Resume Book

This resume book contains the resumes of students that I taught in this past year (plus one other) who are currently looking for internships or full-time jobs. I hope that you'll look through it and see if there's someone that you can help. Obviously, job leads would be great. But, it doesn't have to be that you have a job for them. Maybe there's someone else you can introduce them to. Maybe there's a project that you can give them to keep them active. Or maybe you just reach out to them and make a new connection that will lead to something in the future.

So many of these students have had internships, jobs, or interviews canceled as a result of Covid-19. They're coming out of top-ranked programs at The University of Texas, but the job market is horrible. If you can take the time to look through this and imagine how you could help one person, it could make a huge difference in their life.

This book is divided into the following sections:

Please feel free to contact any of these students directly.

Thanks!

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Section 1:

Undergraduates Looking For a Summer Internship

MORGAN CRAFT

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EDUCATION

University of Texas at Austin	Bachelor of Business Administration, *Corporate Finance*	Fall 2017 – Spring 2020
	GPA 3.70	
ESADE Business & Law School	International Marketing in Barcelona, Catalonia, Spain	Summer 2019

HONORS

• University Honors (4 semesters)	Fall 2017 – Spring 2019
• Farm Credit Bank of Texas Scholarship	Fall 2019 – Spring 2020
• McCombs BBA Study Abroad Scholarship	Summer 2019
• Panhellenic Scholarship	Fall 2018

EXPERIENCE

Reed, Claymon, Meeker & Hargett, PLLC – *Intern and Legal Assistant*   Summer 2018 – Winter 2019
- Organized and proofread 1,200+ confidential legal documents including but not limited to pleadings, discoveries, motions, etc.
- Increased efficiency of record and content management by 200% through the removal of non-value adding processes
- Created and assembled 50+ deposition notebooks by consolidating data gathered, ultimately for mediations and trials

Earls Kitchen & Bar – *Front of House Partner*   Summer 2018
- Delegated full restaurant responsibilities to 15 employees after outlining and prioritizing tasks with the manager on a daily basis
- Conducted quality control checks every shift to ensure effective organization of assets throughout different stations

Taco Ocho   Summer 2015 – Winter 2016
Assistant to Manager (Summer 2015)
- Aided manager in daily tasks such as balancing the register, delegating responsibilities and overseeing overall customer satisfaction
- Trained and supervised new employees on the register and restaurant procedures such as safe food handling and client gratification
Social Media Manager (Summer 2015 – Winter 2016)
- Monitored public satisfaction of restaurant online by creating and advertising promotions and increasing "likes" by over 300%

LEADERSHIP EXPERIENCE AND ACTIVITIES

BBA Women's Business Council – *Executive Board Member*   Fall 2017 – Present
Symposium Chair (Spring 2019 – Present)
- Lead the semesterly Women in Business Leadership Symposium by orchestrating all event logistics for 4 months prior
- Organize food catering, professional headshots, speed interviews, resume workshops and open networking with a budget of $25k
- Present to over 50 employers nationwide and 300 students about topics exploring various industries and women empowerment

Peer Mentor (Fall 2018 – Present)
- Facilitate 90-minute networking sessions in McCombs between all 50 members and 10 different employers on a weekly basis
- Mentor 6 women per semester by conducting weekly one-on-one meetings facilitating feedback and providing career advice

Phi Chi Theta – *Executive Board Member*   Spring 2018 – Present
Social Chair of National Business Fraternity (Spring 2019 – Present)
- Coordinate 15 social events by cold-calling and collaborating with 30 different local Austin business owners on a semesterly basis
- Schedule and allocate event finances while collecting and handling the dues of 300+ members with a budget of $100K per semester

Philanthropy Chair of National Business Fraternity (Winter 2018 – Summer 2019)
- Organized 10+ philanthropy events in partnership with food banks and The St. Louise House for members to volunteer at weekly
- Engaged in professional recruiting opportunities by facilitating networking for members and participating in mock interviews

Sweet Treat Babysitting – *Founder*   Summer 2012 – Present
- Manage all business functions in order to successfully conduct babysitting duties for 300+ clients with a team of 10 babysitters

Alpha Chi Omega – *Mystagogue Chair (Winter 2017 – Summer 2018)*   Fall 2017 – Fall 2018
- Arranged events for 400+ attendees by coordinating the venue, catering, decorations, and activities for internal bonding events

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, R Studio, Acrobat, Practice Master
Interests: Professional Tennis, Movies, Baking, Concerts, Wakeboarding, Settlers of Catan, Tapas
Work Eligibility: Eligible to work in the U.S. with no restrictions

QUAN CUNG

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Management Information Systems Certificate in The Elements of Computing Minor in Supply Chain Management Overall GPA: 3.44	**May 2020**
The Chinese University of Hong Kong	Supply Chain Management Program in Hong Kong	**Summer 2018**

EXPERIENCE

Deloitte – *Risk & Financial Advisory Forensics Analytics Intern* – Houston, Texas   **Summer 2019**
• Aggregated large datasets using Python, in order to build dashboards for supply chain investigation
• Performed text analytics to summarize and check solutions that would be sent to client

Upswing Retention – *Data/Growth Intern* – Austin, Texas   **February 2018 – May 2018**
Funded by the Bill & Melinda Gates Foundation, Upswing provides college students with a virtual assistant through the Ana Program.
• Created decision trees to automate responses to students' needs, increasing platform engagement from 3% to 30%
• Researched and implemented automation solutions in the back-end system, reducing time to onboard new students by 50%
• Wrote and implemented Python code to reformat student information, making back-end systems more searchable

LawnStarter – *Growth Management Intern* – Austin, Texas   **August 2017 – November 2017**
• Assisted in driving operational and sales efficiencies, increasing team conversion rates, and improving client service levels to 90%
• Handled multichannel communications to support team in managing 800+ customers daily

LEADERSHIP EXPERIENCE AND ACTIVITIES

Consult Your Community – *Consultant* – Austin, Texas   **September 2016 – May 2017**
Student-run nonprofit organization providing pro bono consulting services to low-income and minority-owned small businesses
• Supported Austin Acai's expansion plan by drafting a financial plan, integrating their books system, and increasing brand recognition through influencer marketing, partnerships, and content marketing
• Strategized a Fintech start-up's investment plan and generated potential value by researching size and trends of private equity, venture capital, angel investors, and public equity spaces, in addition to analyzing long-term returns public equity

American Marketing Association – *Pocket Points Account Manager* – Austin, Texas   **September 2016 – December 2016**
• Shaped and implemented marketing plan for Pocket Points App to meet their 1,000-weekly download quota
• Executed proposal initiatives by dividing plans into multi-step actions and delegated tasks to team members

HONORS

• Goldman Sachs Virtual Insight Series Participant	**Summer 2017**
• athenahealth's MPD Hackathon Grand Prize Winner	**May 2017**
• Accenture Innovation Challenge Participant	**February 2017**

ACTIVITIES

• Shakespeare at Winedale - Actor	**Spring 2020**
• Texas Crew – Rower	**Spring 2019**
• Ignite Texas - Counselor	**Spring 2019**
• Love's Door for All Nations - Volunteer – Livingstone, Zambia	**February 2017**

ADDITIONAL INFORMATION

Computer Skills: Python, Excel (index-match, vlookup, pivots, etc.), SQL, Tableau, Swift, MS Access, RStudio, Salesforce
Certifications: Adobe Illustrator, Adobe InDesign, Adobe Photoshop
Languages: Fluent in Vietnamese
Interests: Hamburgers, Playing Guitar, Singing, Tap Dancing, Baseball, Tennis, Painting
Work Eligibility: Eligible to work in the U.S. with no restrictions

JOHN (J.T.) FLUME

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	Dec 2020
	Major GPA: 3.776	

EXPERIENCE

Pella Products of South Texas – *Inventory Control Specialist*; San Antonio, TX   August 2015 – June 2017
- Managed the restructuring of warehouse product layout, increasing the visibility and management of inventory which drove the sale of over $50,000 in excess product
- Developed and spearheaded a new sales program for overstock inventory, creating a pipeline to sell additional products and to connect with new customers
- Communicated and oversaw custom orders for clients, bringing together product solutions for over 50 customers and starting the sales process for the business

Pella Products of South Texas – *Sales Assistant;* San Antonio, TX   May 2011 – August 2011
- Collaborated with clients and team members on client sites, assessing client needs and creating tailored solutions
- Analyzed site reports and entered data into the enterprise system, ensuring orders were translated and fully detailed
- Executed installation of products at client sites, physically delivering solutions for over 5 clients

ACADEMIC PROJECTS

FIN 374C Valuation – *Midland Energy Case and Spotify Case*   Fall 2019
- Calculated Midland Energy's divisional WACC with relative valuation using public comparable betas averaged and levered to a target D/E to find cost of equity, as well as using the 10-year T-bill to match duration plus a credit spread to find cost of debt
- Overcame issues in negative FCFFs to calculate Spotify's IPO stock price using growth estimates on FCFF and utilized hybrid DCF with a revenue multiple (due to unique cost structure) for terminal value tying future estimates to current market info

MAN 336 Organizational Behavior – *Client: University of Texas Services for Students with Disabilities*   Spring 2019
- Personally coordinated with the University's Services for Students with Disabilities department over a 12-week period
- Conducted interviews and surveys, analyzing organizational culture and semantics to address growth pains
- Recommended changes in culture, communication channels, and office layout to facilitate efficiency and interfacing

