavo, Swae Lee, Trippie Redd, and Rich The Kid, overseeing partnership deliverables
- Conducted internal gameplay BETA messaging and activities for optimal in-game feedback and improvement

**BroudyDesigns** – *Website Designer, Marketer, and Creative Consultant*

January 2016 - December 2021

- Conceptualized, designed, and launched websites for 15+ clients; combined audience total of 20K+ views a month
- Developed, refined, and led training on computer and home tech systems, improving user proficiency and reliability
- Collaborated with influencers and business owners on marketing projects to grow revenues and social following

**Common Sense Media** – *Teen Board Member*; Santa Monica, CA

September 2016 - July 2019

- Presented across Los Angeles to 2,500+ middle school parents on the effects of technology usage
- Brainstormed and executed ideas for Common Sense Media's curriculum rollout and their Teen Board program

## ACADEMIC ACHIEVEMENTS

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**Playstudios** – *Marketing Intelligence Capstone Project, Project Lead*; Austin, TX

Present

- Spearheading influencer marketing for the playAWARDS brand within Tetris, MGM Slots, and myVEGAS franchises
- Establishing methods to analyze campaign data for measuring the impact of partnerships on player engagement

### Salesforce Case Competition

*Finalist Case Competition Team*; Austin, TX

October 2023

- Secured finalist status among 15+ teams in Salesforce's Case Competition with a standout marketing campaign
- Utilized learning language models to collaborate with Salesforce's Einstein brand for increased app purchases

*Best Public Speaker Award*; Austin, TX

October 2023

- Distinguished myself from 50+ competitors, earning the prestigious Best Public Speaker Award for my presentation
- Pitched innovative marketing campaign to senior Salesforce executives, demonstrating persuasive communication

## ADDITIONAL INFORMATION

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**Computer Proficiencies:** MS Excel & MS Suite, Canva, iMovie, GarageBand, WIX, Shopify, WordPress, and Squarespace

**Coding Proficiencies:** R, Python, SQL, and Tableau

**Languages:** English (Fluent), Spanish (Intermediate)

**Interests:** Technology, Stocks, Crypto, Baseball, Fantasy Football, Movie Making, Music Production, and Gaming

**Work Eligibility:** Eligible to work in the United States with no restrictions

# STERLING (REMY) BUSH

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## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

- STEM-accredited degree with industry-designed curriculum
- Digital Marketing/Measure, Product & Brand Management, Human Insights, Consumer Behavior/Experimental Design, Bias and Stereotyping in Marketing, Clients, Consulting & Communication, Marketing Analytics, Data Analysis & Visualization

### The University of Texas at Austin

May 2023

Bachelor of Science, Communication Studies (Interpersonal) | Minor in Social Work

- Overall GPA: 3.70
- Professional Communication Skills, Interpersonal Communication Theory, Strategic Sales & Event Planning, Communication and Personal Relationships, Nonverbal Communication, Theories of Persuasion

## EXPERIENCE

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### TikTok – Marketing Intelligence Capstone, MSM UT Austin

January 2024 - Present

- Proposing a growth strategy playbook and assessing innovative advertising product solutions to improve TikTok Shop performance for brands, utilizing data-driven strategies
- Developing a thorough 90 and 180 day sales projection for two brands entering TikTok Shop, incorporating distinctive strategies to expedite the growth of each brand
- Designing mock campaigns for two brands, illustrating their growth trajectories and providing guidance on investment levers

### Keep Austin Eatin' – Social Media Marketing Intern, Austin, Texas

January 2022 - May 2022

- Responsible for content creation and social media engagement on Instagram, Facebook, Twitter and Hootsuite
- Increased communications with followers on a large scale platform through direct messaging and thread interactions
- Represented the company at events to promote the Austin culinary community

### Kym Olson, Lobbyist – Marketing Strategist Intern, Austin, Texas

January 2021 - June 2021

- Facilitated meetings and events for Representatives at the Capitol
- Managed social media accounts and organized platform updates
- Created communication strategies and client outreach for a city council campaign

## ACADEMIC PROJECTS

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### Growth Move For DraftKings – MSM Course Product & Brand Management

October 2023 - December 2023

- Created a mock go-to-market growth move for the company DraftKings
- Developed logistical framework integrating AR/VR within DraftKings and allocating a budget of \$200,000 for a 12 month campaign
- Formulated a social media strategy to enhance brand awareness at DraftKings and crafted prototypes
- Received second place out of ten teams for the best product campaign

### Community Life Document – University of Texas, London Study Abroad Program

May 2022 - June 2022

- Collaborated with a team to create a documentary focused on an underrepresented group in London
- Utilized Premier Pro, imported and organized media, refined and edited film, and created a final product
- Documentary produced is currently being used to recruit new members for the LGBTQ+ Thames Dragon Boating Club

## SKILLS

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- Canva, Tableau, Google Suite, Microsoft Office, SQL, R-Studio, Python

## CERTIFICATIONS

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- Google Analytics 4 (GA4), Inbound Marketing (HubSpot), Digital Marketing, (Hubspot)

## ACTIVITIES AND INTERESTS

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- Chi Omega, 2019-2023
- Travelling is my passion, I have been to more countries than US states! (31 countries and 27 states)

## ADDITIONAL INFORMATION

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**Work Eligibility:** Eligible to work in the United States with no restrictions

**HPI:** I am eligible to work in the UK for a two-year period via the High Potential Individual Visa, which does not require employer sponsorship

# BLAKELY BYRD

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## EDUCATION

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**The University of Texas at Austin** May 2024  
Master of Science, Marketing

- An intensive 10-month Master's program that covers 2 years of academic curriculum, focused heavily on analytical skillset

**Florida State University** May 2023

Bachelor of Science, Marketing | Overall GPA: 3.74

**Florida State University International Program** Summer 2022

Study Abroad Program - Florence, Italy

## EXPERIENCE

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**Denison Development and Construction – Land Acquisitions Manager; Austin, TX** November 2023 - Current

- Initiate outreach to property owners regarding development opportunities, personally local vetting sites in Austin
- Focus on land acquisition skills such as site evaluation, owner outreach, vision crafting, deal negotiation, and client relationships
- In charge of analyzing the Austin and Miami, FL real estate markets- providing valuable insights on the clientele and competition

**The Supper Club – Event Coordinator; Austin, TX** November 2023 - Current

- Coordinate memorable dining events for a private membership club devoted to culinary experiences, collaborating with top chefs
- Curate event concepts for 7 of our chapter locations, ensuring quality hospitality and luxury dining experiences
- Assist event production from concept to execution, including the overseeing and hosting of monthly events locally in Austin

**Houseful Capstone Project – McCombs; Austin, TX** January 2023 - Current

- Work with the Houseful Team to provide them with insightful market analysis on the Canadian real estate market
- Creating an awareness campaign to generate awareness, leads, and sales promotion to their online real estate platform

**Top Dog Fitness – Director of Marketing and PR; Tallahassee, FL** August 2020 - May 2023

- Developed and executed social media strategy, doubling customer engagement levels on Instagram and TikTok
- Organized year-round gym events and outreach promotions, strengthening brand presence at Florida State University
- Created sponsorships for philanthropies such as FSU Line Dance and the FSU Boosters Nole Bowl 2022 - over \$10,000 in donations
- Oversaw recruitment, training, and management of 50+ Gym Delegates, representing each Panhellenic Chapter at FSU

**Seminole Student Boosters – Vice President of Outreach, Tallahassee, FL** January 2020 - January 2023

- Directed all outreach initiatives to engage a diverse student body, collaborated closely with the Boosters Board Committee of influential Florida State Alumni, to increase funds for the FSU Athletics Department
- Managed the entire Outreach Committee, representing IFC, Panhellenic, SGA, WISA, and SAAC
- Developed The Nole Bowl 2022, a now annual event at Doak Stadium, raised \$7,000+ in sponsorships, attracted 500+ FSU community members, and significantly increased memberships
- Implemented marketing campaigns to effectively communicate Booster events and programs to both members and alumni

**Denison Development and Construction – Commercial Real Estate Intern, Austin, TX** May 2021 - July 2021

- Assisted CEO in varied tasks across industries including affordable housing, senior housing, oil & gas, and aviation
- Managed multiple accounting systems, ensuring accurate input of accounts payable data using established procedures
- Initiated development of 10 homes to address homelessness at Community First, support community-driven solutions

## INVOLVEMENT AND HONORS

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Magna Cum Laude, Florida State University May 2023

Delta Delta Delta, Florida State University Fall 2019 - Spring 2023

Golden Key International Honor Society Fall 2020 - Spring 2023

Phi Eta Sigma Honor Society Fall 2020 - Spring 2023

Society of Collegiate Leadership and Achievement Honor Society Fall 2022 - Spring 2023

National Society of Leadership and Success Fall 2022 - Spring 2023

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Word, Excel, PowerPoint, R, Tableau, SQL, Python

# OWEN DE CICCIO

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## EDUCATION

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**The University of Texas at Austin** May 2024

Master of Science, Marketing | GPA: 3.58/4.0

- The MSM program combines a traditional marketing education with applied analytical training

**Baylor University** May 2023

Bachelor of Business Administration (BBA), Marketing and Management Information Systems

## EXPERIENCE

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**PLAYSTUDIOS Capstone Project - Influencer Marketer**, Remote January 2024 - Present

- Analyzing influencer marketing methods to evaluate how partnerships impact player engagement levels in campaigns

### **Baylor University**

*Vice President of Campus Events*, Waco, Texas August 2022 - May 2023

- Led and planned monthly club meetings for 70 members to ensure smooth organization and execution
- Delegated specific tasks to 10 members of the leadership team before each meeting
- Organized, planned, and created a theme for the 2023 S3 Spring Awards event
- Worked with vendors to create a high-level experience for club members and guests

*Student Supervisor in the Baylor Recruitment Ambassador*, Waco, Texas January 2022 - May 2023

- Supervised, motivated, and directed over 70 Recruitment Ambassadors to help high school students choose Baylor
- Demonstrated problem-solving skills by helping hundreds of students and parents with application questions

*Recruitment Ambassador*, Waco, Texas September 2021 - January 2022

- Connected with 115 high school seniors to assist with undergraduate applications and the admissions process
- Operated with 43 coworkers to solve any issues with seniors' applications as well as fix software issues

**"All About America's Team" Podcast - Creator & Cohost**, Hasbrouck Heights, New Jersey June 2021 - Present

- Research statistics using websites (i.e., Pro Football Focus, ESPN, Pro Football Reference) to talk about current players
- Entertain and engage around 20 listeners by providing informative and objective analysis of the Dallas Cowboys

**SSB (Acquired by KORE Software) - Intern**, Remote May 2022 - August 2022

- Completed Internal Portal Documentation project where 35 tools were defined and given potential use cases

## LEADERSHIP AND INVOLVEMENT

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**National Collegiate Sports Analytics Competition** February 2024

- Selected by the MSM board to participate in the competition as a part of a four-person team to represent UT
- Presented a 5-minute analysis on data tracking and other key variables pertinent to event and venue management
- Achieved an individual ranking within the top 12 in the competition
- As a team, secured 4th place in the competition

## ADDITIONAL INFO

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- **Computer Skills:** MS Excel, R, Python, SQL, Tableau, SPSS
- **Certifications:** Business Analytics from Baylor University
- **Honors:** A member of Baylor's Dean's List in the Spring of 2020
- **Interests:** Football, Baseball, Intramural Softball, Swimming, Music
- **Work Eligibility:** Eligible to work in the United States with no restriction

# TIANXIN (ESTELLA) FENG

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Austin, TX • (808) 909-3588

## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

- Coursework Includes: Marketing Analytics, Data Analysis & Visualization, Data Visualization & Storytelling, Design Thinking, Market Data & Demand Modeling, SQL, Digital Marketing & Management
- Overall GPA: 3.94/4.0

### Southern Methodist University

July 2021

Bachelor of Business Administration, Major in Marketing

Bachelor of Arts, Major in Psychology, Minor in Spanish

- Overall GPA: 3.93/4.0
- Degree Honor: Magna Cum Laude, Honor Roll with Distinction for all semesters

## EXPERIENCE

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### Tencent Holdings Ltd. – Marketing Insights and Data Analyst Intern; Shenzhen, China

November 2021– Mar 2022

- Streamlined macroeconomic data processing by reducing the time from 20 hours to 1 hour with Python and Pandas
- Increased user payment rate by 18% for a product app through diligent A/B test metrics analysis
- Executed Customer Journey Mapping to pinpoint touchpoint frictions, optimizing the overall customer experience