STA 371G Statistics and Modeling – *Multiple Regression Data Analysis Project*   Spring 2019
- Cleaned a dataset of 32 variables to create a parsimonious model for project data analysis and finding insights using R
- Individually presented the findings of the dataset analysis finding limitations in the reported data and explaining the code

LEADERSHIP EXPERIENCE AND ACTIVITIES

University Finance Association – *Active Member*   Fall 2019 – Present
- Meet weekly to discuss market trends, learn from business professionals, and to integrate learning into real-life application

Boy Scouts of America – *Senior Patrol leader*   Fall 2007 – Spring 2008
- Organized and conducted weekly troop meetings as leader of 300 members and led the year end Eagle Scout ceremony
- Oversaw the planning and execution of events, working with senior leaders to ensure trips and events ran smoothly

HONORS

- University Honors (3 semesters)   Fall 2018 – Fall 2019
- Eagle Scout   Spring 2008

ADDITIONAL INFORMATION

Computer Skills: R, MS Excel, InDesign, Word, PowerPoint
Interests: Intramural soccer, covering songs on guitar, entrepreneurship, the coast and fishing, playing chess online
Work Eligibility: Eligible to work in the U.S. with no restrictions

VAISHNAV GUBBA

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Quantitative Finance   May 2021
Bachelor of Science, Computer Science
Overall GPA: 3.58 |Major GPA: 3.78 | ACT: 36
Relevant Coursework: Investment Management, Valuation, Money and
Capital Markets, Data Mining, Statistics and Modeling

EXPERIENCE

Belvedere Trading LLC – *Summer Trading Analyst* (Cancelled due to COVID-19)   Summer 2020

Valkyrie Intelligence – *Associate Scientist;* Austin, TX   August 2019 - February 2020
• Created introductory movie graph database with 60,000+ ratings as recommendation engine model for client customization
• Consulted new graph database company, Craxel, regarding product scalability/functionality and potential revenue sources

State Street - *Cloud Security Intern;* Austin, TX   June 2019 – August 2019
• Developed an internal security testing suite utilizing React and Flask software to catch vulnerabilities in development stage
• Incorporated design process and feedback from user interviews to identify potential improvements in private cloud security
• Discovered 4 exploitable flaws in State Street cloud including unencrypted packets and denial-of-service capabilities

State Farm - *Software Intern;* Richardson, TX   May 2018 - August 2018
• Incorporated cross-platform agent lookup functionality in latest version of State Farm Drive Safe & Save mobile application
• Implemented continuous delivery using Jenkins pipeline to automate Telematics testing processes and reduce lag time
• Developed Android application improving car maintenance updates as an eventual add-on for the State Farm app

LEADERSHIP EXPERIENCE AND ACTIVITIES

Natural Sciences Council – *Financial Director (Spring 2019 – Present); IT Director (Spring 2018 – Fall 2019)*   Fall 2017 – Present
• Elected to 14-member board responsible for oversight of College of Natural Sciences student body government and events
• Managed budget of $27,000 for volunteering, diversity and professional events for 9000+ students during 2019 school year
• Updated and maintained first public university-wide grade distribution database using SQL and Heroku for over 600 courses

Delta Sigma Pi – *VP of Professional Activities, Alpha Chi*   Spring 2019 - Present
• Organized Startup Your Tech Career event as professional networking opportunity with major firms for over 150 students
• Analyzed three hypothetical athletic companies using DCF Analysis, WACC and Public Comparisons for pitch presentation

Texas Convergent – *Build Team Member*   Fall 2017 - Spring 2018
• Crafted comprehensive ideation and implementation of Twitter marketplace in response to firm's recent lack of profitability
• Projected revenue streams and financial statements for startup firm intended to connect students with homemade meals

The Guides of Texas – *Student Ambassador*; *Tour Guide*   Fall 2019 - Present

ACADEMIC PROJECTS

CS 309 Computational Design – *Freshman Research Initiative*, UT Austin   Spring 2018
• Utilized Baltimore police and arrest info to determine whether distinct demographics and precincts impacted crime severity
• Developed neural network to optimize 3-D printing software allowing for 32 percent decrease in material consumption

FIN 367 Investment Management – *Case Studies*, UT Austin   Fall 2019
• Plotted returns involving portfolios of different investment securities using Excel to maximize Sharpe Ratio and minimize risk
• Analyzed Dimensional Fund Adv. investment opportunity using SMB and HML returns and comparison to passive approach

HONORS

• University Honors (5 semesters)   Fall 2017 – Fall 2019
• National Merit Scholarship Finalist   Spring 2017

ADDITIONAL INFORMATION

Programming Languages: Java, Python, C, C++, HTML, CSS, JavaScript, XML, SQL, Pandas,
Languages: Fluent in Telugu**,** Basic Knowledge in Spanish
Interests: Basketball, Hiking, Social Entrepreneurship, Strategy Board Games, Sitcoms, National Parks, Sports Analytics
Work Eligibility: Eligible to work in the U.S. with no restrictions

CAMERON HOGLUND

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	May 2021
	Minor: MIS	
	Overall GPA: 3.97	
University of Edinburgh	Study Abroad, Business Law and Ethics	Summer 2018

EXPERIENCE

Modernize – *QA Intern;* Austin, TX   June 2019 – August 2019
Home Contractor Lead Generation
• Developed training material and hosted department-wide workshop for internal testing procedures for a new product
• Led developer meetings to moderate and ensured all requirements are met for launch of new projects
• Programmed sales tool that analyzed internal database to identify high value customers and improve sales efficiency

Powers Taylor LLP – *Legal Aide;* Dallas, TX   June 2015 – January 2019
• Improved CRM functionality and addressed implementation issues through working with vendors
• Restructured and maintained a file room and digital database of 600+ cases to enhance searchability and filing speed
• Corresponded with clients for case intakes and follow-ups to gather information for lawsuits

LEADERSHIP EXPERIENCE AND ACTIVITIES

University Finance Association   Spring 2018 – Present
Director of Investments (Spring 2020)
• Coordinated two levels of investment teams to provide a beginner and advanced stock pitch curriculum
• Created presentations and hosted meetings for invest teams on finance fundamentals
• Transitioned curriculum to online format to maintain lesson continuity under quarantine restrictions from COVID-19
Director of Technology (Fall 2018 – Spring 2019)
• Drafted and co-presented a lecture during a general meeting to educate 70 members on IPOs and Underwriting
• Applied marketing tools by using Google Forms to recruit 100+ potential new members

Freshman Business Association   Fall 2017 – Spring 2019
Financial Officer (Fall 2018 – Spring 2019)
• Utilized Excel to monitor club account balances, track expenses and set semester budgets
• Coordinated with the Office of Student Life to release school funding for general meetings and club apparel
Member Relations Officer (Fall 2017 – Spring 2018)
• Developed and monitor a database that tracks member attendance as a baseline to improve retention
• Presented in club information sessions to communicate member expectations to 50+ potential members

HONORS

• Johnson Controls Foundation Scholarship   Fall 2017 – Present
• University Honors (All Five Semesters)   Fall 2017 – Fall 2019
• University Distinguished College Scholar   Spring 2019 – Spring 2020

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, @Risk, PowerPoint, Access, R Studio, SQL, and Python
Certifications: Microsoft Certification in Database Fundamentals (2016)
Languages: Basic Knowledge of Spanish
Interests: Oil Painting, Long Distance Running, Sailing, Coding
Work Eligibility: US Citizen; Eligible to work in the U.S. with no restrictions

DONALD (HENRY) HOWARD

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Business Honors, Finance Minor: Management Information Systems (MIS) Overall GPA: 3.53	May 2021

EXPERIENCE

Southwest Airlines – *Corporate Financial Planning & Analysis Intern;* Dallas, TX　　　　　May 2019 – Aug 2019
- Created a Tableau dashboard visualizing operating expenses and headcount, communicating targets to department leaders
- Analyzed 480 sell-side models against competitors' actuals for Investor Relation's market updates to the Board of Directors
- Repaired and expanded 3 fleet modernization models, calculating fleet mix and average age in 1/24 the original man-hours
- Applied continuous improvement techniques to workplace procedures to earn Lean Six Sigma Green Belt Certification

Ensign Consultants – *Content Strategist and Co-Founder;* Plano, TX　　　　　Apr 2018 – Aug 2018
- Established a company that provides website and social media services to improve small businesses' reach
- Researched and pursued 10+ potential clients to propose visions for social media and website re-branding
- Facilitated product review meetings and photography sessions with 4 clients to implement websites and branding materials
- Increased clients' website activity by 300+ people per month by implementing Search Engine Optimization (SEO)

Marketing Brainology – *Content Manager*; Plano, TX　　　　　Nov 2015 – Aug 2017; May 2018 – Aug 2018
- Enhanced clients' marketing strategy by analyzing consumer insights using medical grade neuroscience technology
- Designed and built the company's second website after leading brainstorming discussions with executives
- Trained 10 interns by providing guidelines and instruction for creating video and web animation content
- Directed 50+ advertisements after eliciting clients' vision by developing scripts, filming on sets, and editing video