### Cactus & Jade Management Consulting Inc – Account Manager; Dallas, TX

June – August 2021

- Enhanced Verizon 5G Internet marketing campaigns, converting 10 household across Dallas to move over to the brand
- Conducted market research, managed sales databases using SQL and created Tableau dashboards for data analysis
- Delivered weekly sales reports, identifying hotspots and challenges, and presented findings to Verizon leadership
- Followed up with existing customers by phone and email, quickly gained the trust of the team and customers

### Health Psychology Lab in Southern Methodist University – Research Assistant; Dallas, TX

May 2020 – July 2021

- Synthesized affective judgment research through systematic literature reviews and data categorization
- Designed surveys for a longitudinal study on psychological effects of vaccinations, enhancing data quality for analysis
- Applied cluster analysis to survey responses, identifying sentiment patterns that influence health-related decisions

## PROJECTS

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### Marketing Intelligence Capstone Project – Client: 7-Eleven

Jan 2024 – Present

- Built predictive model of transaction using 10M+ store attributes and transaction data with SQL and Python
- Optimized store planning by pinpointing key attributes impacting shopper equity perception

### Marketing Analytics Project – MarketSmart Segmentation Initiative

November 2023

- Utilized K-means and RFM for customer profiling, enhancing targeted marketing and segment identification
- Prioritized marketing efforts by ranking customers based on RFM scores, spotlighting high-value segments

### Customer Insight-Driven Brand Strategy Project – Client: Liberty Burger

March 2021

- Conducted conjoint analysis to pinpoint dining attributes valued during the pandemic, informing product strategy
- Ensured brand alignment with pandemic-era consumer needs, reinforcing Liberty Burger's market presence
- Boosted Liberty Burger's Uber Eats rating by 0.5 stars and spurred positive customer feedback growth

## ADDITIONAL INFORMATION

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**Languages:** English (Proficient), Chinese (Native), Spanish (Conversational)

**Technical Skills:** SQL, Python, R, Tableau, Google Analytics, Microsoft Suite (Word, Excel, PowerPoint)

# NIHARIKA GULATI

[niharika.gulati@utexas.edu](mailto:niharika.gulati@utexas.edu) • [LinkedIn](#) • [Portfolio](#) • (470) 894-5269 • Austin, TX

*Experienced & data-driven marketer undergoing a Master's degree in Marketing Analytics with hands-on experience in analyzing complex quantitative and qualitative data into actionable insights to launch startup tech products. Motivated to solve consumer problems with data to drive business growth and product roadmap.*

## EDUCATION

### The University of Texas at Austin

May 2024

Master of Science, Marketing Analytics | GPA: 3.9

- Intensive 12 months graduate program with a focus on quantitative analysis featuring courses such as: Marketing Statistics, Data Analysis, Data Visualization, Digital Marketing & Measurement, Dynamic Pricing

## PROFESSIONAL EXPERIENCE

### Loco – Brand and Product Marketing Manager

July 2021 - June 2022

*Loco is India's fastest-growing video game streaming platform with 55M registered users*

- Generated ~52M impressions/campaign by leading global marketing partnerships with NBA 2K, Krafton, Activision
- Increased user acquisition by 10% YoY by collaborating with cross-functional stakeholders such as product, engineers, developers to develop go-to-market strategy for product features
- Boosted website traffic by 5% by executing media plan and optimizing marketing spend across marketing channels
- Conducted geo-based experimentation and enhanced customer retention of a mobile game by 8% through incentivizing users by expanding the reward program

### Pocket Aces – Senior Marketing Associate

February 2020 - July 2021

*Pocket Aces is India's leading digital entertainment brand with over 12B video views*

- Optimized online marketing plan for web series, generating ~700M YouTube impressions (+55% vs prior campaigns)
- Enhanced social media impressions from prior year by 1.5X for 10 brand partners using demographic analysis, KPI tracking, and optimizing content strategy
- Improved return on ad spend by 30% by developing creative media assets for organic and paid digital channels

### ZEE5 – Assistant Marketing Manager

June 2018 - February 2020

*ZEE5 is one of the largest video streaming platforms with more than 65M monthly active users*

- Achieved an 8% increase in monthly active users by monitoring market trends, competitor threats, and consumer research to drive targeted segmentation and positioning
- Created strategic marketing plan for 10 movies over 7 months, resulting in a 150% increase in daily active users
- Conducted multi-touch attribution analysis to measure effectiveness of marketing campaign and promoted 20 web-shows and movies

## DATA ANALYTICS PROJECTS

### Microsoft Turn10 Studios – Data Analyst, Marketing Intelligence Capstone

Jan 2024- Present

- Evaluating partner collaborations through analysis of in-game and external data, using advanced SQL and PowerBI

### Market Response Modeling – Analyze the impact of promotions on sales for Goodbelly (a juice brand) at Whole Foods

- Developed linear regression response model to recommend promotion strategy, forecasting a profit increase of 12%

### Customer Acquisition Scoring Model – Evaluate the influence of targeted advertising efforts to optimize profit

- Predicted a 350% profit increase by identifying customers with high likelihood of buying using statistical modeling

## AWARDS & ACHIEVEMENTS

- Placed Third and won Best Visual Presentation at McCombs Salesforce AI Business Case Challenge, 2023
- Recognized for Outstanding Work in Out of Home category at ZEE5, 2019

## COMPETENCIES

**Skills:** R, SQL, Python, Tableau, Power BI, Qualtrics, SPSS, Advanced Microsoft Excel, Project Management

**Certifications:** SQL Essential Training (2024), HubSpot Digital Marketing (2024), Fundamentals of Generative AI (2023), Advanced Google Analytics (2023)

# Dalton Hausman

daltonhausman@gmail.com • (830) 213-5029

## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

Coursework Includes: Marketing Analytics, Data Visualization, Design Thinking, Brand MGMT

Bachelor of Business Administration, Marketing

May 2023

Overall GPA: 3.60

## EXPERIENCE

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### Accu-Reference Medical Lab – Account Executive; Austin, TX

September 2022- January 2024

- Market in-house phlebotomy services to 100+ licensed Austin-area medical providers to grow acct. portfolio
- Hire phlebotomists to meet the specified needs of medical providers to be placed in-house
- Support provider and staff through weekly check-ins and constant communication

### Accu-Reference Medical Lab – Marketing and Sales Intern; Austin, TX

June 2022 – July 2022

- Carried out 100+ cold calls at Pediatric and Family Practices around the Austin area
- Scheduled lunch meetings with doctors and nurse practitioners to present information about lab services
- Built relationships and coordinated with office managers in order to maintain a high level of customer service

### Longhorn Mattress Clearance – Store Manager; Austin, TX

August 2019 – September 2021

- Managed a storefront on weekdays, ensuring customer satisfaction was kept at a constant high
- Closed numerous sales, including merchandise worth over \$500, while demonstrating product knowledge
- Coordinated weekly checks on \$10,000+ worth of inventory to ascertain amounts of required new inventory

### Accu-Reference Laboratories – Assistant to Area Rep; Eagle Pass, TX.

February 2019 – March 2021

- Evaluate the sales of seven accounts to report back to Area Rep, which were used to determine commissions
- Administer products to clients on a monthly and/or based on need

### St. Anthony's Home Health – Assistant to Area Marketing Dir.; Eagle Pass, TX

December 2018 – June 2021

- Compile data on six different medical clinic's home health instrument use to determine commission earned
- Distribute medical apparatus to clinics all over the South Texas area so doctors can provide proper care
- Analyze area profits to determine which zones require more attention by updating multiple spreadsheets

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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### Golden Days Media House – Director, Founder; Austin, TX

May 2019 - Present

- Create content for musicians/artists in multiple mediums, such as film, photography, music, clothing
- Maintain social media accounts to promote new releases, resulting in over 24,000 streams in 6 months
- Organize all shows across Texas for clients, as well as applying for festivals and other live music events

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel, SQL, R, Tableau, Canva, Pixlr, Logic Pro X, Final Cut Pro

**Languages:** Conversational in Spanish

**Interests:** Guitar, Music Production, Film, Marketing

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# Donovan Josey

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## EDUCATION

### The University of Texas at Austin, TX,

July 2023 – May 2024

#### *Masters of Science, Marketing*

- Currently enrolled in a dynamic 10-month program, focusing on advanced coursework in Marketing Analytics, Consumer Behavior, and Digital Marketing

### The University of Texas at Austin

August 2019 - May 2023

#### *Bachelor of Science, Corporate Communications*

- Learned to practice and develop effective communications skills and strategies to apply to real world issues

## SKILLS

- **Brand Strategy:** Developed high-level brand strategies utilizing consumer data
- **Marketing Analytics:** Utilize data-driven insights to inform marketing decisions
- **AI Integration:** Effectively worked with and prompted AI tools, incorporating them into project work during projects

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## EXPERIENCE

### Guayakí Yerba Mate - Ambassador for Yerba Mate

July 2023 - Present

- Served as a dedicated Brand Ambassador, promoting Yerba Mate products with enthusiasm and product knowledge within the Yerba app

### The Preiss Company – Leasing Consultant, Austin, TX

July 2022 – Present

#### *Leasing Consultant*

- Oversee and facilitate entirety of leasing process to ensure all aspects are in order and can be completed according to company expectations
- Work with marketing team to create social media posts to attract new tenants which resulted in the highest leasing total as a team in the first month of leasing

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## RESEARCH/PROJECTS

### Acoustic Analyst - Music Streaming Analysis Project

Aug 2023 - Oct 2023

- Analyzed dataset attributes to predict streaming success, revealing a strong positive correlation (71% R-squared) between playlisting and increased streams
- Investigated playlist inclusion factors and conducted logistic regression, identifying significant variables for future data collection, despite a low R-squared value

### Student Participant - MSM Case Challenge

Oct 19 - Oct 26 2023

- Developed a comprehensive marketing strategy for Salesforce, utilizing AI insights and presenting it in a competitive setting against MBA students

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## CAMPUS LEADERSHIP AND INVOLVEMENT

### University of Texas at Austin - UT Men's Soccer Team

August 2021 – Present

- Starting forward for UT Men's team; lead goal scoring tally in 2021 and 2022, and received regional tournament MVP in 2021
- Lead the team to a runner up spot in the National final in Fall 2021 and a semi-finalist spot in the National tournament in Fall 2022

### University Of Texas at Austin - UT Men's Track and Field Team

August 2019 – May 2021

- Competed at the Razorback Invitational and the Houston invitational in the 400m and 800m races

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## AWARDS

- Dean's List 2020, 2021, 2022, and All academic Big 12 Track 1st team for 2 years at UT
- 2021 Regional Tournament MVP - UT Men's soccer
- Scholarship awards for athletic and academic abilities

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## Additional Information

- Work eligibility: Eligible to work in the United States with no restrictions
- Tech/Languages: Microsoft Suites, AutoCAD, SketchUp, R Studio, Python, SQL, Tableau, Spanish

## Interests

- Enthusiastic about blending marketing strategies and effective communication, with a passion for athletics and competitive sports



# NISHA KOTHARI

[LinkedIn](#) | [Portfolio](#)

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Dynamic marketer, researcher, & data analyst with 4 years of work experience, known for driving results in Fortune 200 companies & high growth startups. Skilled in analyzing complex datasets to weave compelling stories. With a blend of technical proficiency & customer empathy, I serve as a bridge between consumer preferences, product innovation & brand strategy.

## EXPERIENCE

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**Microsoft (Turn10 Studios) – Data Analyst Capstone** Dec 2023 – Present

*Brand Partnership Analysis, Forecast and Strategic Engagement (Excel, Power BI):*

- Evaluating the effectiveness of brand partnerships using diverse data sources, including in-game customer data from approximately 35 M monthly users and social media engagement metrics, by building Power BI dashboards
- Establishing methods to dissect external campaign data, assessing brand influence on engagement, awareness, and purchase intent, to guide and optimize future strategic partnerships

**Monkey Ads - Marketing Agency – Digital Marketing Manager** Oct 2022 – Jun 2023

*Campaign Management and Marketing Analytics (SQL, Excel, Tableau):*

- Led 12+ multi-territory brand accounts, driving substantial business growth; developed & implemented analytical frameworks to define & measure KPIs for campaign success at brand level.
- Designed & developed client-facing dashboards to assess marketing campaign strategies, improving decision-making efficiency & accuracy, i.e. audience & content analysis, brand perception analysis, paid media performance reports

*SEO & SEM Optimization and Digital Marketing Innovation:*

- Collaborated with channel leads to create effective go-to-market strategies, implementing, measuring, and optimizing SEO & SEM, leading to 5X increase in organic impressions and profile visits within first month
- Integrated Generative AI across email platforms, content, & web design, reducing operational efforts by 50%, enhancing personalization and boosting campaign efficacy with a CTR increase of 145%

**Unilever – Product Research Associate** Jul 2019 – Aug 2022

*Data-Driven Product Development and Market Insight Generation (R, Excel, Tableau):*

- Generated data driven insights to drive the product development lifecycle through market trend analysis, increasing market share & enabling lateral expansion for leading CPG brands like Dove, Lifebuoy, Pears & others
- Conducted market research & led innovative experiments that provided critical insights, enhancing product quality, performance, efficacy, & facilitated market competitiveness and consumer preference

*Cross-Functional Strategy and Innovation:*

- Crafted and delivered comprehensive reports influencing internal strategy & facilitated weekly interactions between R&D, Brand, & Innovation teams, resulting in a 25% quicker go-to-market timeframe

## EDUCATION

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**The University of Texas at Austin** May 2024

Master of Science, Marketing Analytics | GPA: 3.9

Coursework: *Marketing Analytics, Data Analytics & Visualization (R, SQL, Python, Tableau), Marketing Statistics, Data Storytelling, Pricing Analytics, Demand Modelling, Consumer Behavior & Experimentation, Design Thinking, Data Storytelling*

**Vellore Institute of Technology** Jul 2019

Master of Science, Biotechnology | Overall GPA: 3.8

## ADDITIONAL INFORMATION

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**Technical Skills:** Advanced Excel, SQL, R, Python, Tableau, Power BI, PowerPoint, Generative AI, Google Analytics 4, CRM, Market Sizing/Segmentation, Sales Forecasting, Churn Rate Model, A/B Testing, New Product Development, E-Commerce

**Power Skills:** Excellent Communication Skills, Strong Presentation Skills, Analytical, Highly Organized, Agile Methodology

# JULIA LISIECKA

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- <https://www.linkedin.com/in/julia-lisiecka/> • Texas • (619) 254-9087

## WORK EXPERIENCE

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**TikTok – MSM Capstone Project**, Austin, Texas January 2024 – Present

- Optimized investment allocation and sales forecasting for 2 brands aiming for a 20% increase in revenue in 6 months
- Led the development of a Brand Ambassador program, driving exponential sales growth and measurable ROI
- Designed creator mixes and commission structures, eliminating frictions and accelerating brand growth by 30%

**Austin Technology Incubator – PR and Marketing Intern**, Austin, Texas July 2023 - Present

- Managed marketing projects and campaigns resulting in a 20% surge in website traffic (10,000+ views)
- Led a team to organize career events and manage social media platforms driving 25% growth in followers

**HiPR Innovation – Marketing Consultant**, Austin, Texas August 2023 – November 2023

- Spearheaded an 8-week marketing launch strategy for HiPR Innovation's revolutionary product, "The Feather."
- Executed the development of comprehensive social media materials, resulting in improvement of 10% engagement

**Pinsent Masons LLP – Student Consultant**, London, United Kingdom January 2023 - May 2023

- Directed report creation and delivered a presentation to stakeholders, showcasing 5 innovative recommendations
- Initiated data analysis, boosting candidate job applications by 20% to enhance company recruitment practices

**Ovunque – Student Consultant**, Tandil, Argentina January 2023 - May 2023

- Conducted a competitor analysis and created digital marketing strategy maximizing ROI by 20%
- Prepared a detailed report and a 20 min presentation about findings and recommendations to founders

**Mathriders – Marketing Analyst Associate**, Plock, Poland August 2021 - September 2022

- Optimized social media strategy to ensure top return on investment which increased returning customers by 25%
- Wrote a detailed report about marketing strategy improvements providing sample content ideas

**Tata Consultancy Services – Summer Intern**, London, United Kingdom June 2021 - July 2021

- Organized events in London and facilitated networking opportunities for start-ups with 50 industry professionals

## EDUCATION

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**The University of Texas at Austin | McCombs School of Business** July 2023 - May 2024

Master of Science: Marketing

- Statistics, Data Analysis & Visualization, Data Analytics & Dynamic Pricing, Brand Management, Human Insights

**City, University of London | Bayes Business School** September 2020 - July 2023

Bachelor of Science: Business Management, Digital Innovation and Entrepreneurship

- Quantitative Methods and Analytics, New Venture Creation, Business Economics, Critical Analysis for Business

**University of Michigan | Ross School of Business** August 2021- December 2021

Exchange Program: Business Management & Administration

- Advertising Management, Business Information Systems, Financial Management, Leading People & Organizations

## SKILLS

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**Programming Languages:** R, SQL, Python, Tableau

**Certificates:** AI in Practice by Coders Lab, Excel Skills Program by JPMorgan Chase, Google Data Analytics Certificate

**Languages:** English - fluent, Polish - native, German - advanced, Spanish and Korean – basic

**Volunteering:** Volunteering Project in Romania by Erasmus +, Youth Exchange Program "Youth for Peace" on Cyprus

**Hobbies:** Dance: World Champion in Jazz (Plock, 2020), Ohio Star Ball Champion in Champ Level Latin (Ohio, 2021)

Content Creation: influencer on TikTok and Instagram with over 416,000 followers (@lisia\_publicznie)

# Samhita S Miriyala

Austin, Texas, USA | (469) 492-3998 | [samhitamiriyala@utexas.edu](mailto:samhitamiriyala@utexas.edu) | <https://www.linkedin.com/in/samhitamiriyala>

## EDUCATION

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- Master of Science, Marketing** **July 2023 - May 2024**  
McCombs School of Business - The University of Texas at Austin *Austin, TX*
- Relevant Coursework: Marketing Analytics, Data Analysis, Data Visualization, Dynamic Pricing, Product & Brand Management, Consumer Behavior, Digital Marketing, Design Thinking
- Bachelor of Engineering, Electronics & Communication** **Aug 2018 – Jun 2022**  
College of Engineering Guindy, Anna University *Chennai, India*

## WORK EXPERIENCE

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- CloudFabrix – Product Marketing Associate, Pleasanton, CA** Oct 2022 - Present
- Developed and executed content marketing strategies to increase impressions by 24% and user traffic by 37%.
  - Led multi-channel campaigns, including social media, SEO, and Google Ads, with custom personas and segmentation to drive engagement and leads.
  - Leveraged HubSpot for marketing automation to accurately identify and nurture MQLs, enhancing funnel efficiency.
  - Crafted comprehensive monthly marketing reports from Google Analytics and other platforms, highlighting key metrics and leads for strategic decision-making by stakeholders.
- Novartis – Business Analytics Intern, Hyderabad, India** Feb 2022 - May 2022
- Collaborated with clients to identify key functional needs, ensuring solutions that are tailored to their requirements.
  - Utilized QlikSense to create data visualizations for 4 country profiles, offering stakeholders analytical insights.
- Freshworks – Product Marketing Intern, Chennai, India** May 2021 - Jan 2022
- Achieved 52% social media growth in 6 months via content planning and data-informed marketing.
  - Owned a team-highlight segment featuring over 20 stories for internal communication purposes.
  - Used Beamer for product updates, crafting solution articles and relevant content to boost user engagement.
- Sirma Business Consulting – Content Marketing Intern, Hyderabad, India** May 2021 - Jan 2022
- Optimized email campaigns with A/B testing and scheduling for optimal budget use and increased engagement.
  - Adapted to new online marketing trends by integrating advanced analytics tools to achieve marketing objectives.

## PROJECTS

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- Brand Partnership Analysis for Microsoft Turn10 Studios – Marketing Intelligence Capstone Project**
- Analyzed brand partners' collaborations leveraging SQL and Power BI to analyze in-game and external data.
  - Developed evaluation strategies for Turn 10 Partnerships to assess new and existing portfolio partners.
- Analysis of MTA Subway Train Delays – Data Analysis Class Final Project**
- Utilized Python for statistical analysis of MTA Subway delays, identifying key patterns and causes.
  - Uncovered critical factors causing delays and proposed actionable strategies for system efficiency enhancement.
- Marketing Analytics of LEGO Pricing – Marketing Analytics Class Final project**
- Utilized R and Excel for in-depth analysis of LEGO pricing trends across various age groups and themes.
  - Identified pricing patterns and markups, guiding marketing strategies to optimize revenue and market penetration.

## SKILLS

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**Content & Campaign Management Tools:** Buffer, Hootsuite, MailChimp, WordPress, Canva  
**Digital Marketing Analytics:** Google Analytics, Semrush, Ahrefs, Zoominfo.  
**Data Science & Visualization:** Tableau, Qlik, PowerBI, Excel, R, SQL, Python.  
**Work Eligibility:** Eligible to work in the U.S. without any restrictions.

# CHANDAN MISHRA

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**PROFESSIONAL SUMMARY:** Results-driven marketing data analyst with 7+ years of experience in driving growth. Steered analytics strategies bringing \$500,000+ business and 20%+ better marketing ROI on average to past employers.

## EDUCATION

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**The University of Texas at Austin** May 2024

Master of Science, Marketing Analytics | Coursework: Marketing Analytics, Data Analysis & Visualization, Data Modelling, Statistics, SQL, Tableau, Python, Product and Brand Management, Digital Marketing, Pricing

**Indian Institute of Management Kashipur** March 2017

MBA, IT and Analytics | Coursework: Data Science & Business Analytics, MIS, Decision Modelling, Business Intelligence

**KIIT University** March 2013

Bachelor of Technology, Engineering | Coursework: Computer Science and Programming, Modelling, Mathematics

## WORK EXPERIENCE

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**7 Eleven (MSM Capstone Project)** January 2024 – Present

**Data Scientist** Austin, Texas

- Created machine learning models on retail stores data using Python (scikit learn, TensorFlow) on 30 Mn+ rows of data
- Developed insights using marketing mix modelling to achieve increase in sales and leads by 5%+, using 50+ attributes
- Developed and deployed 6 business intelligence dashboards using Tableau to track 10+ marketing metrics and KPIs

**Tredence Analytics** March 2022 - March 2023

**Assistant Manager Marketing Analytics** Bangalore, India

- Improved response rate in lead-gen campaigns by over 25% by leading analytics initiatives & lead scoring models
- Spearheaded marketing ROI optimization and A/B testing processes, elevating email open rates by ~20% in campaigns
- Created and managed 10+ dashboards for CRM and sales-ops team using Tableau to improve reporting and tracking

**Wipro Limited** June 2017 - February 2022

**Marketing Data Analyst** Bangalore, India

- Steered data analytics initiative for marketing function of client's retail and e-commerce business. Improved marketing campaign ROI by 50%+ within a year through segmentation and predictive modelling
- Increased annual sales by \$400k+ by creating 5 customer segments & identifying segment-specific challenges
- Implemented personalization in email and social media with segment-related offers, resulting in 80% rise in open rate
- Achieved 23%+ increase in repeat purchase by creating model to predict product preference and spending behavior
- Optimized data reporting by creating custom dashboards, increasing frequency of usage to 1.5X & adoption by 60%+

**Capgemini** March 2014 - June 2015

**Analytics Engineer** Pune, India

- Reduced customer churn for client's credit card segment by 15%+ (FY'15), by developing model to predict churn
- Performed data cleaning, integration and feature engineering (1.5+ billion dataset) using SQL and modelling with R
- Saved 300+ hours/month on report generation through creating data pipeline for visualization dashboards using SQL

## ANALYTICS PROJECTS

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- **NCSAC Analytics Championship by Baylor University [2024]:** Create Analytical & ML models and Visualizations for universities all around the US and create marketing campaign to reduce energy wastage by up to 15%
- **Tata Steel - Sales forecasting and reporting: [2024]:** Conducted primary and secondary research, created sales forecast model with an accuracy of ~82%. Created 5 visualization dashboards for sales ops team using Tableau
- **Market basket analysis and product recommendation [2023]:** Developed models for basket analysis to uncover customer preferences. Generated actionable insights for product lift of more than 110% in cross-selling opportunities

## ADDITIONAL INFORMATION

---

**Languages and Tools:** Python, R, SQL, MS Excel, Tableau, Power BI, SPSS, Google Analytics, SEO, Mailchimp, MarTech

**Analytical Skills:** Regression, Machine Learning, Clustering, Classification, Predictive Modeling, Statistical Analysis, A/B Testing, Time Series Forecasting, Data Visualization, Reporting Dashboards, Web Analytics, Marketing Measurement

# SUCHITA MISRA

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## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

Coursework Includes: Marketing Management, Finance, Design Thinking/Business Innovation, Statistics for Marketing, Data Visualization, Marketing Analytics, Human Insights, Consumer Behavior, SQL, Digital Marketing, Marketing Analytics II

May 2023

Bachelor of Arts, International Relations and Global Studies/Business/Hindi

- Overall GPA: 3.8

## RELEVANT EXPERIENCE

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### McCombs Business School Office – Student Assistant, Austin, Texas