ACADEMIC PROJECTS

Titan Solar Car Team – *Team Captain and Founder | Leading Sponsor: Toyota*　　　　　Feb 2014 – Nov 2016; Jul 2018
- Founded the student organization that competed in and won the 2016 Solar Car Challenge National Championship
- Built and raced a full-size, solar-powered car over 229 miles in a cross-country race between Texas and Minnesota
- Fundraised 75% of the team's $40K project from corporate sponsors and established a self-sustaining student organization

LEADERSHIP EXPERIENCE AND ACTIVITIES

Canfield Business Honors Program (CBHP) – *Recruiter & Peer Mentor*　　　　　Aug 2018 – Present
- Represent CBHP at events with 400+ parents and prospective students to help families envision the CBHP experience
- Lead weekly information sessions, walking tours, and one-on-one coffee chats with 20+ potential students and parents
- Guide 142 freshmen with one-on-ones and group seminars discussing goal setting and academic development

180Degrees Consulting UT Austin Branch – *Consulting Director and Co-Founder*　　　　　Jul 2018 – Dec 2019
- Manage 8 consulting teams providing local non-profits with cost effective consulting services to improve clients' impact
- Recruit members with skills to solve clients' projects including fundraising, CRM Databases, rebranding, and campaigning
- Develop marketing strategies and associated collateral, including branding and a website to enhance client acquisition

Business Statistics Peer-Led Undergraduate Studying (PLUS) – *Facilitator*　　　　　Sep 2018 – Dec 2018
- Taught personalized statistics curriculum to weekly study-group sessions of up to 56 students, improving test performance
- Collaborated with professors and co-facilitators to improve curriculum, student engagement, and teaching techniques

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Python, R, SQL, Tableau, Essbase, Final Cut Pro, Squarespace, Photoshop, Illustrator
Certifications: Lean Six Sigma Yellow Belt (2019), Microsoft Office Specialist Certification (in progress)
Interests: Water Skiing, Videography, Visiting All 50 States, Consumer Electronics Show (CES) – 5 Year Attendee, Piano
Work Eligibility: Eligible to work in the U.S. with no restrictions

Osasu Iyawe

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   May 2021
Overall GPA: 3.57

EXPERIENCE

Eagles Trace – *Server*; Houston, Texas   February 2017 – August 2019
- Ensured guest satisfaction through professional, energetic, and friendly interaction while performing dining services
- Led pre-shift meetings, relaying shift objectives to staff of 8-15 people
- Worked efficiently during fast-paced shifts to ensure excellent service and a memorable dining experience to guests
- Selected as a certified trainer for new employees by supervisors and dining services head manager

LEADERSHIP EXPERIENCE AND ACTIVITIES

African American Male Research Initiative – *Mentor*   Fall 2018 – Present
- Provided guidance and support academically, socially, and within personal lives of underclassmen
- Organized and scheduled meetings and events to assess and evaluate performance and well-being
- Budgeted funds to give mentees needs and implement productivity-boosting initiatives
- Provided mentees with and partook in several volunteering/community service opportunities

Black Students Association – *Financial Committee Advisor*   Fall 2019 – Present
- Attracted third-party contributors to generate needed external financing worth over $4000
- Tracked cash flows and made subsequent financial decisions after analysis of decisions
- Budgeted funds efficiently for Big 12 Conference following extensive financial planning

African Students Organization – *Treasurer*   Fall 2018– Spring 2019
- Managed finances of the organization worth approximately $7000
- Utilized Excel spreadsheets to track cash flows and analyze current strategy
- Provided monthly reports of financial status to board and offered recommendations and suggestions
- Modified business structure and budget structure to minimize costs and support organizational growth
- Generated approximately $5500 of cash inflows through various funding activities

Black Business Students Association – *Financial Director*   Present
- Tracked and managed all cash flows within McCombs-sponsored organization, worth approximately $16000
- Organized fundraisers and other activities to generate internal financing
- Oversaw Financial Committee within the organization
- Generated external financing from separate entities
- Managed multiple accounts and budgeted funds for the organization for submission to the university
- Worked directly with local businesses to strengthen relationships and provide members with productive meetings

HONORS

- E. N. Hensen Memorial Scholarship Recipient   Fall 2019 – Spring 2020
- University Honors (2 semesters)   Fall 2018, Spring 2019
- Presidential Scholarship, Presidential Horizon Scholarship recipient   Fall 2017 – Spring 2021
- National Merit Scholar   Spring 2016

ADDITIONAL INFORMATION

Computer Skills: Proficient with MS Word, Excel, PowerPoint, Access, POS machine, R
Interests: Sports, art, music, photography and videography, sightseeing, exploring
Work Eligibility: Eligible to work in the U.S. with no restrictions

CORT JAQUESS

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   December 2020
Overall GPA: 3.58

WORK EXPERIENCE

Housing Scout – *Licensed Real Estate Salesperson;* Austin, Texas   December 2018 – Present
• Cross-reference client preferences with data in spreadsheets to locate the ideal apartment/condo/house for clients
• Initiate and foster relationships with apartment managers and clients
• Coordinate and facilitate communication between groups ranging from 2 to 6 people

Bypass Mobile – *Finance and Revenue Intern;* Austin, Texas   May 2019 – August 2019
• Constructed and presented financial models and scenario analyses to executive leadership
• Standardized and strengthened a Salesforce database with millions in annual revenue
• Developed a new pricing structure that could increase recurring revenue by over $1.2 million
• Reconciled accounts using tools like Salesforce, QuickBooks, Expensify, and Microsoft Excel
• Communicated with and collected information from potential clients over the phone

Bypass Mobile – *Sales Intern;* Austin, Texas   June 2018 – August 2018
• Executed competitive research and intel projects on competitors for the sales team
• Programmed and designed webpages for the Revenue Team, as well a central homepage for the company
• Transferred information from Excel documents into Salesforce database

Bypass Mobile – *Sales Intern;* Austin, Texas   June 2017 – July 2017
• Organized spreadsheets of potential clients into categories based on what they sold and how they sold their products
• Edited and revised informational packets before sent out to clients

Mauzé Construction – *Job Site Assistant;* San Antonio, Texas   June 2016 – August 2016
• Maintained the order of the job site
• Supervised sub-contractors with various projects

LEADERSHIP EXPERIENCE, ACTIVITIES, and ACCOMPLISHMENTS

The University of Texas Football – *Linebacker*   May 2017 – Present
• Commitment to improve athletic ability through intense training
• Enhance time management skills through a rigorous daily schedule (40+ hours a week of practice, meetings, training, etc.)
• Exercise teamwork and work ethic on a daily basis
• Absorb constructive criticism from superiors

Texas Football Leadership Council – *Member*   June 2019 – Present
• Collaborate with other team leaders to make tough decisions affecting the entire organization
• Uphold the culture and standards of the team at all costs

1st Team Academic All-Big XII Team – *Recipient*   Fall 2019

Dell Children's Hospital   August 2019 – December 2019
• Take trips to the children's hospital every Friday of the season to spend time with the kids

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Salesforce.com, ZOHO CRM, MS Word, MS PowerPoint
Interests: Investments, Real Estate, Nutrition, Sports, Weight Training
Work Eligibility: Eligible to work in the U.S. with no restrictions

Tailai Liu

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration in Finance	Graduating December 2020
McCombs School of Business		GPA: 3.15

Relevant Coursework: Managerial/Financial Accounting, Statistics for Finance, Intro to Management, Intro to Marketing, Business Communications, Management Info Systems, Business Finance, Mergers and Acquisitions, Investment Management, Security Market Policy, Money and Financial Markets

EXPERIENCE

All Saints Presbyterian Church – *Finance Intern*; Austin, TX; Feb 2019-Present

- Maintain and reconcile transactions from various church funds for internal records using Excel spreadsheets to ensure good record keeping
- Analyze purchases using pivot tables to easily find and interpret data trends for over three million dollars' worth of transactions annually
- Perform internal audits of hundreds of transactions each month on the balance sheet and corrected any inconsistencies to ensure reliability of data by ensuring bank statements match with internal records
- Implement LOOKUP functions to quickly search for data from specific users and merchants, replacing an older method using the search command

Para Driving Aids – *Employee Engagement Consultant*; Austin, TX; Sept 2018-Jan 2019

- Interviewed company employees regarding their thoughts on the company culture and analyzed feedback
- Designed a solution involving opening more avenues of communication between employees and management specifically to improve management responsiveness to employee feedback
- Prepared a pitch deck, presented to company leadership, and addressed management questions and concerns

PROJECTS

Airline Overbooking Case Study; Oct 2018- Dec 2018

- Created a quantitative model to simulate impacts of various degrees of overbooking for several major airlines
- Determined that airlines should follow a model of minimal overbooking and enforce a policy of de-escalation

State Representative Campaign; June 2018- Aug 2018

- Gauge support from voters by reaching out to hundreds of voters in person and on the phone
- Inputted data for thousands of voters into the campaign database and used Excel to create various graphs to better visualize and present patterns and trends among voter demographics
- Proposed a design for an online advertisement to specifically target undecided voters that was marketed to thousands of people over social media

ADDITIONAL INFORMATION

Skills: MS Excel, Office, PowerPoint, SQL, R, Data Analysis,

Languages: Fluent in English, Fluent in Mandarin Chinese, Proficient in French

Eligibility: Eligible to work in the United States without restrictions

ERIC LOOP

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EDUCATION

The University of Texas at Austin Bachelor of Business Administration, Business Honors, Finance   Spring 2021
Minor: Supply Chain Management
Overall GPA: 3.84/4.00 | ACT: 34