June 2020 - May 2023

- Developed 50+ financial reports through internal database software to organize donor information
- Collaborated with student assistants, supervisors, and across the department by customizing to office needs
- Tracked alumni donations to analyze patterns and modify communication strategies based on data-driven findings

### Uber Eats – Delivery Driver, Austin, Texas

June 2020 - Present

- Completed 725 deliveries in three years, with 98% customer satisfaction ratings and minimized customer complaints
- Ensured on-time delivery of orders by selectively sorting through delivery orders to maximize efficiency

### Minimalia – Marketing Intern, Barcelona, Spain

May 2022 - December 2022

- Researched 500 companies and gained 10 new clients through virtual outreach and process optimization
- Created a business plan, analyzed competitive environment, and drafted requirements for five clients
- Translated company documents from Spanish to English, expanding accessibility and broadening the client base

## CAMPUS INVOLVEMENT

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### AKPsi Professional Business Fraternity – Vice President of Communications

September 2019 - May 2020

- Led recruiting efforts and secured 25 members through in person and social media interactions
- Increased following on Instagram by 100+ people in one semester by posting event/promotional content regularly
- Enhanced performance through statistical modeling to compare performance to 10 neighboring organizations

## ACADEMIC PROJECTS

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### Marketing Intelligence Capstone – Client: Houseful

November 2023 - Present

- Utilizing KPIs, NPS, personas, competitor research, and past data to enhance consumer engagement
- Recommending changes to the channel mix to reach their target audience

### International Relations and Global Studies Capstone

December 2022 - May 2023

- Authored a 30-page thesis using research skills, integrating quantitative data analysis, and policy examination
- Conducted a literature review synthesizing arguments on economic and security impacts on inter-state dynamics
- Analyzed case studies of six countries' relations using a mixed method approach

## ADDITIONAL INFORMATION

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**Languages:** Fluent English, Fluent Hindi, Intermediate Spanish (Business level)

**Skills:** Microsoft System Certified, RStudio, Python, SQL, Tableau, AI, Excel, Java - Khan Academy Course

**Awards:** Nomination for 2023 President's Student Employee of the Year Award at UT Austin

**Certifications:** HubSpot Digital Marketing Certification, HubSpot Inbound Marketing Certification

**Interests:** Equestrian, Pottery, Basketball, Retail, Fashion

**Work Eligibility:** Eligible to work in the United States with no restrictions

thanks for  
taking a  
look!



# Ariana Mollai

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www.arianamollai.my.canva.site

I am a curious individual that is driven by understanding the "why" behind people's decisions. My journey has been guided by a passion for innovation and a knack for generating creative ideas. With a background in design strategy, I've honed my skills in crafting meaningful solutions that bridge the gap between ideas and reality.

## Experience

January 2023 – April 2023

### Zupp – User Research & Strategy Intern, Remote

*A social application designed to enhance the college experience by providing exclusive access to a wide range of local deals and offers*

- Conducted user interviews utilizing surveys, leading to a UI that aligns with user preferences for cheaper options for 1000+ users
- Assisted in launching the PowerUp feature, contributing to a 78% membership growth with 12,783 new members joining within a 4-month period
- Coordinated with CEO on Figma design of user interface for new social features, landing page design, and user copy

June 2022 – September 2022

### argodesign – Design Intern, Austin, Texas

*Product Design Consultancy working to create products to evoke delight, demonstrate simplicity and value in fortune 500 companies*

- Built high-fidelity frames using Figma working cross-functionally with the strategy team to design a platform vision for a \$2B+ IT company
- Developed a competitor analysis to understand the market gaps and strengths, using the data to inform the positioning of the product
- Established key values with 5+ strategists to formulate positioning statement and define purpose behind new innovative platform

June 2020 – December 2020

### USA TODAY NETWORK | Gannett – Marketing Solutions Intern, Remote

*Subscription-led digitally focused media and marketing solutions company including local media in 46 states*

- Aided in tracking performance on Google Analytics to understand customer engagement and tailor marketing campaigns accordingly
- Researched competitive data daily in order to identify digital targets while learning how to maintain and grow existing accounts
- Crafted client specific ad templates daily along with pre-planning, customizing, and optimizing sales campaigns

## Work Samples

January 2024 –Present

### TikTok – Marketing Intelligence Capstone; McCombs Master's Program

*MSM Capstone Course offers students a dynamic opportunity to engage with current marketing challenges in a hands-on environment*

- Propose a growth strategy playbook and evaluated new advertising product solutions to enhance TikTok Shop performance for brands using data-driven regression methodologies
- Developed a comprehensive 90 and 180-day sales forecasts for two brands, implementing unique strategies to accelerate brand growth
- Orchestrated mock campaigns for two brands on TikTok Shop, showcasing growth trajectories and advising on investment levers

August 2023 – November 2023

### Brand Management Project – Instagram Go-to-Market Growth Move; McCombs Master's Program

*Brand Management Course designed to have students strategize a comprehensive go-to-market strategy for their final project*

- Conceptualized the reverse image search feature for Instagram, crafting a mock prototype using Figma to demonstrate its functionality
- Conducted extensive research to analyze current positioning of IG Shop, creating detailed user personas based on trends identified
- Developed a budget for an influencer marketing campaign, allocating \$200,000 over a three-month period to optimize reach

February 2021 – March 2021

### HappyMapp App – Team Project; UX/UI Certificate Program

*Designed UI for stress-relief app that crafts individualized multi-media feed, provides users with positive experience*

- Designed UI for stress-relief app crafts individualized multi-media feed, provides users with positive experience
- Collaborated in a team environment over a tight timeline that involved empathetic design and iterative development
- Facilitated and attended daily meetings with a team of 4 people to build an engaging user experience over a 3-week timeline

## Additional Information

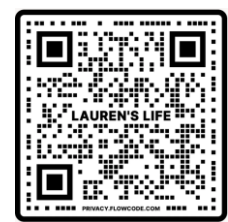
**Education:** The University of Texas at Austin – Master of Science, Marketing/Bachelor of Communication Studies/ UX/UI Certificate

**Skills:** Figma, Tableau, SQL, RStudio, Miro, User Persona, Branding, Adobe Creative Suite, Concept Creation and Ideation

**Interests:** Water Polo, Budget Travel Expert, Movie Theater Enthusiast, Graphic Arts/Collaging, Happiness Lab Podcast

# LAUREN MUEHLENBROCK

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## EDUCATION

### The University of Texas at Austin

Master of Science, Marketing

May 2024

*Graduate Coursework Includes:* Market Data and Demand Modeling, Marketing Analytics I & II, Product and Brand Management, Dynamic Pricing, Statistics for Marketing, Data Visualization and Storytelling, Digital Marketing and Measurement, Consumer Behavior, Data Analysis and Visualization, SQL, Design Thinking and Business Innovation, Marketing Management,

### The University of Oklahoma

Bachelor of Business Administration, Marketing & Entrepreneurship and Venture Management

May 2023

• Overall GPA: 3.86/4.00 | Summa Cum Laude Graduate

## EXPERIENCE

### Sacchieri Construction – Office Manager and Bookkeeper; Blanchard, OK

October 2021 – November 2022

- Performed weekly and monthly accounting updates and managed payments and deposits from over 50 clients
- Converted 25% of customers to digital banking and ACH regimen to increase office efficiency
- Communicated with suppliers and contractors to ensure completion of residential contract projects on a timely basis

### California Counseling Group – Marketing Consultant; San Francisco, CA

June - July 2022

- Conducted social media research and analyzed data of existing 100k followers to construct a targeted strategy
- Curated Instagram campaign to establish a social media presence and engage niche target segment

## ACADEMIC PROJECTS

### Masters Capstone Project – Client: Deep Eddy Therapy

December 2023 – May 2024

- Consulting with client to analyze the most profitable customer profiles, create a marketing dashboard and identify areas to target and maximize marketing spend

### Senior Capstone in Entrepreneurship – Product: ShareStyle

January 2023 - May 2023

- Collaborated with team for over a year to conceptualize and create digital product
- Worked closely with mentors to engineer digital application, financial framework and feasibility
- Pitched the final product to board of investors, aiming to receiving funding for continued advancement of product

### Social Media Marketing Project – Client: Thriftique

August 2022 - December 2022

- Served as Marketing Campaign Lead to organize a social media campaign to drive local awareness
- Developed business model and conducted initial market research and financial planning per client goals
- Analyzed target market and created a complimentary campaign and content calendar for identified customers

## LEADERSHIP EXPERIENCE AND ACTIVITIES

### Greek Affiliation: Alpha Chi Omega – Member

August 2019 – May 2021

**Interests:** Competitive Family Running, Avid Fiction Reader – Thrillers & Beach Reads, Downhill Snow Skier since '06

## HONORS

- Outstanding Marketing Student Award | 1 of 3 Marketing Students chosen May 2023
  - Faculty nominated award based on academic achievement and impact in classroom
- President's Honor Roll (4 semesters) Fall 2019 – Spring 2023
- Dean's Honor Roll (2 semesters) Fall 2019 – Spring 2023
- OU Merit Scholar Award Recipient, Price College of Business May 2019 – May 2023

## ADDITIONAL INFORMATION

**Technical Skills:** MS Office (Word, Excel, PowerPoint), R, SQL, Python, Tableau Public, Canva, Hootsuite

**Certifications:** Google Analytics 4 Certification, Hootsuite Platform Certification, Hootsuite Social Media Certification, LinkedIn: Lead Generation, HubSpot Inbound Marketing Certification, HubSpot Digital Marketing Certification

# YUBEEN NOH

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*Driven marketing student specializing in data analysis and market research with a blend of technical proficiency in Excel, R, Tableau, SQL, and Python, combined with an innate curiosity and creativity that drives beyond surface-level insights.*

## EDUCATION

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### The University of Texas at Austin

July 2023 - May 2024

Master of Science, Marketing

- STEM-accredited degree with industry-designed curriculum
- Marketing Analytics, Data Analysis & Visualization/Storytelling, Digital Marketing, Design Thinking, Product & Brand Management, Human Insights, Data Analytics & Dynamic Pricing, Market Data/Demand Modeling
- GPA: 3.8

### University of Oregon, Lundquist College of Business

September 2021 - June 2023

Bachelor of Business Administration - Marketing | Economics Minor

- Graduated in 2 years due to completing 80 college credit hours while earning high school diploma
- GPA: 3.61 | Dean's List - Fall 2021, Winter 2022
- Study Abroad | Yonsei University, Seoul, Korea: Summer 2022

## EXPERIENCE

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### Tik Tok – Marketing Intelligence Capstone Project, Austin, TX

December 2023 – May 2024

- Developed 180 day sales forecast for Thermos and Keurig on TikTok Shop by analyzing weekly sales data and research
- Formulated scalable affiliate creator strategies for optimal creator mix to aid new brands onboarding on TikTok Shop
- Presented work progress to TikTok Shop team weekly, ensuring alignment with project and stakeholder expectations

### Mohr Career Services – Career Peer Educator, Eugene, OR

September 2022 - June 2023

- Gathered data on recent graduates for analyzing career service effectiveness and identifying key industries entered
- Enhanced career documents for +40 students monthly, leveraging strong communication and attention to detail

### T4 Tea For You – Barista, Hillsboro, OR

November 2020 - September 2021

- Demonstrated effective relationship building with diverse customers, showcasing order recall and name recognition
- Multitasked in a fast-paced environment, quickly managing customer interactions, inventory and order preparation

## PROJECTS

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### Salesforce AppExchange – McCombs Marketing Competition, Austin, TX

October 2023

- Conducted research to create AI driven marketing strategy to deliver the value of AppExchange to new customers
- Delivered a marketing plan to Salesforce team in one week, demonstrating teamwork and project management skills

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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### International Business and Economics Club – Public Relations

January 2023 - June 2023

- Hosted a networking event by inviting a guest speaker and professionals, and reached full attendance of + 50 students
- Promoted bi-weekly business events through making posters for social media promotion

### University of Oregon – International Peer Mentor

September 2022 - June 2023

- Guided +30 international students each term during orientation, offering campus tours and answering questions
- Communicated with +20 international students each term to support academic and cultural integration

### Korean Philanthropic Society – Founder, Public Relations

July 2022 - March 2023

- Designed club logo, stickers, posters, and advertisements using Adobe, Canva, and Procreate with creativity
- Planned and led biweekly events featuring volunteering and fundraising activities with 20 - 50 attendees

## SKILLS

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**Computer:** R, Excel, Tableau, Python, SQL, SPSS, Canva, Adobe, Social Media

**Research:** Conjoint Analysis, Regression Modeling, Customer Lifetime Value, Segmentation, Sales Forecasting, Pricing and Promotions, Advertising Response Models, A/B Testing

**Languages:** English (fluent), Korean (fluent)

**Work Eligibility:** Eligible to work in the United States with no restrictions



# CATIE ORWIN

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## EDUCATION

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**The University of Texas at Austin** May 2024

Master of Science, Marketing

Coursework includes Data Visualization, Marketing Analytics, Dynamic Pricing, Product & Brand Management

**The University of Texas at Austin** May 2023

Bachelor of Science, Communication and Leadership; Minor in Government

## PROFESSIONAL EXPERIENCE

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**Prophet Capstone Project – Intern, Austin, TX** December 2023 - Present

- Implemented segmentation solutions for a typing tool that analyzes the most profitable pursuits for the company
- Designed strategic recommendations with actionable levers to contribute to sustainable growth

**City of Austin – Social Media Intern, Austin, TX** June 2021 - December 2021

- Curated a strategic social media calendar after analyzing data to significantly increase account engagement
- Raised content standards by incorporating videos and new original photos of the city for events and information

**Zinda Law Group – Intern, Austin, TX** December 2022 - June 2023

- Redesigned record uploading and sending processes to ensure efficiency and reduce variability for the files
- Improved responsiveness for the admin department to serve attorney teams, finance, and marketing departments

**OrangeTheory Fitness – Senior Sales Associate, Austin, TX** May 2021 - December 2022

- Generated an increase in sales by targeting the need for increased traffic through social media marketing
- Spearheaded sales competitions against other locations while leading the studio in reduced membership oversights

## LEADERSHIP EXPERIENCE AND INVOLVEMENT

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**McCombs Marketing Case Competition – for Salesforce** October 2023

- Created a marketing plan to improve brand awareness for AppExchange by utilizing generative AI
- Presented the plan to a panel using custom slides made by my team to highlight key points

**McCombs Master of Science Programs – Student Ambassador** October 2023 – Present

- Connected with prospective students to provide information and advice about the MSM program

**Texas Lonestars Spirit Organization – President** May 2022 - May 2023

- Developed an accessible solution of executive and member accountability for better participation in service and spirit
- Elevated the risk management procedure through detailed documents and improved connections to resources

**Camp Texas – Outreach Coordinator** September 2021 - August 2022

- Initiated growth in camp attendance through social media promotions and interactive content
- Designed organization uniting merchandise and graphics alongside the Texas Exes marketing team

## ADDITIONAL INFORMATION

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**Service:** St. Austin Catholic Church Faith Formation: 1<sup>st</sup> Grade Leader (August 2023 – Present)

**Technical Skills:** MS Office, R, Python, SQL, Tableau

**Interests:** Podcasts (especially the one I created in 2019), coffee and coffeeshops, New Year's goals

**Work Eligibility:** Eligible to work in the United States with no restrictions

# PEYTON PAYNE

Peytonpayne@utexas.edu

linkedin.com/in/peytoncpayne · Austin, TX · (936) 648-8107

## Summary

Results-driven, Master of Science in Marketing candidate with a focus on digital marketing. Experienced in marketing analytics and brand management, eager to apply academic knowledge and hands-on experience in dynamic digital marketing roles. Passionate about leveraging data analytics and emerging technologies to optimize campaigns and drive customer engagement.

## EDUCATION

### **The University of Texas at Austin**

Master of Science, Marketing Candidate

May 2024

- Overall GPA: 3.62

Coursework Includes: Statistics for Marketing, Marketing Analytics, Visualization and Storytelling, Dynamic Pricing, Design Thinking, Product & Brand Management, Consumer Behavior & Experimental Design, Digital Marketing & Measurement, Market Data & Demand Modeling, and SQL

Bachelor of Science, Advertising

May 2023

- Overall GPA: 3.68

Coursework Includes: Environmental Communication, ADV Research, ADV Media Planning, Integrated Communications Management and Campaigns, Creative Advertising

## EXPERIENCE

**Any Baby Can of Austin, INC. (non-profit)** – *Event & Sponsorship Intern*; Austin, TX

January - May 2023

- Researched and identified event spaces with necessary amenities for two annual fundraising events
- Identified purveyors for supplies and materials needed
- Supported ABC's primary fundraising gala that brought in over \$202,600 for families in achieving their goals

## PROJECTS

**Mason's Famous Lobster Rolls** – *Marketing Intelligence Project*

January - May 2023

- Leading a data analysis initiative for Mason's Famous Lobster Rolls, pinpointing key revenue drivers through cluster analysis, enabling strategic marketing decisions and future franchising plans
- Developing a comprehensive macroeconomic database to facilitate the investigation of key revenue drivers

**Safe Horns Brand Awareness Campaign** – *Capstone Course*

January - May 2023

- Collaborated weekly with media team to review deliverables and ensure timely project execution within the account services department overseeing campaign planning for SafeHorns, an Austin-based non-profit promoting safety
- Formulated a comprehensive brand awareness campaign with two phases, evergreen work and a calculated campaign for the Fall 23, to optimize SafeHorns brand awareness within the \$10,000 budget

**UT Waller Creek Campaign** – *Agency-Based Environmental course*

January - May 2022

- Promoted the Experience Waller Creek Campaign, formally known as the UT Creek Monster campaign
- Collaborated with the UT Environmental Health & Safety Center to gauge and raise awareness of Waller Creek
- Partnered with Liquid Death to give away free water and merchandise to survey participants in a campus-wide survey, which collected over 500 respondents
- Established the social media accounts where paid "boosted" content were pushed to increase social media presence
- Crafted an Op-Ed that served as the call to action to UT leadership, faculty and the City of Austin

**HTeaO's Campaign** – *Agency-Based Media Campaign course*

January - May 2022

- Created an agency, Wampus Promotions, that prepared a advertising campaign and media plan for HTeaO, a beverage company with plans to expand to Charleston, NC
- Researched brand, geographic, competitive and target market insights; established a comms platform, media menu, media mix, and flight schedule for the discovery, involvement and action, and share stages of the campaign
- Constructed an objective's grid, detailed flowchart and the campaigns budget

## ADDITIONAL INFORMATION

**Computer Skills:** MS Excel, R, Google Colab, Tableau

**Interests:** Thrifting, Upcycling Clothes, Gardening

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# HALLIE PELOW

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## EDUCATION

---

### The University of Texas at Austin

May 2024

Master of Science, Marketing

- Coursework Includes: Product & Brand Management, Digital Marketing, Data Analytics & Visualization

Bachelor of Business Administration, Marketing | Minor: Educational Psychology

May 2023

- GPA: 3.75

## EXPERIENCE

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### Glass Staircase – Marketing Intern, Austin, TX

January 2023 - May 2023

- Elected leader of the intern group project focused on building brand identities for small businesses
- Conducted competitive landscape analysis by researching and evaluating similar businesses and possible partnerships
- Identified core competencies of new small businesses to construct market entry plans centered around growth
- Developed in-depth sample marketing plan recommending three main strategies to improve competitive advantage

### Mon Reve Dance Studio – Marketing Coordinator, Newport Beach, CA

June 2018 - August 2021

- Researched market trends to formulate customer acquisition plans and forecast two-year growth
- Designed and executed innovative promotional plans aiming to increase revenue and membership subscriptions
- Implemented and maintained CRM to identify opportunities and strengthen engagement
- Managed end-to-end communication process during key events, including year-end shows and open houses

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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### Prophet Capstone Project – Team Member

December 2023 – April 2024

- Analyzed and interpreted Prophet's CRM data to extract meaningful insights and key opportunities
- Implemented segmentation analyses to develop a typing tool that prioritizes high-win and high-value pursuits
- Provided Prophet with strategic recommendations on the most attractive account segments
- Recommended actionable levers for winning high-value pursuits, contributing to firm's sustainable growth

### National Collegiate Sports Analytics Championship – Third Round Finalist

October 2023

- Utilized statistical analysis to synthesize complex sports venue data and recommend actionable solutions
- Employed data visualization techniques to transform complex data into a compelling narrative for stakeholders
- Presented recommendations to a panel of sports business leaders, resulting in advancement to the third round

### Cisco Supply Chain National Case Competition – Third Place Champion

March 2021 - April 2021

- Selected to compete in a national case competition against 6 other universities
- Proposed an innovative plan on how to enhance supply chain process using 5G technology
- Nominated to lead presentation to Cisco executives summarizing comprehensive strategy

## HONORS

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- University Honors

May 2021 – May 2023

## ADDITIONAL INFORMATION

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Technical Skills: MS Excel, Word, PowerPoint, Tableau, R Studio, Python, SQL

Interests: US History, Ballet, Painting, Traveling

Work Eligibility: Eligible to work in the U.S. with no restrictions

# PAULINA RODRIGUEZ

pau.rod17@gmail.com



LinkedIn:paulinarg.



737-330-8737



Austin, Tx

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## ABOUT ME

I'm a bilingual marketer with seven years of experience in the automotive industry, working with cross-functional teams to develop marketing strategies, coordinate events, and lead the groundbreaking launch of the first EV in the country. I consider myself curious, willing to take risks and to be challenged. With a customer-centric approach, I bring passion and collaboration to my environment to deliver tangible results and accomplish objectives.

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## WORK EXPERIENCE

### Ford Motor Company

#### – Product Marketing Manager, Mexico City

January 2020 – December 2022

- Led the successful launch of the first EV in Mexico, achieving an EBIT margin of 23%
- Proactively managed project scope, requirements, and timelines, conducting regular internal meetings to address any challenges and ensure alignment with launch deadlines
- Implemented globally applicable strategies based on comprehensive consumer insights
- Demonstrated exceptional time and collaboration management skills to meet all team needs and requirements promptly, contributing to the overall success of the product launch

#### – Consumer Marketing Specialist, Mexico City

January 2018 – December 2020

- Coordinated partnerships with luxury brands for 12 annual events, including dinners, golf tournaments, and art shows
- Led annual market research initiatives to analyze trends and behaviors, providing valuable data for informed decision-making
- Developed and communicated actionable creative briefs, resulting in enhanced advertising campaigns and a 15% increase in lead generation

#### – Brochure Coordinator, Mexico City

January 2017 – December 2017

- Managed the creation of brochures for all 15 Ford vehicles in the market, facilitating effective communication between agency and client
- Introduced five special edition brochure concepts, contributing to increased brand awareness and supporting sales objectives.

#### – Retail Marketing and Sales, Mexico City

January 2016 – December 2016

- Conducted weekly competitors analysis for Ford vehicles, quantifying price differentials and segment shares
- Introduced Trend Analysis for all segments in monthly meeting with top management

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## EDUCATION

#### –The University of Texas at Austin

May 2024

- Master of Science, Marketing

#### –Instituto Tecnológico y de Estudios Superiores de Monterrey

December 2016

- Bachelor of Arts, Marketing

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## SKILL SUMMARY

**Soft Skills:** Critical Thinking, Resilience, Leadership, Collaboration, Multitask and Prioritization.

**Hard Skills:** Data Analysis (Excel, SQL, Python). Data Visualization (Tableau, Power Point, Canva)

**Certifications:** Digital Marketing, Inbound Marketing, Google Analytics

**Languages:** English, Spanish

# ANIYA T. UWANNA

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<https://www.linkedin.com/in/aniya-uwanna/> • Austin, TX

## EDUCATION

---

### The University of Texas at Austin

May 2024

Master of Science, Marketing

- Accelerated STEM-eligible degree that combines traditional marketing with data analytics

### The University of Texas at Austin

May 2022

Bachelor of Science, Radio, Television, Film | Minor in African and African Diaspora Studies

- GPA: 3.60, Deans List x6

UTLA: *Immersive Semester in Los Angeles* (working in entertainment industry)

Summer 2022

## WORK EXPERIENCE

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### Mason's Famous Lobster Rolls – Capstone Project, Austin, TX

December 2023 - Present

- Compile outside macroeconomic data from various sources to create a dataset that will help explain sales
- Analyze, rank, and weight key sales drivers of 16 locations through market and economic data to provide insights
- Present a slide deck and Tableau dashboard to clients of semester long findings to provide tailored recommendations

### Texas House of Representatives – Audio Video Technician II, Austin, TX

December 2022 - July 2023

- Managed live TV and web broadcasts of 150 members daily to oversee successful technical production
- Achieved all broadcast within 15 minutes after ending to provide Texas constituents with accurate information

### Austin Film Festival – Audience Award Coordinator, Austin, TX

October 2022 - November 2022

- Performed data entry and analysis regarding audience perception of 150+ films to be evaluated by festival founder
- Relayed common findings to festival managers and founder to assist in determining festival award winners

### Project X Entertainment – Development/Production Intern, Los Angeles, CA

May 2022 - July 2022

- Developed, co-wrote, and pitched original YA drama pilot and series to four executives for portfolio consideration
- Managing and planning of company's Instagram, TikTok, and Twitter with 4 other interns to boost audience engagement and advertise current projects