Chinese University of Hong Kong Supply Chain Management Program in Hong Kong   Summer 2018

WORK EXPERIENCE

Edison Equity Partners, LLC - *Summer Intern*; Dallas, TX   June 2019 - August 2019
Real estate firm specialized in multi-family investment and management, providing investors institutional quality investments
• Compiled data on 10+ properties in Fort Worth, TX to create rent & sales comp analysis models for $43M acquisition
• Performed market analysis to identify key economic drivers spurring job growth and population migration in Texas MSAs
• Gained understanding of financing, leasing, and managing multi-family commercial real estate "value add" properties

The Brummitt Group - *Data Analyst;* Coppell, TX   March 2017 - August 2018
Small, healthcare consulting company focused on operations, strategic development, and marketing for physician practices
• Researched and compiled data on 5000+ doctors and 1000+ medical practices to assist clients in referral development
• Coordinated efforts to transfer all existing accounts from hard copy files and Excel spreadsheets into SalesForce database
• Ran social media accounts on different platforms for two early-stage, private medical practices, including one in Spanish

Citizens' Advocate - *Delivery Coordinator*; Coppell, TX   July 2016 - August 2017
Local newspaper that provides community news, informative features and coverage in the cities of Coppell and Valley Ranch
• Facilitated paper deliveries to 25 businesses by designing two new paper routes, increasing operational efficiency by 50%
• Acquired 10+ new delivery locations by presenting the paper's value proposition, increasing the paper's reach by 67%
• Sold three 6-month advertising contracts to mid-sized businesses and restaurant chains by cold calling five potential clients

LEADERSHIP EXPERIENCE AND ACTIVITIES

Young Life Capernaum - *Team Leader*   February 2018 - Present
Faith-based ministry dedicated to providing weekly community for high school students with special needs and disabilities
• Led small group of 4 or 5 high school students every week in challenging discussions about faith, life, and relationships
• Managed the music ministry by building a schedule and relevant setlists for 3 different teams of musicians

Beta Upsilon Chi - *Treasurer*   November 2018 - November 2019
• Managed fraternity's budget of $150K+ and budgeted funds across 6 verticals including social activities, philanthropy, etc.
• Fundraised $4400+ from parents and alumni during a blitz write-a-check campaign to fund the fraternity's scholarships

We Are Last - *Vice President of Finance*   August 2017 - September 2018
Student-run community service organization that serves the homeless population in Austin, Texas through street outreach
• Coordinated $500 of fundraising through merchandise sales and corporate donations to fully fund projects for the year
• Organized 6 homeless outreach events by recruiting 30+ volunteers, successfully reaching 100+ victims of homelessness

HONORS

• Dorothy Ayres Endowed Scholarship   Fall 2017 - Present
• University Honors (5 semesters)   Fall 2017 - Fall 2019
• National Merit Finalist   Fall 2016

ADDITIONAL INFORMATION

Computer Skills: MS Office Suite, RStudio, SalesForce, Adobe Premier Pro, Logic Pro X
Languages: Working Knowledge in Spanish
Interests: Guitar, Travel, Music Production, Dallas Cowboys, Pick-up Basketball, Chinese Food
Work Eligibility: Eligible to work in the U.S. with no restrictions

SANIZ MOMIN

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   Dec 2020

Minor: Accounting

Overall GPA: 3.6

WORK EXPERIENCE

Deloitte – *Engagement Financial Advisor Intern*   June 2019 - August 2019

- Consulted on 8 different deals and analyzed approximately of $90 million worth of projects
- Prepared budgets, forecasts, and evaluated financial metrics such as COGS, OPEX, and revenue
- Tracked expenditures and managed client billings and receivables collection function
- Ensured compliance with applicable policies, federal regulations, and contractual requirements
- Performed and managed project management office (PMO) functional tasks

Fortune Management Inc – *Summer Analyst*   May 2018 - August 2018

- Created financial models to identify potential property acquisitions and forecast investment risk and return
- Analyzed potential office, multi family, industrial, hospitality, and retail investments
- Conducted, interpreted and presented market research for prospective investments as directed
- Developed and distributed monthly Excel reports consisting of revenue reports to managers
- Liaised with Vendors on account inquires and assisted in conflict resolution
- Administrator of all target projection and tracked progress of our vendors

Pioneer Federal Credit Union - *Summer Analyst*   May 2016 - August 2016

- Supported lending activities of relationship managers and regional president with loan portfolio
- Reviewed credit applications for completeness and communicated deficiencies with credit analyst
- Performed data integrity and reconciled credit database to ensure reliable and accurate information
- Scanned and monitored checks that were deposited and handled volumes of 1000 checks daily
- Processed and Debited NSF Checks which were sent back to the account holders
- Interacted with members with queries concerning check deposits that they made and NSF checks

LEADERSHIP AND ACTIVITIES

Texas Investment and Valuation Group - *Treasurer*   August 2017 - Present

- Developed a presentation covering the financial crisis
- Educated members on the use of derivative products to hedge against risks and leverage trades
- Taught underclassmen fundamental financial accounting concepts needed within valuation

I-CERV – *Member*   August 2013 - Present

- Helped organized World Partnership Walk an event dedicated to fight global poverty
- Taught Microsoft Office to children and immigrants transitioning to the United States
- Totaled of 194 hours of volunteer experience

PROJECTS

MIS Analysis Project-Excel Data Analysis   Spring 2016

- Analyzed data for an oil and gas company to report the most efficient option for imports
- Created pivot tables and models in excel to analyze option results and long-term viability

ADDITIONAL INFORMATION

Skills: Microsoft Office, R, IT Management, GAAP Accounting, Windows, Network System
Certification: Microsoft Word Specialist
Languages: Fluent in English, Gujarati, Urdu, Hindi, Basic knowledge of Spanish
Interests: Soccer, Rock Climbing, Technology, Game of Thrones, Stocks,
Work Eligibility: Eligible to work in the U.S. with no restrictions

LAUREN O'CONNOR

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EDUCATION

The University of Texas at Austin Bachelor of Business Administration, *Business Honors Program, Finance* May 2021
Computer Science Certificate, *Accounting Minor*
Overall GPA: 3.95 | ACT: 34

EXPERIENCE

Oliver Wyman – *Summer Business Analyst;* New York City, New York Canceled due to COVID – 19

FTI Consulting – *Corporate Finance & Restructuring Intern;* Dallas, Texas Summer 2019
• Identified 9 potential clients by utilizing Bloomberg Terminal and SEC Fillings to identify and research distressed companies
• Built cash forecasts and restructuring proposals for unsecured creditors and companies with $600+ million in debt
• Condensed and visualized data in presentations for senior management then transformed material into client deliverables
• Organized women's affinity group event with $1,000 budget for 30 employees to educate on and increase workplace inclusion

Numero 28 – *Waitress;* Austin, Texas Fall 2019 - Present
• Ensured diner satisfaction by providing catered recommendations, wine pairings, and personal attention throughout meals
• Worked ~30 hours/week to maintain intermediate Italian proficiency while in a full academic course load

AIESEC – *English Counselor;* Palermo, Sicily, Italy Summer 2018
• Created 10 weekly vocabulary and grammar education progression plans for 150+ underserved students from the ages of 7 – 16
• Led a group of 15 students from the ages of 7 – 10 though daily activities, continually integrating engaging English lessons
• Utilized intermediate language skills to adapt to local culture and better understand and serve the school and community

McCombs School of Business – *Venture Capital Research Assistant;* Austin, TX Spring 2018
• Investigated the success of 300+ new ventures in relation to the reputation, timing, and diversity of initial investors
• Consolidated data from 1.8 million patents to ensure the accuracy of the study and disprove patents as a confounding variable

LEADERSHIP EXPERIENCE AND ACTIVITIES

Undergraduate Business Council – *Class of 2021 Elected Representative, D&I Committee* Fall 2018 – Present
• Elected by 4800+ students to represent the McCombs Class of 2021 by running a campaign in a ballot of 12 candidates
• Arranged company visits for 120+ student to explore the Whole Foods, Kendra Scott, and Charles Schwab headquarters
• Coordinated Faculty Appreciation Week to promote interaction and improve relations between professors and 4,500+ students
• Hosted distinguished speakers to conduct presentations about the importance of diversity and inclusion in UT environments

Chi Omega Sorority – *Director of Programming, Social Chair* Fall 2017 – Present
• Directed weekly meetings of seven cabinet chairs and assessed events' risks and benefits as President of Cardinal Cabinet
• Pitched 40+ Cardinal Cabinet programs to the Executive Board, resulting in raising $210,000 for Make-A-Wish South Texas
• Allocated $290,000 annual budget among cabinet chairs to maximize the chapter's impact in the community
• Planned six events per year, negotiated venue contracts, and increased chapter involvement utilizing the $43,100 social budget

Financial Analyst Program – *Undergraduate Analyst* Spring 2019 – Present
• Supported the $17.1M investment fund through modeling financial forecasts, developing theses, and presenting stock pitches
• Selected for an MBA-level program covering valuation, financing, mergers, business model assessment, and risk management