### Underground Films – Development/Production Intern, Los Angeles, CA

May 2022 - July 2022

- Produced coverage on 10+ scripts, organized files, and updated grids on Google Spreadsheets to boost efficiency
- Shadowed executive assistant and rolled calls to CEO, giving 15-minute reminders to aid company's communication

### Capstone Collegiate – Marketing Assistant, Austin, TX

November 2019 - December 2020

- Resolved 500+ Inspire on 22nd residents' concerns with customer service using systems Entrata and Paylocity
- Advertised property to 100s of students daily through digital media marketing, tours, and events, to promote leasing

## LEADERSHIP AND INVOLVEMENT

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### 2023 Texas McCombs Marketing Case Competition – Competitor, Austin, TX

October 2023

- Created a marketing plan in a team of four to improve brand awareness for AppExchange by utilizing generative AI
- Presented a 15-minute deck to a panel of 6+ Salesforce employees and university faculty to highlight key points of plan

### SXSW – Film Crew Volunteer, Austin, TX

March 2019 - March 2019

- Facilitated entertainment festival by assisting theatre, crewmembers, and directors of SXSW films over 2 weeks
- Administered voting ballots and kept audience count to evaluate success of 20+ films by analyzing ratings

## ADDITIONAL INFORMATION

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**Technical Skills:** Microsoft Suite, R, Tableau, SQL, Python, Granicus, Chyron, Conjoint Analysis, Regression Modeling

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# SARAH WEISBERG

Sarahisweis@gmail.com • linkedin.com/in/Sarahweisberg • (214) 906-7574

## EDUCATION

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### The University of Texas at Austin

May 2024

Master of Science, Marketing

- Coursework: Marketing Analytics, Data Analysis & Visualization, Data Analytics & Dynamic Pricing, Finance, Brand Management, Design Thinking, Clients & Consulting, Market Data & Demand Modeling, Marketing Intelligence Capstone
- GPA: 4.0

### The University of Texas at Austin

May 2023

Bachelor of Business Administration, Management

- University Honors (6 semesters)
- GPA: 3.8

## HONORS

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### Marketing Case Competition – Salesforce; Austin, Texas

October 2023

- Formulated a strategic plan utilizing AI insights to craft marketing campaigns that promote Salesforce AppExchange
- Finalist (3<sup>rd</sup> place) among 15+ teams; Best Group Visual Presentation; Best Individual Presenter among 50+ competitors

## EXPERIENCE

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### Pepsi-Co – Marketing Intelligence Capstone Project; Austin, Texas

December 2023 - Present

- Investigating the implications that macroeconomic impacts and consumer mobility will have on snack sales in 2024-2025
- Forecasting consumer purchase behavior by building predictive models for varying snack and water categories from time series point-of-sale data using regression analysis and ARIMA modeling in R and Excel
- Consolidating data into a PowerBI (or Tableau) dashboard displaying hotspots of economic activity and shopper mobility

### Longhorn Impact Fellowship – Consultant; Coca-Cola SW Beverages, Texas

January 2023 - May 2023

- Engineered a database in Excel to increase data accuracy and tracking of contributions to nonprofits
- Standardized data collection from 100+ nonprofits to more efficiently interpret KPIs critical to F&B industry
- Assembled and recommended use cases in Power BI to elevate sustainability visuals and metrics to key stakeholders

### CS DISCO - Emerging Leader Rotational Program – Intern; Austin, Texas

May 2022 - July 2022

- Launched, customized, and gamified onboarding using HTML and Intellum for 3+ multinational new hire groups
- Reframed project to regress individual completion rates of onboarding modules against long-term sales performance to evaluate effectiveness of go-to-market onboarding curriculum

## LEADERSHIP & ACADEMIC PROJECTS

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### Conjoint Analysis Project – Marketing Management

July 2023

- Conducted a conjoint analysis to gain insights into consumer preferences/trade-offs and predict product demand

### Less is More Social Venture Capstone – Social Innovation Practicum

August 2022 - December 2022

- Led a 5-person team to create and pitch a social venture addressing textile waste in Austin

### UT Austin TAMID – General Member

August 2020 - December 2021

- Collaborated in case competitions involving Israeli-based start-up companies; weekly team meetings to examine industry and present strategic solutions

## ADDITIONAL INFORMATION

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**Computer Skills:** MS Excel, PowerPoint, HTML, G-Suite, SQL, Tableau, BlueSky Statistics, Power BI, R

**Technical Skills:** Conjoint Analysis, Market Segmentation, CLV, Dynamic Pricing, Forecasting & Predictive Modeling

**Interests:** Gymnastics, Chess, Sustainability, Running, Traveling, Pure Barre

**Work Eligibility:** Eligible to work in the U.S. with no restrictions

# JUNYI (VERA) YANG

(281) 323-3437 | veraayang@utexas.edu | Austin, TX | [LinkedIn](#) | [Portfolio](#)

## EDUCATION

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**The University of Texas at Austin**, Austin, Texas May 2024

Master of Science, Marketing (STEM) - GPA: 3.78/4.0

- Relative Coursework: Data Analysis and Visualization, Advanced Data Mining and Web Analytics, Market Demand Modeling

**Texas A&M University**, College Station, Texas May 2023

Bachelor of Business Administration in Marketing, Minor in Communication - GPA: 3.86/4.0

## SKILLS

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- **Programming:** SQL (MySQL, Subqueries, Advanced Joins, Window Functions, Triggers), Python (Pandas, Sklearn, Numpy, Matplotlib, Plotly, Seaborn, Statsmodels), R (lme4, tidyverse, ggplot)
- **Marketing Analytics:** A/B Testing, Predictive Analysis, Regression Model, Clustering Analysis, Conjoint Analysis
- **Other Tools:** Tableau, Microsoft Power BI, XLSTAT
- **Certificates:** IBM Data Science, Google Analytics, JAVA Programming, Hubspot Digital Marketing, Google Analytics
- **Languages:** Mandarin (Native), English (Working Proficiency)

## WORK EXPERIENCE

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**7-Eleven Marketing Intelligence Capstone Project - Data Lead**; Austin, TX January 2024 - Present

- Analyzed 10M+ store attributes and transaction data to enhance and predict sales performance utilizing SQL and Python
- Optimized new store planning and management by pinpointing key attributes impacting shopper equity perception

**Shogun Investment Group - Data Analyst Intern**; Houston, TX June 2022 - August 2022

- Recommended three business modification through sales evaluation using SQL and Python, leading to new product development and a 20% increase in ROI
- Directed A/B testing and text analysis which led to five website modifications that boosted website conversion rate by 15%
- Facilitated new customer targeting and led brand repositioning through Python analysis, resulting in a 20% increase in sales

**Power Dekor Group Co., Ltd. - Marketing Analyst Intern**; Beijing, China June 2021 - August 2021

- Identified influential factors in sales performance using regression, increased monthly sales by 10% after modifications
- Led cluster analysis on customer data, achieving a 15% boost in monthly sales through segment targeting
- Proposed two online promotional strategies based on CTR analysis, achieving a 40% increase in website traffic

## DATA ANALYTICS AND DATA SCIENCE PROJECT

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**Grocery Shop Customer Targeting - Customer Segmentation Modeling** December 2023 - January 2024

- Built logistics regression and K-means clustering model in Python to segment grocery store customers
- Recommended targeting and marketing strategies by evaluating segment characteristics of three clusters

**Website Visits Forecasting - Time-Series Forecast Modeling** November 2023 - December 2023

- Performed data cleaning and exploratory data analysis on a website visits dataset to uncover insights into website traffic
- Developed and implemented a forecasting model in Python, achieving a 90% accuracy rate in predicting website visit trends
- Enhanced data interpretation through dynamic visualizations created in Tableau and Plotly

## LEADERSHIP AND INITIATIVES

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**McCombs Marketing Case Competition with Salesforce - Team Lead**; Austin, TX October 2023

- Led and presented qualitative research on customer journey analysis, application of AI, and cost analysis using Tableau
- Recommended B2B campaign strategies for Appexchange that prioritize customer experience and awareness-building
- Qualified for the final round (Top 4), competing against 20 MSM and MBA teams judged by Fortune 500 executives

**Chinese Students and Scholars Association - Head of Marketing**; College Station, TX August 2021 - December 2022

- Led a 10-member team in organizing and executing cultural exchange opportunities on campus, engaging 1000+ students
- Collaborated with executive boards and outside sponsors for contracts, funding opportunities, and event activities
- Engaged in team member recruitment and training to ensure smooth event execution and positive participant experiences

# **MSM – Internship**



# JIHEE KIM

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<https://www.linkedin.com/in/talkingpotato/> • Austin, TX • (512) 785-6755

## EDUCATION

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### The University of Texas at Austin

May 2025

Master of Science, Marketing

Coursework: Marketing, Finance/Accounting, Statistic

### University of Texas at Austin

May 2024

Bachelor of Science, Psychology

Minor: Computer Science

GPA: 3.84/4.00

## EXPERIENCE

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### Paradigm Robotics – *Business Analyst*, Austin, Texas

January 2024 – Present

- Conducted comprehensive market analyses, employing advanced analytics to uncover industry trends and opportunities, which informed strategic decisions and strengthened our competitive edge
- Led to collaborative effort to draft, refine, and finalize our comprehensive business plan that outlines approach to market expansion, product development, financial projections, and risk management
- Identified and evaluated new market opportunities for the FireBot, integrating competitive analysis, regulatory considerations, and potential partnership avenues into the business plan

### TanTan Academy of English – *Content Coordinator*, Busan, Korea

January 2022 - June 2022

- Devised plans to foster a more collaborative English learning environment and motivate 100+ students to stay proactive in improving English reading and writing skills
- Developed educational materials including 50+ standardized tests and 20+ speaking and writing workbooks
- Designed cover of workbooks utilizing Adobe Photoshop, Illustrator, and Acrobat

### NSID – *Marketing Intern*, Seoul, Korea

June 2020 - August 2020

- Publicized and marketed three product brochures about updated web features to users
- Created in publishing five product manuals in English by translating, proofreading, editing, and more
- Designed and implemented interactive and user-friendly web features in Python, HTML, and CSS

### SecuInfo – *Marketing Intern*, Seoul, Korea

June 2019 - August 2019

- Completed an array of services to prepare product manuals to be used in the English-language market, including translation and transcription of 50+ pages of product manuals written in Korean
- Presented security camera system products at business conferences and Tech Expos with an audience of 100+ people

## LEADERSHIP EXPERIENCE AND ACTIVITIES

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### Undergraduate Korean Association – *Vice President in Marketing*

August 2022 - Present

- Revamped 20+ social media marketing strategies to improve cross-functional communication and efficiency of marketing campaigns, resulting in higher conversion rates
- Advertised 30+ organization sponsors and a series of Austin venues by creating eye-catching and impactful posters using Adobe Illustrator and Photoshop
- Increased social media daily active users by over 200% by delivering multiple useful posts every day
- Lead Marketing department, providing leadership and direction to a team of 10 directors across 4 different positions

## ADDITIONAL INFORMATION

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**Technical:** Adobe Photoshop, Illustrator, InDesign, Acrobat, MS Excel, MS Word, MS PowerPoint

**Programming:** Python, RStudio, Javascript, MySQL

**Language:** English (Native), Korean (Native)

**Work Eligibility:** Eligible to work in the United States with no restrictions

**Interests:** Band, Drum, Jangu (Korean Traditional Instrument)

# MIA CHAMBERLAIN SABOM

miasabom2@gmail.com

www.linkedin.com/in/miasabom • (210) 413-0474

## EDUCATION

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### The University of Texas at Austin

May 2025

Master of Science, Marketing

- Courses completed: Financial Management, Marketing Management, Statistics for Marketing

### The University of Texas at Austin

May 2024

Bachelors of Science, Communication and Leadership

- GPA: 3.98 / 4.0

## WORK EXPERIENCE

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### The Longhorn Foundation – Student Intern, Austin, Texas

August 2023 - December 2023

- Managed database of prospect and portfolio information, reducing bounce backs and improving engagement
- Navigated conversations weekly with current and former donors, completing ~100 calls per week
- Provided support to the Donor Relations team with member stewardship, special events, and communications

### Jay Kleberg for Land Commissioner of Texas – Communications Fellow, Austin, Texas

Summer 2022

- Researched Jay's opponent via publishing a Communications Tracker and evaluation of social media strategies
- Analyzed data from communities across Texas, creating insights in order to develop campaign strategy

### Vybe – Creative Marketing Manager, Austin, Texas

January 2022 - June 2022

- Selected to lead awareness campaign including live activations, social media, and events at UT Austin
- Managed and created content for app and brainstormed innovative ways to promote the Vybe app in Austin
- Executed monthly tasks focused on marketing events and community building to increase brand awareness
- Enhanced app downloads and amplified brand exposure through targeted marketing and advertising strategies