Foundation Communities – *Tax Preparer* Spring 2019, Spring 2020
• Prepared 200+ tax returns for underserved individuals and families lacking accounting resources in Austin, Texas
• Earned the VITA/TCE Central Advanced Certification through the IRS to assist clients with financial literacy education

Neighborhood Longhorns Program – *Tutor* Fall 2018 – Present
• Partnered with the Boys & Girls Club to tutor disadvantaged children in the Wooldridge Elementary afterschool program

HONORS

• Cuyler Duncan Silver Spurs Scholarship Spring 2019
• BP Scholar, BP Integrated Supply and Trading Sophomore Experience Spring 2018, Spring 2019
• Girl Scout Gold, Silver, and Bronze Awards Spring 2016

ADDITIONAL INFORMATION

Computer Skills: HTML, JavaScript, Microsoft Excel, Microsoft PowerPoint, Microsoft Word, Python, R, SQL
Interests: Educational Achievement Gap, Female Comedian Autobiographies, *Harry Potter,* Italian Cuisine, Yelp

GUILLERMO PESTANA

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EDUCATION

The University of Texas at Austin	Master of Science in Finance (in progress) Overall GPA: 4.00	May 2021

Coursework Includes: Advanced Valuation and Modeling, Sensitivity Analysis, Financial Risk Management, Investment Theory and Practice, Fixed Income, Financial Statement and Security Analysis, Financial Accounting, Quantitative Trading Strategies, Portfolio Management, Advanced Corporate Finance, Financial Management

	Bachelor of Arts, Economics; Minor in Finance (in progress) Overall GPA: 3.71	May 2020

EXPERIENCE

WE Family Offices – *Investment Team Intern;* New York, NY — Summer 2018
- Analyzed and summarized specific funds to provide colleagues with clear information for investment decision making.
- Participated in building a portfolio that would meet certain distribution requirements regarding the market and an investment committee.
- Contributed to creation of a template of cash flow activity for several private equity investments to present to clients.

BBR (Bespoke Basket Returns) Capital – *Economic Research Intern;* Caracas, Venezuela — April 2016
- Researched economic factors affecting real estate markets in order to select investments.

ACADEMIC PROJECTS

Financial Statement Analysis Project – *Financial Accounting* — Summer 2019
- Utilized historical LVMH financial statement information to calculate sales growth, ROE, DuPont ratio components, LT Debt-to-Assets ratio, Cash conversion cycle, Cash liquidity and Cash Sources & Uses.
- Analyzed LVMH's financial statements, and previous calculations from fiscal year 2016 to fiscal year 2018 to describe overall ratio trend and implications for current and future financial performance.

Valuing Kellogg (K) – *Valuation* — Summer 2019
- Used and modified financial model to value Kellogg through DCF and Comps, using financial statement information and yahoo finance EBITDA/EV and P/E multiples.

Mutual Fund Management and Financial Advisor Game – *Investment Management* — Spring 2019
- Mutual Fund Management: worked in groups to construct four institutional portfolios, managing them across one month, and marketing and presenting them to our classmates.
- Financial Advisor: used virtual funds acquired from classmates as a result of the constructed portfolios to allocate them towards a unique client profile provided by the instructor.

LEADERSHIP EXPERIENCE AND ACTIVITIES

Omicron Delta Epsilon International Economics Honor Society – *Active Member* — Spring 2019 – Present
- Form part of one of the world's largest academic honor societies.

Phi Kappa Tau – *Social Chair* — Spring 2018 – Fall 2018
- Planned and organized social events in order to expand the network of the organization.
- Served on the Executive Council, managed organization funds for planning and events.

Latin Economics and Business Association - *Active Member* — Fall 2017
- Participated in several information sessions with companies such as Facebook and Accenture.

Presidential Campaign Volunteer – *Venezuela* — July 2012 – April 2013
- Organized and worked in assistance centers for the 2012 and 2013 presidential elections for candidate Henrique Capriles.

HONORS

University Honor — Spring 2016, Fall 2018, Spring 2019, Fall 2019

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Bloomberg Terminal, FactSet, Stata, @Risk

Certifications: Business Economics Option Program (in progress), Bloomberg Market Concepts Certificate

Languages: Fluent in English and Spanish

Interests: Soccer, Basketball, Travel, Stand-up comedy

Work Eligibility: Eligible to work within F-1 Visa Status currently; will be eligible to work with no restrictions upon graduation

JASON QIU

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Supply Chain Management Minor: Finance	May 2021
	Bachelor of Arts, International Relations and Global Studies Track: International Political Economy Overall GPA: 3.62	May 2021
The Chinese University of Hong Kong	Supply Chain Management Program in Hong Kong	Summer 2019

EXPERIENCE

UT College of Liberal Arts Student Division – *Peer Advisor;* Austin, TX   January 2020 – Present
- Program 50 student documents per day and schedule appointments to ensure organization and student satisfaction
- Assist faculty and students by answering a broad range of questions regarding policy, registration, and general information

ACADEMIC PROJECTS

OM 337.3 Procurement and Supplier Management – *Sourcing Plan Project for NovaLink*   Fall 2018
- Analyzed suppliers for fabric, zippers, and tubes using MS Excel to find total cost of ownerships, risks, and evaluations
- Engineered a 6 page report utilizing MS Word to design and outline the sourcing plan for NovaLink to utilize
- Presented findings for 15 minutes with three colleagues using MS PowerPoint to effectively communicate plan to NovaLink

LEADERSHIP EXPERIENCE AND ACTIVITIES

SCMSO Case Competition – *Team Member*   Spring 2020
- Incorporated supply chain tactics into case solution by utilizing MS Excel's Solver and analyzing logistics
- Developed strategic teams to promote cost efficiency and effectively integrating LVMH and Tiffany & Co. supply chains
- Extracted acquisition funding methods by analyzing total cost of ownership to bridge finance and supply chain concepts

International Relations and Global Studies Council Mentorship Program – *Mentor*   Fall 2019 – Present
- Coach two members a semester to draw parallels between professional career and personal interest
- Initiate mentor-mentee relationship by organizing monthly activities such as coffee chats and weekly messages

Central Texas Model UN and Houston Area Model UN – *Moderator*   Spring 2019 – Present
- Assemble research guide over current UN global issues to clarify prompt and direct 50 delegates' solutions
- Preside over debate by following five orderly steps to emphasize cooperation and maximize resolution quality
- Review and guide delegates in resolution writing process by helping them clarify their solution and main ideas

Peer-Led Undergraduate Studying (PLUS) – *PLUS Facilitator*   Spring 2019
- Facilitated weekly classroom discussion for historically difficult courses in order to improve grade performance
- Connected with students in order to provide them with a more comfortable learning environment
- Developed new study strategies based on overall population of students in order to enhance study skills

HONORS

- University Honors   Spring 2018 – Fall 2019
- College of Liberal Arts Dean's Honors List   Spring 2018 – Fall 2018

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, and PowerPoint
Languages: Full Professional Proficiency in Chinese (Mandarin)
Interests: RuPaul's Drag Race, Current Events, Cooking and Baking, Traveling, Hiking, Exploring New Cultures
Work Eligibility: Eligible to work in the U.S. with no restrictions

GRACE RITCH

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EDUCATION

The University of Texas at Austin	BBA, Finance, Investment Management	May 2021
	Minor: Educational Psychology	
	Overall GPA: 3.47	

EXPERIENCE

The University of Texas at Austin – *Swim Camp Instructor*; Austin, TX   November 2017, 2018, 2019, Summer 2018
• Demonstrated how to perform drills for the swimmers to teach them proper swim technique
• Analyzed and evaluated the technique and progress of swimmers to provide feedback for further improvement

LEADERSHIP EXPERIENCE AND ACTIVITIES

Texas Women's Swimming Team - *Teammate*   Fall 2017 - Present
• Intensive athletic training 20+ hours per week, 50 weeks per year with other dedicated young women with the goal of winning the NCAA National Championship
• Extensive 3-5-day competitions across the country with teammates for 8-10 swim meets and training trips per year
• Communicated with professors to achieve scheduling required to compete at the highest level of Division I athletics
• Guided coaching decision-making surrounding training plans through personal feedback and direct communication
Longhorn Mentorship Program - *Mentee*   Fall 2019 – Present
• Selected by Texas Athletics to be paired with a Texas Athletics alumna mentor with similar background and career path
• Scheduled meetings and participated in networking events to build relationship with mentor and develop a strong alumni network
BBA Women's Council - *Member*   Spring 2018
• Built strong networking and collaborative relationships with other young businesswomen and McCombs Alumna

ACADEMIC PROJECTS

Finance 374C Valuation: Company Valuations   Spring 2020
• Created valuation models to project the profitability of companies and projects using Excel and financial data
Finance 374C: Monte Carlo Simulations   Spring 2020
• Analyzed the probability of profitability of companies and projects through Monte Carlo simulations using @RISK
Business Law and Ethics 323: Legal Strategy Analysis Report   Fall 2019
• Examined Texas utility company's legal strategy surrounding project expansion and acquiring production rights
Finance 367: Put-Call Options   Fall 2019
• Calculated put-call option payoffs and profits for companies in different industries
Management 336: Management Restructuring Analysis - *Milk and Cookies Restaurant*   Spring 2019
• Consulted with privately-owned company headquartered in Houston looking to open new locations in Texas
• Analyzed the organizational structure of the company and collected data through interviews to present the optimal

HONORS

• University of Texas Athletics Director's Honor Roll	Fall 2017, Fall 2018, Fall 2019
• Highest Team GPA in University of Texas Athletics (Swimming)	Fall 2017, Fall 2018, Fall 2019
• Big 12's Texas Women's Swimming B-team	Spring 2018, Spring 2019, Spring 2020
• USA Swimming Scholastic All-America (4 years)	Fall 2013 – Spring 2017
• Cum Laude Society	Fall 2013 – Spring 2017

• AP Studio Art Portfolio-selected by College Board from over 60,000 art portfolios as an example of exceptional work.
    https://apcentral.collegeboard.org/courses/resources/2017-18-ap-studio-art-exhibit

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, @RISK, R
Interests: Data Analysis, Art Museums, Ceramics, Mental Health, Medicine, Music
Work Eligibility: United States Citizen

R. NICOLAS SALAMEH

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EDUCATION

The University of Texas at Austin Bachelor of Business Administration, Finance, Biology Expected May 2020
Pre-Health Professions Certificate
Cumulative GPA: 3.18
Finance GPA: 3.33

Copenhagen School of Business International Summer University Program in Copenhagen, Denmark Summer 2017

WORK EXPERIENCE

Johnson & Johnson – *Finance Intern;* Irvine, CA June 2018 – August 2018
• Streamlined an efficient budgeting process for new project development and R&D that was utilized in future annual business plans
• Monitored pending purchase orders and managed accruals while assisting in quarter close
• Organized tour of manufacturing plant with R&D scientists for intern class to gain a greater knowledge of the R&D and manufacturing processes
• Co-led "Back-to-School" supplies drive with United Way and assisted in site-wide fundraiser benefiting Operation Smile

Infectious Diseases Research – Undergraduate Researcher; Austin, Tx January 2020 – Present
• Studied the biological characteristics relating to fatal pneumonia due to *Legionella pneumonia* under Dr. Eric Cambronne
• Independently formulated and led experiments aimed to find amino acids that would sterically hinder the uptake of cystine and terminate growth

Forest Family Dental – *Dental Assistant, Sterile Technician;* Austin, TX January 2019 – August 2019
• Excelled in a technical, fast-paced work environment while providing compassionate care and attention to patient comfort
• Assisted in comprehensive patient exams and hygiene procedures, performed teeth whitening procedures, and scanned X-Rays

LEADERSHIP EXPERIENCE AND ACTIVITIES

Run Home for the ARCH — *Founder, Public Relations, Runner* March 2018 - Present
• Ran 75 miles in 5 days while experiencing homelessness for 4 nights to raise money for the Austin Resource Center for the Homeless
• Personal initiative to catalyze a change in the homelessness population in Austin through providing dental and personal hygiene products
• Produced a short documentary to raise awareness of the hardships of those experiencing homelessness in the Austin community
• Secured over $4,000 of funding to date by utilizing corporate sponsorships and electronic advertising packages

Tau Kappa Epsilon – *Founding Father, New Membership Lead, Membership Quality Board, Pledge Class Risk Management* August 2017 - Present
• Founded The University of Texas at Austin Gamma Upsilon Chapter of the Tau Kappa Epsilon fraternity
• Created the TX TKE Conference: Statewide conference with an executive speaker series and attendance from 8 Texas chapters
• Led a ten-week development program to educate the new pledge class and ensure academic and personal growth
• Raised over $2,000 for the St. Jude Children's Research Hospital through various fundraising events

Association of Latino Professionals for America – *Director of Finance* August 2016 - August 2018
• Oversaw financial expenditures of over $30,000 for one of the largest chapters of the Association of Latin Professionals for America
• Fundraised over $7,000 to send underprivileged members to the ALPFA National Convention to jumpstart their professional career development
• "Lead Program"-Managed and educated a team of members on positive attitude, marketing, finance, fundraising, organization, and leadership
• Awarded Most Professional UT Austin Organization and ALPFA Regional Chapter of the Year
• Focused on organization branding with fellow directors to increase community within organization and membership size by over 20%

Project Change – *Co-Founder* February 2017 - Present
• Created a speaker series to educate struggling high school students on the value of a four-year degree and how to obtain the opportunity
• Formulated a mentorship program that connects high school students to students at universities they aspire to attend

Global Medical Training – *Volunteer* August 2018 - Present
• Traveled to rural Peru to volunteer and assist with logistics and clinical treatment for multiple underprivileged villages
• Fundraised pharmaceuticals and resources to be utilized by villagers for the following 12 months
• Attended a three-month long training program focused on methods to positively impact healthcare in impoverished 3rd world countries
• Practiced basic knowledge of Spanish by translating and informing patients of procedural processes and preventative healthcare

HONORS

• UT Austin Fraternity Member of the Year May 2020
• UT Austin Award for Outstanding Service and Philanthropy May 2020
• Semifinalist in Annual Energy Case Competition May 2018

ADDITIONAL INFORMATION

Academic Competitions: Competed in 7 school-wide and nation-wide case competitions (placed in two)
Leadership Programs: Target Diversity Leadership Symposium, Cisco Summer Mentorship Program, McCombs LeaderShape Participant
Computer Skills: Access, Tableau, RStudio, MS Office
Familiar with: SQL, Python, Design Thinking Process
Interests: Basketball, Fitness, Theatre, Community Service, Cooking, Aviation
Languages: English, Basic knowledge of Spanish
Work Eligibility: Eligible to work in the U.S. with no restrictions

SATVA SHAH

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Minor: Accounting Overall GPA: 2.8618	May 2021
Relevant Coursework	Financial Analysis Valuation Investment Management International Finance Portfolio Risk Management Wealth Management	

EXPERIENCE

Data Analytics Research – Intern with Professor at UT Austin   June 2019 - August 2019
- Interpret data with R in order to draw conclusions for acting or changing strategies
- Utilized SQl to track and analyze data
- Presented data and conclusions to professor in order to improve operations

Moviehouse & Eatery – Server/Food Runner; Allen, TX   June 2017 - August 2017
- Managed up to 5 theaters without falling behind and upholding a professional manner
- Assisted with delivery of food and beverage to maintain efficiency in the kitchen

LEADERSHIP EXPERIENCE AND ACTIVITIES

UT Seva Charities – Finance Officer   May 2019 - Present
- Create budget projections based on previous year's spending and organizational goals
- Manage and track organizational budget to maintain strict control on finances and drive performance
- Direct organization outreach for weekly member meetings, social events, and community events
- Organize events to acquire donations supporting a charity in India that feeds underprivileged children

Raas Rodeo Board – Finance Officer   May 2019 - Present
- Fundraise through profit shares, and find organizations willing to sponsor our event
- Communicate with other organizations to mutually benefit each other
- Analyze expenses, figure out where to cut costs, and focus on revenue generation

Case Competition working with BP and Accenture   February 2018
- Analyzed BP's short-term and long-term goals and gathered data about them
- Drew logical conclusions and present solid recommendations about different paths that BP can take
- Worked with a randomly assigned team where I assigned roles based on everyone's best abilities

University Securities Investment Team - *Member*   Fall 2017 – Spring 2019
- Analyze stocks and hear groups analysis on specific stocks to make a collective decision on buying weekly
- Grasp techniques and information about finance, specifically investing and stocks, and how to enter these markets

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Photoshop, Python, Tableau, SQL, R
Languages: Fluent in Gujarati**,** Basic Knowledge in Spanish
Interests: Table Tennis, Tennis, Billiards, Ultimate Frisbee
Work Eligibility: Eligible to work in the U.S. with no restrictions

Noah Trapolino

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EDUCATION

The University of Texas at Austin	Undergraduate Bachelor of Business Administration, Finance, Real Estate, Undergraduate Bachelor of Philosophy	May 2021
	McCombs Success Scholars	
Athens Centre	Finance Program in Athens, Greece	Summer 2019

EXPERIENCE

Marcus & Millichap – *Research Analyst Intern*; Austin, TX   Summer 2019

Marcus & Millichap provides real estate brokerage, mortgage brokerage, research, and advisory services

• Researched primary, secondary, and tertiary markets across Texas to identify economic growth hubs to include in reports for property portfolios
• Recorded relevant property information by calling apartment managers and leasing agents
• Underwrote properties for deals to present to potential investors

Housing Scout – *Leasing Agent*; Austin, TX   Fall 2018 – Fall 2019

Housing Scout is an apartment rental agency in Austin, TX that focuses on housing for students

• Organized Sorority and Fraternity relations by assisting brokers with communication and data collection
• Analyzed housing data and statistics across multiple neighborhoods near the University of Texas
• Advertised the organization's capacity to secure leases in a convenient and streamlined process

Alliant Insurance – *Operations Intern*; Houston, TX   Summer 2015

Alliant provides commercial insurance brokerage, risk management, and employee benefits solutions

• Streamlined internal operations by preparing and managing relevant information exchanged between departments
• Condensed and clarified existing documents in both on and offline archives

LEADERSHIP EXPERIENCE AND ACTIVITIES

Undergraduate Real Estate Society – *Vice President of Marketing*   Fall 2018 – Present

• Organize networking events with students, faculty, alumni, and commercial real estate professionals
• Ongoing career and academic planning with specialized mentors experienced in the commercial real estate field