### Camp Mystic – Kitchen Staff, Hunt, Texas

Summer 2021

- Worked effectively with fellow staff members to prepare and serve three daily meals for 400 campers and counselors

### King Ranch – Ranch Hand and Employee, Kingsville, Texas

Summer 2019

- Served as a ranch hand for the King Ranch Quarter Horse Division and a retail sales employee focused on customer service and marketing at the King Ranch Saddle Shop

## HONORS

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- UT Distinguished College Scholar 2022, 2023, 2024
- Moody College Dean's List (8 semesters) awarded to students with at least a 3.5 GPA

## EXTRA CURRICULAR ACTIVITIES

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Activities: Member of Pi Beta Phi: Texas Alpha Chapter, Member of the Pi Beta Phi Recruitment Team

Interests: Media, Fitness, Traveling, Fashion, Running

## ADDITIONAL INFORMATION

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**Work Eligibility:** Eligible to work in the United States with no restrictions

# **Friends and Family – Full-Time**

# SEAN AYERS

Austin, TX 78735

Seanayers@gmail.com

512.299.4426

## EDUCATION

### **Austin College**

*Bachelor of Business Administration; Finance Major, Biology Minor*

**Sherman, TX**

*Class of 2024*

- Cumulative GPA: 3.6/4.0; Major GPA: 3.8/4.0
- Dean's List

## WORK EXPERIENCE

### **Regions Bank**

*Commercial Banking Summer Analyst*

**Austin, TX**

*May 2023 – July 2023*

- Performed due diligence for prospective bank clients including credit ratings and pricing models
- Completed summer case study advising client on credit and treasury needs, created and delivered pitch deck
- Assisted Senior Treasury Leadership in Fraud Investigations and Risk Management
- Learned financial statement analysis and modeling, built models for case study corporation

### **Todd A. Williams Student Investment Fund**

*Financial Analyst*

**Sherman, TX**

*Feb 2023 – May 2023*

- Assigned to financial services sector of student endowment fund worth \$1.2 million
- Performed fundamental analysis on equities
- Wrote and presented pitches for equities that were bought or sold in the fund

## LEADERSHIP

### **DRAKE Fraternity at Austin College**

*Vice President, formerly Service Chair*

**Sherman, TX**

*Feb 2022 – Current*

- Planned and carried out over 1000 hours of fraternity service in one school year
- Continued development of leadership and communication

### **Boy Scouts of America**

*Eagle Scout*

**Austin, TX**

*June 2012 – May 2020*

- Achieved Eagle Scout
- Served as patrol leader, leading a group of 30 young men on campouts and meetings

## ADDITIONAL INFORMATION

*Skills:* Spanish - Basic, Presentations

*Modeling:* Completed Training The Street course in FSA, Excel best practices, and modeling

*Computer:* Proficient in Excel, PowerPoint, Word, Python - Intermediate, Power BI - Intermediate

*Interests:* Basketball, Swimming, Hiking, Rubik's Cubes, Cooking, Writing

# Stephanie Barman

Dallas, TX ♦ 469-826-4409 ♦ stephanie.barman@tamu.edu ♦ linkedin.com/in/stephanie-barman/

## EDUCATION

**Texas A&M University, College Station, Texas**

May 2024

*Bachelor of Business Administration in Management, Human Resource Management Track*

## WORK EXPERIENCE

**LAUNCH Department at Texas A&M University - College Station, Texas**

August 2022 - Present

Front Desk Student Worker

- Provide 12 hours weekly of front desk work answering student questions and communicating with academic advisors
- Utilize Microsoft software to organize 400+ honors courses, student distinctions, and advising appointments

**Walmart - Dallas, Texas**

June 2021 - August 2021, June 2022 - August 2022

Front End Cashier, Deputy Manager

- Attended to 200+ customers daily in cashier, customer service representative, and warehouse roles
- Communicated with team members and customers in English & Spanish to answer customer inquiries and complaints

**McDonald's - Dallas, Texas**

June 2021 - August 2021

Crew Member

- Served 300+ customers daily in cashier, food preparer, and cleaning staff roles
- Operated POS systems, and performed quality control checks on orders to increase customer interactions

## LEADERSHIP EXPERIENCE

**White Creek Community Council - College Station, Texas**

September 2023 - Present

VP of Marketing

- Create facility improvements and host programs/events for the residents of 3 on-campus apartments buildings
- Develop a community council website, flyers, and execute targeted email/messaging campaigns
- Act as a liaison for residents to express ideas, concerns, and opinions towards the housing community

**Freshman Aggie Ladies Leading (FALL) - College Station, Texas**

October 2021 - Present

Service Executive, Finance Committee

- One of 14 freshman selected to become Executives, interviewing and reviewing over 200 applications
- Coordinate bi-weekly service opportunities with local non profits, organize event logistics for annual FALL carnival
- Plan small group hangouts & profit shares to increase member engagement, and facilitate conversations about leadership

**University Honors - College Station, Texas**

May 2022 - Present

Sophomore Advisor, Marketing Head, Historian

- Facilitate seminar course for over 25 honors freshman and mentor them on their transition into college
- Plan and photograph dozens of events throughout the year to increase community & interdisciplinary engagement
- Coordinate with student organizations, resident life, and university representatives to advertise events to students

**Cupcakes for a Cause - College Station, Texas**

August 2021 - Present

Sales Representative

- Sold over 3,000 cupcakes, raising over \$6,000 in donations for the Brazos Valley Food Bank
- Attend weekly bake nights to determine market strategy, sales locations, recipe changes, and non-profit funding needs

**Multicultural Association of Business Students (MABS) - College Station, Texas**

August 2021 - Present

Discussion Facilitator

- Lead groups of 15+ students in discussions over multicultural and DEI issues within the business field
- Partner with fellow multicultural student organizations to sponsor bi-monthly guest speakers and events
- Organize logistics for the annual Mays ODI Career Expo and the Inclusive Student Leadership Workshop

## HONORS

University Honors Student

August 2021 - Present

Lechner Scholarship (4 years)

August 2021 - Present

Texas A&M University Community Connection Scholarship (1 Year)

August 2021 - May 2022

Joseph Korrie Scholarship (1 Year)

August 2021 - May 2022

## SKILLS, ACTIVITIES & INTERESTS

**Languages:** Fluent in English, Working Proficiency in Spanish

**Interests:** Graphic Design, International Business, Multicultural & DEI (Diversity, Equity, and Inclusion) Initiatives

**Proficiencies:** Microsoft Suite, Introductory HTML, Introductory C++, Tableau, Introductory C#, Gravit Designer & Photoshop

**Objective:** Dedicated and results-driven Business Professional with a proven track record of success in strategy development, sales and marketing, and team leadership. Seeking a challenging role to leverage my skills and expertise in driving business growth and achieving organizational goals.

## EDUCATION

**W. P. Carey School of Business, Arizona State University, Tempe, AZ**

May 2024

Bachelor of Business, Financial Planning

- Awards: Provost Scholar, New American University Scholarship
- Tribal Scholarship (2020-2024)
- GPA: 3.37
- Relevant Coursework: Personal Portfolio Management, Problem Solving and Accounting Analytics, Personal Tax Management and Planning, Business Law and Ethics, Financial Cases and Modeling and more.

## PROFESSIONAL EXPERIENCE

**Sales Representative, NightRider Jewelry**

February 2023 – Present

- Present, promote, and sell various types of luxury silver and gold jewelry in a high-pressure sales environment
- Successfully managed a portfolio of key client accounts, fostering strong relationships and ensuring customer satisfaction, resulting in a 17% increase in repeat business.
- Establish, develop, and maintain positive business and customer relationships
- Hit specific sales goals each month of \$60,000

**NightRider Roadshow, NightRider Jewelry**

August 2023 – Present

- Transport, set up, manage, and sell over \$1.5 million worth of jewelry to different states
- Helped lead a dynamic team of six individuals, overseeing sales strategies, providing training and guidance, and achieving a 22% increase in jewelry sales through effective teamwork and targeted customer engagement

**Contracted Musician**

July 2017 – Present

- Establish and maintain working relationships with music executives
- Band promotional activities such as ticket and merchandise sales, show bookings, and media interaction
- Create a successful media presence within the music community and increase profile activity by 600%
- Manage band finances, as well as tracking sales and revenues

**Barista, Dutch Bros Coffee, Tempe, AZ**

July 2021 – February 2023

- Communicated and interacted with customers and problem solved any issues they have
- Trained many different new-hires to both complete tasks efficiently and successfully on site
- Engaged in social listening to identify influencers and generate promotional ideas for social media campaigns

**Barista, Starbucks, Phoenix, AZ**

December 2019 – September 2020

- Interacted with customers and met their customer service needs
- Resolved customer issues in a timely, professional manner

## SKILLS

**Skills:** Strategic planning, sales and marketing, team leadership, CRM, data analysis, presentation

**Technical Skills:** Microsoft Excel, Photoshop, ProTools, Microsoft Word

**Languages:** English

References available upon request

# Tope Imade

## CONTACT INFORMATION

Phone: (469) 774-1351  
Email: 1topeimade1@gmail.com  
Location: Austin, Texas  
LinkedIn: Tope Imade

## SKILLS

Digital Skills  
Creativity  
Budgeting  
Basic American Sign Language

## AWARDS

Three-time Academic All-Big 12  
Friar Society Honoree  
Big 12 Champion for Life Honoree

## INTERESTS

Content Creation  
Content Marketing  
The Creator Economy  
Social Media  
Artificial Intelligence  
Personal Branding

## EDUCATION

### The University of Texas at Austin

*Bachelor of Science in Corporate Communication* May 2020  
*Master of Science in Marketing* May 2021  
*Master of Education in Sport Management* Aug 2022

## WORK EXPERIENCE

**Pioneer Wealth Management Group** Aug 2022-  
*Wealth Management Associate* Sept 2023

- Assessing clients financial goals, risk tolerance, and investment preferences
- Assisting building investment portfolios, monitored performance.
- Building and maintaining strong relationships with clients

**Xylem Finance** Feb 2023-  
*Tax Preparer* Sept 2023

- Collecting financial information and documents from clients.
- Inputting financial data accurately into software and calculating taxable income, deductions, and liabilities.
- Completing and accurately preparing various types of tax returns

**Collegiate Athlete** July 2016-  
*Football Player* Nov 2021

- Collaborating effectively with teammates to achieve a common goal.
- Demonstrated the ability to lead, motivate, and inspire others both on and off the field.
- Conveyed ideas, instruction, and feedback with clarity and professionalism.
- Efficiently managing time to balance athletic, academic, and personal commitments.

# Kemper Jackson

Kemper.jackson@outlook.com | linkedin.com/in/kemperjackson | (737) 781-1244

## EDUCATION

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### University of Arkansas, Sam M. Walton College of Business

GPA: 3.2/4.0

Bachelor of Science in Business Administration

Graduation: Spring 2024

Major: Finance

Minor: Statistics

**Leadership & Campus Involvement:** Investment Club (Member), Beta Upsilon Chi (Assistant Treasurer), Beta Alpha Psi (Member), Younglife (Leader), Camp Ozark (Counselor)

#### Accomplishments & Certifications:

- Alumni Legacy Scholarship Recipient
- Bloomberg Market Concept Certified

## PROFESSIONAL EXPERIENCE & PROJECTS

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### Great Point Capital

Austin, TX

Trading/Analyst Intern

June 2023 – August 2023

- Utilized Bloomberg and Excel to design and backtest algorithmic trading strategies and optimizing portfolio.
- Employed advanced statistical analysis techniques to identify and implement data-driven trading strategies.
- Created comprehensive financial models to evaluate potential trade opportunities for various companies, incorporating a deep understanding of financial statements and market dynamics.
- Managed a \$1,000,000 portfolio using strategic decision-making, risk management, and market analysis.

### Party Loading LLC

Fayetteville, AR

Head of Finance

April 2023 – November 2023

- Oversaw all of financial duties of a student-led mini music festival, overseeing the participation of over 15 artists and securing sponsorships from notable brands like Red Bull and Liquid Death.
- Led the development of budgets and financial forecasts, providing insights to support informed decision making and resource allocation.
- Conducted in-depth financial analysis to evaluate performance, identify opportunities for improvement, and mitigate risk.
- Implemented effective revenue management strategies, analyzing revenue streams, and optimizing revenue generation opportunities.

### Stock Analysis Project

Fayetteville, AR

Student Management Fund

April 2022

- Conducted an in-depth analysis of MCD's stock with the objective of providing buy or sell recommendations to potential investors.
- Studied MCD's financial statements and investor slides and utilized Bloomberg to develop a DCF model and stock pitch.