Kappa Sigma Tau Executive Council – *Vice President, Scribe, Head of Rush*   Fall 2017 – Present

• Create and coordinate social events with sororities and fraternities
• Organize information dispersion throughout the fraternity resulting in easy and clear internal communication
• Manage relations and communications with alumni, donors, and personal relations with potential new members

High School Debate – *Debate captain*   Fall 2013 – Spring 2017

• Placed top 3 in Houston-wide national qualifying tournament, 31st in state, top 120 in nation
• Taught younger students (both inside and outside of the school) to be proficient in debate through a series of philosophical lectures, speaking drills, and practice debates on a weekly basis
• Researched and explored philosophy from many time periods, resulting in a broad understanding of arguments and ideas

Honors

McCombs Undergraduate Real Estate Case Competition, 1st Place	Spring 2020
UBC Sauder International Real Estate Case Competition, 2nd Place	Fall 2019
McCombs Success Scholars	Fall 2017 – Present

ADDITIONAL INFORMATION

Computer Skills: Proficient in Microsoft Excel, Word, PowerPoint, Google Drive, Scenario Analysis, Monte Carlo Simulations, Valuation, @Risk, LandVision, Costar

Certifications: Texas Real Estate License (in progress)

Interests: Film, Animation, Philosophy, Research, Critical Theory

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

Section 2:

Undergraduates Graduating in May 2020 and Looking For a Full-Time Job

MORGAN CRAFT

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EDUCATION

University of Texas at Austin	Bachelor of Business Administration, *Corporate Finance* GPA 3.70	Fall 2017 – Spring 2020
ESADE Business & Law School	International Marketing in Barcelona, Catalonia, Spain	Summer 2019

HONORS

• University Honors (4 semesters)	Fall 2017 – Spring 2019
• Farm Credit Bank of Texas Scholarship	Fall 2019 – Spring 2020
• McCombs BBA Study Abroad Scholarship	Summer 2019
• Panhellenic Scholarship	Fall 2018

EXPERIENCE

Reed, Claymon, Meeker & Hargett, PLLC – *Intern and Legal Assistant*   Summer 2018 – Winter 2019
- Organized and proofread 1,200+ confidential legal documents including but not limited to pleadings, discoveries, motions, etc.
- Increased efficiency of record and content management by 200% through the removal of non-value adding processes
- Created and assembled 50+ deposition notebooks by consolidating data gathered, ultimately for mediations and trials

Earls Kitchen & Bar – *Front of House Partner*   Summer 2018
- Delegated full restaurant responsibilities to 15 employees after outlining and prioritizing tasks with the manager on a daily basis
- Conducted quality control checks every shift to ensure effective organization of assets throughout different stations

Taco Ocho   Summer 2015 – Winter 2016
Assistant to Manager (Summer 2015)
- Aided manager in daily tasks such as balancing the register, delegating responsibilities and overseeing overall customer satisfaction
- Trained and supervised new employees on the register and restaurant procedures such as safe food handling and client gratification
Social Media Manager (Summer 2015 – Winter 2016)
- Monitored public satisfaction of restaurant online by creating and advertising promotions and increasing "likes" by over 300%

LEADERSHIP EXPERIENCE AND ACTIVITIES

BBA Women's Business Council – *Executive Board Member*   Fall 2017 – Present
Symposium Chair (Spring 2019 – Present)
- Lead the semesterly Women in Business Leadership Symposium by orchestrating all event logistics for 4 months prior
- Organize food catering, professional headshots, speed interviews, resume workshops and open networking with a budget of $25k
- Present to over 50 employers nationwide and 300 students about topics exploring various industries and women empowerment

Peer Mentor (Fall 2018 – Present)
- Facilitate 90-minute networking sessions in McCombs between all 50 members and 10 different employers on a weekly basis
- Mentor 6 women per semester by conducting weekly one-on-one meetings facilitating feedback and providing career advice

Phi Chi Theta – *Executive Board Member*   Spring 2018 – Present
Social Chair of National Business Fraternity (Spring 2019 – Present)
- Coordinate 15 social events by cold-calling and collaborating with 30 different local Austin business owners on a semesterly basis
- Schedule and allocate event finances while collecting and handling the dues of 300+ members with a budget of $100K per semester

Philanthropy Chair of National Business Fraternity (Winter 2018 – Summer 2019)
- Organized 10+ philanthropy events in partnership with food banks and The St. Louise House for members to volunteer at weekly
- Engaged in professional recruiting opportunities by facilitating networking for members and participating in mock interviews

Sweet Treat Babysitting – *Founder*   Summer 2012 – Present
- Manage all business functions in order to successfully conduct babysitting duties for 300+ clients with a team of 10 babysitters

Alpha Chi Omega – *Mystagogue Chair (Winter 2017 – Summer 2018)*   Fall 2017 – Fall 2018
- Arranged events for 400+ attendees by coordinating the venue, catering, decorations, and activities for internal bonding events

ADDITIONAL INFORMATION
Computer Skills: MS Word, Excel, PowerPoint, R Studio, Acrobat, Practice Master
Interests: Professional Tennis, Movies, Baking, Concerts, Wakeboarding, Settlers of Catan, Tapas
Work Eligibility: Eligible to work in the U.S. with no restrictions

NIKHIL DIHENIA

CONTACT

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HOBBIES

Football
Traveling
Electronic Music

EDUCATION

The University of Texas at Austin McCombs School of Business
Bachelor of Business Administration, Finance – 2020

WORK EXPERIENCE

Visus Investments, LLC – Owner; Lubbock, Texas
Summer 2019 - Present
- Formed a legal entity to acquire investment residential real estate (rental house) that I purchased for over $150,000 financed with all equity, no debt
- Managed inspections and other due diligence of the property to determine feasibility
- Closed on the property with all accounts settled within 4 weeks
- After standard cleaning and touchups, the property rented out in four days for rent above what my financial models required
- Now it provides auxiliary income to supplement my career growth
- Managed by external property management company

Aura Corp. – Intern; Lubbock, Texas
Summer 2017 - 2019
- Conducted business feasibilities and operational analyses of projects and managed the acquisitions/dispositions of assets including:

La Madeline restaurants in Lubbock, Texas
Apartment complex in Lubbock, Texas
Rental houses in Lubbock, Texas
Rental spaces for Verizon Wireless and Starbucks in Edmond, Oklahoma

Ameriprise Financial, Inc. - Asset Analysis Intern; Austin, Texas
Spring and Summer 2017
- Participated in significant decisions on the team's $60 million advisor portfolio
- Analyzed Asset Allocation Models in comparison to individual portfolios to rebalance accordingly for the $300 million client portfolio
- Researched securities for potential investment based on risk, valuation, and predicted future performance
- Designed Morningstar models and Excel spreadsheets to track portfolio performance for financial advisors

SKILLS

Financial Modeling, Financial Analysis, Real Estate, Excel, Morningstar

MILES FRIEDMAN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Management Information Systems Overall GPA: 3.52	May 2020
The Chinese University of Hong Kong	Management Information Systems in Hong Kong	Spring 2019

EXPERIENCE

Amazon - *Operations Intern;* Indianapolis, IN   June 2019 - August 2019
• Developed and implemented system to more efficiently retrieve inventory leading to $140,000 in annual labor savings
• Analyzed and modeled patterns in large data sets relating to fulfillment center operations using Python, SQL and Excel
• Designed and implemented new standard operating procedures after discovering trends in data sets relating to injuries
• Created Excel macros and documentation for managers to more efficiently view and evaluate employee performance
• Assisted in directing team of ten associates by leading meetings and handling schedule requests

Contemporary Goods - *Founder*; Austin, TX/Whitefish, MT   December 2014 - January 2019
• Managed all operations for direct-to-consumer menswear company including product and brand development
• Forecasted customer demand with regression analysis and technologies such as Tableau, improving sell-through to 90%
• Increased sales 5x in first quarter of 2017 with product placement and Search Engine Optimization techniques
• Coordinated production with a supply chain that consisted of 20+ factories throughout China
• Analyzed and improved eCommerce conversion rates by running A/B tests on newsletter and webstore
• Designed and developed over 100 unique styles including cut-and-sew denim jeans and technical outerwear

M Elihu Group - *Founder, Client Acquisition*; Whitefish, MT   August 2012 - December 2017
• Produced and designed apparel and accessories on behalf of domestic brands at factories throughout China
• Managed and oversaw delivery of finished goods from China to the USA, at up to 50,000 units per month
• Developed a network of over 20 suppliers throughout China by attending tradeshows and using platforms such as Alibaba
• Acquired clients through word-of-mouth and Search Engine Optimization advertising campaigns
• Prepared financial reports for both internal and external purposes, which led to reduced costs and increased ROI
• Organized tradeshow booths, travel and promotional materials for Chinese factories and their employees at U.S. events

LEADERSHIP EXPERIENCE AND ACTIVITIES

Management Information Systems Association - *Active Member*   Fall 2017 - Present

Code Orange - *Member*   Fall 2018 - Spring 2019
• Volunteered in low-income neighborhoods and taught computer science concepts to elementary school students