### Master Budget Project

Fayetteville, AR

University of Arkansas

November 2021

- Analyzed hypothetical data to establish a master budget through the creation of budgets for sales, direct production costs, manufacturing overhead costs, sales and administration costs, and cash collections.
- Saw the inner workings of different types of budgets and their interdependency on one another to create a master budget.

## SKILLS & INTERESTS

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**Skills:** Proficient: Microsoft Suite, Proficient: Bloomberg Terminal, Intermediate: Financial Modeling (DCF, Comps, LBO), Algorithmic Trading, Portfolio Management, Statistical Analysis



# EVIN MCDONALD

evinmcd@utexas.edu

www.linkedin.com/in/evin-mcdonald • (240) 755-9272

## EDUCATION

### The University of Texas at Austin - McCombs School of Business

July 2023 - May 2024

Master of Science, Business Analytics

- Coursework includes data analytics/ML in Python with Pandas, data analytics/ML in R-Studio, SQL, Tableau, PowerBI

### The University of Texas at Austin

May 2023

Bachelor of Arts, Economics, Minor: Business, GPA: 3.66

## TECHNICAL SKILLS

- Computer Skills: Word, Excel, PowerPoint, Machine Learning in Python/R-Studio/STATA, familiar with SQL and Tableau

## WORK EXPERIENCE

### Viamerica Corporation - Crypto/Business Analyst Intern – Washington D.C.

June 2021 - August 2021

- Performed market analysis and research on 3 remittance cryptocurrencies: XRP, Stellar Lumens, and TelCoin
- Conducted research and created Excel spreadsheets and graphs on fees, trends, transaction speed, and scalability of coins and trading platforms to determine financial optimization
- Created framework on utility uses of cryptos, product implementations and presented to the CEO of Viamerica

### Dell Financial Services - Capstone Project - Austin, Texas

January 2024 - May 2024

- Optimizing current Dell default probability model using Python and Excel to enhance the reliability of credit assessments for small and medium sized business clients in Mexico, impacting over \$48M of annual exposure.
- Creating a scalable solution to improve the accuracy and efficiency of the credit adjudication process, reducing cycle times by 160 hours per year and enabling future regional expansion and intelligent decision-making.

## ACADEMIC PROJECTS

### Machine Learning - ML Group Project

July 2023

- Created machine learning models, such as logistic regression, decision trees, KNN, gradient boosting, random forest, and general linear models in Python to analyze variables and their influence on a company's employee attrition issue
- Performed exploratory data analysis and created visualizations such as bar plots and a correlation matrix of predictions
- Determined from our models that salary, job satisfaction, and age were the most important factors influencing attrition

## LEADERSHIP EXPERIENCE AND ACTIVITIES

### University of Texas Men's Tennis Team - Team Leader – Austin, Texas

August 2019 - Present

- Competed in over 20 high pressure matches and environments, and clinched 7 national team matches
- Held 10-12 teammates accountable to build best environment for team, and checks in with team to ensure wellbeing
- Coordinated with coaches in recruiting 5+ players for team and networked with other players

## HONORS & ACCOMPLISHMENTS

- Athletic Directors Honor Roll August 2019 - May 2022
- First Team Academic All-Big 12 2021 & 2022
- Academic All-Big 12 First Team 2019-2020
- Big 12 Regular Season Team Champion 2021 & 2023
- Ranked #3 in the U.S. for 18 & under age group in the USTA rankings June 2019
- Reached #1 in team rankings twice as a part of the UT Tennis team 2020 & 2023

## ADDITIONAL INFORMATION

**Languages:** Fluent in Albanian, Basic Knowledge in French

**Interests:** Investing, Crypto, Sports, Outdoor Activities, Traveling, Working Out

**Work Eligibility:** Eligible to work in the United States with no restrictions

## PROFILE

Degree in music with advanced knowledge and skills in music performance. Independently motivated and able to apply strong critical thinking skills to complex tasks and problem solving. Highly detailed oriented in fast paced environments. Excellent verbal and written communication skills. Looking to apply these skills and talents to a career in business, technology and/or sales.

## EDUCATION

University of New Haven <i>Bachelor of Arts, Music, GPA: 4.0</i>	West Haven, CT May 2024
Purchase College <i>Percussion Performance, GPA: 4.0</i>	Purchase, NY Aug 2020-May 2022

## EXPERIENCE

Pit Musician for Musical Theater Shows	2018-Present
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### **Drum Set / Percussion**

- The Addams Family, *Berlin High School*
- Beauty & the Beast Jr., *Eastchester Middle School*
- Yeomen of the Guard, *Norwalk Troopers Light Opera Co.*
- Something Rotten, *Damn Yankees, Legally Blonde, Manhattanville College*
- Mamma Mia!, *Eastchester High School*

Purchase College <b>College Orientation Coordinator</b>	Purchase, NY Summer 2022
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- Coordinated and facilitated training programs for orientation leaders.
- Developed purchasing guidelines for training materials.
- Resolved parent queries through telephone and email.

Westchester County Board of Elections <b>Election Day Poll Worker</b>	Eastchester, NY Fall 2022, 2023
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- Followed strict security protocols while maintaining fair voting procedures.
- Proficient in electronic voting machines.

Grace Episcopal Church <b>Drummer</b>	White Plains, NY 2022-2023
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- Provided rhythmic accompaniment for Spanish language services.
- Collaborated closely with other musicians.

## HONORS / AFFILIATIONS

Dean's List	Fall 2022-Present
University of New Haven Marching Band	Fall 2023-Present
Tau Sigma National Honor Society	Fall 2023-Present
Member, National Eagle Scout Association	Summer 2018-Present
Hudson Valley Symphonic Wind Ensemble	Fall 2017-Present

# **Friends and Family – Internship**



# SADIE J. AUSTIN

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(512) - 554 - 3294

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**OBJECTIVE:** Third year student at the University of Arkansas majoring in marketing seeking a 2024 summer internship in Austin, Texas

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## EDUCATION

**University of Arkansas** Walton College of Business, Fayetteville, AR

Expected Graduation: May 2025

**Vrije Universiteit** Amsterdam, Netherlands Fall Semester 2023

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## EXPERIENCE

**Westwood Country Club** May 2022 – August 2023

Café & Poolside Attendant.

- Food Server
- Bar Back
- Customer Relations
- Inventory Control

**Austin Pool Pros** March 2017 – September 2017

Lifeguard:

- Maintained safety standards to ensure safety of all swimmers
- Responded to emergencies
- Enforced pool rules
- Performed daily test of pool water to ensure proper chemical levels
- Supervised private parties
- Cleaned pool, office, and surrounding areas

**Téo Gelato** March 2017 – September 2017

Brand Ambassador:

- Implemented and participated in various marketing campaigns for the new flavors and packaging of the Teo Gelato products
  - Marketed & sold products via in-store promotions, handed out samples of the products for people to try before purchasing
  - Educated customers on product lines and built rapport with said customers
  - Tracked customer preferences, and reported back to the owner
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## OTHER RELATED EXPERIENCE

- Retail Clerk at an upscale vintage shop
- In-house nanny for multiple families
- Social media coordinator for various entities (residential realtor, a local 5K charity run, etc.)

# Peter Lenz

(206)954-9232 • San Diego, CA • plenz0730@sdsu.edu

## CAREER OBJECTIVE

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Graduate Student in Applied Math interesting in summer internship research analytics or data analytics

Prefers work on the West Coast but is open to relocation

## SKILLS

Mathematical Modeling | Python | MATLAB | Scientific Communication | Labview | GROMACS | Spatiotemporal Modeling

## EDUCATION

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**San Diego State University** | M.S. in Applied Math Aug 2023 - Present

- GPA: 3.7/4.0

**Cal Poly San Luis Obispo** | B.S. in Physics, minoring in Math June 2022

- 3 Years of research experience, full-time in the summer, part-time during academic year
- Selected as member of physics honor society Sigma Pi Sigma

## RESEARCH EXPERIENCE

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### Frost Summer Research Intern

Cal Poly San Luis Obispo | San Luis Obispo, CA/virtual 2021, 2020

**Epidemic Modeling Group** Mar. 2021 - June 2022

- Coded a stochastic particle model to simulate disease spread in MATLAB
- Ran simulations to generate data that would be used in an analytic model
- Coded analytic model based on mathematical theory
- Analyzed outcomes to test effectiveness of analytical model

**Biophysics Group** Apr. 2020 - Mar. 2020

- Ran molecular dynamics simulations in GROMACS
- Compared simulation results to theoretical expectations
- Ran analogous experiments on a Langmuir-Blodgett trough

## OTHER EXPERIENCE

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**Teaching Assistant - Multivariable Calculus** Aug 2023 - Present

San Diego State University | San Diego, CA

- Develop and deliver three lectures/week and hold office hours to provide review for students

**Private Math and Science Tutor** Dec 2018 - Present

Self Employed | San Diego, CA/virtual

- Review classwork concepts and problems
- Create supplementary lectures and practice problems with 3 clients for 10 hours a week

**Classroom Tutor** Sept 2022 - July 2023

Tutors Impacting Public Schools | Seattle, WA

- Instructed students through classwork full-time during the school day
- Led after-school tutoring sessions
- Acted as substitute teacher when required

**Physics Learning Assistant** Sept. 2019 - Dec. 2019

Cal Poly San Luis Obispo | San Luis Obispo, CA

- Assisted students with lab activities
- Instruct students through tutorials and in class problems sets

## ATHLETIC ACHIEVEMENTS

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**Professional Ultimate Frisbee Player** | Ultimate Frisbee Association

- San Diego Growlers 2024
- Seattle Cascades 2023

**College Ultimate Frisbee Player** | Cal Poly SLOCORE 2019 - 2022

**Eve Nguyen**  
evejean16@gmail.com  
(512)-436-2608

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## Education

University of California San Diego, Department of Mathematics

La Jolla, CA

B.S. expected: June 2025

Major in Mathematics - Computer Science, Minor in Business Economics

GPA: 3.77

Awards: Provost Honors (Fall 2021, Winter 2022, Spring 2022, Fall 2022, Winter 2023, Fall 2023)

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## Employment History

### TEAM MEMBER

Deep Purple

June 2022 - September 2023

- Prepared and served a variety of acai bowls to customers, ensuring high-quality products and customer satisfaction.
- Managed customer orders efficiently, utilizing a point-of-sale (POS) system to process transactions accurately.
- Assisted in inventory management to maintain optimal stock levels and minimize waste.
- Collaborated with team members to uphold cleanliness and organization standards in the workplace.
- Demonstrated strong communication and teamwork skills to ensure smooth operations and a positive work environment.

### RESEARCH ASSISTANT

SAP Software Solutions

July 2020

- Conducted comprehensive digital research to support the local sales manager in identifying market trends, competitor analysis, and potential business opportunities.
  - Assisted in the development of strategies to enhance sales and marketing efforts based on research findings.
  - Contributed to the creation of reports and presentations to communicate research insights to stakeholders.
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## Skills

Microsoft Suite   Google Workspace   Adobe Photoshop, Illustrator   Zoom   MATLAB   Python   C++   C  
Linux   ARM   Square POS System   Pandas   Seaborn   Github   Matlab   Inatagram, Tiktok, Facebook

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## Extra-Curricular Activities

### VICE PRESIDENT SOCIAL STANDARDS

Epsilon Iota chapter of Delta Gamma at UCSD

January 2024 - Present

- Serve as a vital member of the Chapter Management Team and hold the position of Chair of the Honor Board for UCSD's Epsilon Iota chapter.
- Assume responsibility for risk management within the chapter, ensuring compliance with DG policies and local regulations.
- Conduct assessments of chapter morale and well-being, implementing strategies to foster a positive and supportive environment for members.
- Spearhead the development and execution of comprehensive chapter programming aimed at enhancing member engagement and personal development.
- Coordinate and plan a wide range of chapter events, including social gatherings and educational workshops.
- Collaborate with fellow officers and chapter members to uphold Delta Gamma's standards of conduct and promote a culture of inclusivity, respect, and accountability.

### UCSD STUDENT ATHLETE PERFORMANCE STUDY

January 2024 - March 2024

Data Science Project at UCSD

- Conducted comprehensive analysis of UCSD student-athlete performance, academic interests (STEM vs non-STEM), and physical measurements.
  - Utilized web scraping and EDA techniques in Jupyter Notebook with Python (Pandas, Seaborn, Numpy, Matplotlib, Scipy).
  - Standardized performance statistics across sports and conducted Pearson correlation coefficient tests.
  - Identified varying impacts of physical attributes on athlete performance across different sports.
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## Soft Skills

Teamwork   Creativity   Attention to detail   Mentorship   Diligence   Communication