Texas Water Ski Team - *Member*   Fall 2017 - Fall 2018

HONORS

• University Honors   Fall 2018

ADDITIONAL INFORMATION

Technical Skills: Python, SQL, R, Tableau, C#, MVC Applications, Microsoft Azure, Excel, PowerPoint, Word, Search Engine Optimization, Adobe Illustrator, Adobe Photoshop, Final Cut Pro, Shopify, WordPress, Agile, Trello, G Suite, Balsamiq
Interests: Skiing, Cooking, China/Chinese Politics, Sustainability, Data Analytics, eCommerce, Direct-To-Consumer Brands
Work Eligibility: Eligible to work in the U.S. with no restrictions

DANIEL FUNK

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EDUCATION

The University of Texas at Austin Bachelor of Business Administration, Finance   May 2020
Minor: Government
Overall GPA: 3.60

EXPERIENCE

Austin Community Foundations – *Tax Preparer;* Austin, Tx   January 2020 – March 2020
- Directly prepared taxpayers' returns and answered tax related questions
- Advised clients of their rights and responsibilities as taxpayers
- Exercised due diligence during tax interviews
- Ensured the proper credits, deductions, and tax liabilities were applied to tax returns

The University of Texas at Austin – *Teachers Assistant*; Austin, TX   June 2019 - July 2019
- Assisted professor by grading papers and inputting grades into system
- Proctored and administered exams/quizzes
- Communicated and enforced rules of exams when professor was not present
- Ran errands for professor
- Mentored students on how to be successful in the class

Elks Lodge - *Head Lifeguard;* Harlingen, TX   May 2017 - August 2017
- Mediated between parents and lifeguards to resolve disputes with swimming instruction
- Directed 12 other lifeguards of their post for the day
- Maintained constant surveillance of patrons in the facility; acted immediately and appropriately to secure the safety of patrons in the event of emergency
- Established a high standard of customer service by being friendly, showing respect, and listening
- Performed various maintenance duties as directed to maintain a clean and safe facility
- Instructed children how to swim during lessons such as teaching them how to breaststroke, freestyle, backstroke, and tread water

LEADERSHIP EXPERIENCE AND ACTIVITIES

Project lead – *Outreach Chair*   Fall 2019 – May 2020
- Implemented an ambassador program at the University of Texas for a nonprofit Water To Thrive
- Recruited students to the ambassador program by presenting in front of assorted clubs
- Improved project management by proactively establishing communication plans, timelines, and scope of the project
- Collaborated and communicated efficiently with a team to be able to finish project
- Contributed extra tasks when team members quit during the year

Generation Citizen – *Democracy Coach*   Spring 2018 – May 2020
- Informed students in low income high schools how to be civically active in their community
- Explained that high school students have a voice in government by calling local representatives or someone they think can help with their focus issue
- Facilitated a problem they wanted to fix in their community and presented the issue at the capital in Austin

Young Scholar Developmental Program - *Mentor*   Spring 2018 – Spring 2019
- Coached high school students to prepare for college
- Improved student's time management, study methods, and networking

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Word, PowerPoint
Work Eligibility: Eligible to work in the U.S. with no restrictions

JORDAN HERMAN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	May 2020
	Minor: Management Information Systems	

Austin Community College		May 2017

EXPERIENCE

System Surveyor- *Business Analyst Intern;* Austin, Texas   Summer 2019
• Conduct monthly MRR reports using Stripe software
• Write SQL queries extracting requested information
• Financial report examination to correlate surveyor products with customer usage

Guinn Partners Venture Capital- *Marketing and Web Development Intern;* Austin, Texas   Summer 2019
• Web design, development and implementation
• Oversee personal branding for partners and produce brand books
• Side jobs as requested

Plains All American Pipeline- *Financial Analyst Intern*; Houston, Texas   Summer 2018
• Analyze credit risks using S&P, Moody's, and the Bloomberg terminal to update credit ratings and monthly LIBOR rates
• Review and communicate credit applications status with shippers for the company's 50+ pipelines

One Minute Manicure - *Sales Representative;* Houston, Texas   June 2013 – August 2017
• Conduct yearly inventory of in-house products and supplies for over 50 manufactured beauty products
• Travel to Austin, Dallas, and Atlanta to work trade shows and sell products and recruit buyers

Northshore Medical - *Summer Intern;* Houston, Texas   Summer 2014 & 2017
• Process order intake and fulfillment of medical supplies and equipment, scrubs, and gifts
• Fit approximately 200 college students for clinical uniforms
• Drafted and place orders for various customers

LEADERSHIP EXPERIENCE AND ACTIVITIES

Business Association for Transfer Students (BATS) – *Director of Finance and Operations, Founder*	Spring 2019
Association of Latino Professionals for America (ALPFA) – *Member*	Fall 2017 - Spring 2018
Phi Theta Kappa Honor Society - *Inductee*	Spring 2017
Austin Pets Alive - *Volunteer*	Spring 2017

• Cleaned, sorted and cared for animals housed in the Austin Pets Alive main facility

Young Life – *Active Member and Team Leader*   Fall 2016 - Present
• Organize and plan activities with team members for 40+ local high schoolers every Monday night

Austin Community College Honors Program - *Member*   Fall 2016 - Spring 2017

State Representative Patricia Harless District 126 Campaign - *Volunteer*; Houston, Texas   Fall 2013 - Spring 2015
• Volunteered on block walks, going door to door to talk to constituents in Houston District 126

HONORS AND AWARDS

• Presidential Achievement Scholarship	Fall 2016
• University Honors – Austin Community College	Fall 2016

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Access, MicroBiz, R Studio, Basic Python, Basic SQL, Sigma
Languages: English and Basic Spanish
Interests: Animals, Movies, Fashion, Fitness, Nutrition
Work Eligibility: Eligible to work in the U.S. with no restrictions

References available upon request

Steven Huang

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Marketing   May 2020
Overall GPA: 3.5

Uppsala Universitet (Sweden)   Department of Business Studies, Economics   Fall 2018

PROFESSIONAL EXPERIENCE

Texas Student TV- *Director of Marketing*   August 2019 - Present
- Collaborated with executive staff to lead recruiting efforts in the organization through video production and email marketing resulting in 30% increase in members for the 2019-2020 school year
- Raised over $2,300 in funds through alumni, family and friends through social media and email marketing, meeting yearly budget needs
- Revamped organizational website through HTML, resulting in quicker loading times and increased traffic

Choose Health- *Digital Marketing Intern*   June 2019 - August 2019
- Shaped brand positioning strategy by helping identify new key target demographics
- Created new flagship ambassador program, resulting in the recruitment of 20 influencers relevant to the service
- Maintained relationships with influencers to ensure proper promotion of the brand
- Conducted research and wrote relevant content for company's Facebook, Twitter, and Instagram pages, with 3 posts a week

Chariot- *Brand Ambassador*   January 2017 - May 2017
- Synthesized customer relationships with Facebook and Whole Foods to provide shuttle transit for employees
- Worked with management to create new payment plan based on team achievements rather than individual ambassador contribution, leading to 10% increase in customer acquisition during events
- Consulted with commuters to help develop infrastructure for new routes chartered in Austin through signups
- Promoted the new commuter app to students at the University of Texas at Austin with 150 signups

Aspire Beverages- *Brand Ambassador*   April 2014 - July 2016
- Managed onboard training process for 4 new team members and supervised teams of 3
- Initiated in-field marketing presence at local athletic events and tournaments by interacting with fans resulting in average promotional turnover of 200-300 bottles per event
- Established relationships with major retailers such as Whole Foods, Target, Safeway, and Kroger

ACADEMIC PROJECTS

Strategy Consulting for Marketers- *Client: Sips by*   January 2019- May 2019
- Worked with client to formulate a strategy to reduce churn rate
- Identified customer pain points through conducted primary research by taking 30 phone interviews and capturing over 1,000 survey responses
- Presented a deliverable recommending extension of product line with ideal price point

ADDITIONAL EXPERIENCE AND ACTIVITIES

Longhorn Gaming- *Game Lead*   August 2016 - Present
- Coached and led two esports teams of 5 and served as primary liaison for the Longhorn Gaming University
- Communicated with other schools' coordinators to schedule scrimmages and matches

SPECIAL SKILLS

Software: MS Word, Excel, PowerPoint, Access, HubSpot, Asana, Slack, Adwords
Social Media: Facebook, Instagram, Pinterest, Snapchat
Languages: English (native speaker), Mandarin(intermediate proficiency)

MAAHIR MEHTA

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   May 2020
Minor: Management Information Systems (MIS)
Overall GPA: 3.55/4.00

EXPERIENCE

Advan Research Corporation LLC, *Summer Analyst; New York, NY*   June – August 2019
- Managed over 1200 publicly traded tickers with geo-location data to help generate target firm revenue estimate for clients.
- Worked alongside hedge fund and asset managers to determine revenue from the geofenced data needed from our servers.
- Worked on Advan databases to improve the SQL generated data provided to clients and process it in an efficient way.
- Analyzed foot traffic trends correlating with earnings reports, providing feedback to Advan's machine learning algorithms.

Equity Methods Externship 2019, *Scottsdale, Arizona*   May 2019
- Implemented code in SAS for clients equity compensations structures managing their required forfeiture rates.
- Worked with company professionals designing equity compensation strategies using company software.

Strategy&, Part of the PwC Network, *Consulting Strategy and Operations Intern; Mumbai, India*   June – August 2018
- Worked as a management consulting intern consulting for the biggest Material Handling firm (Nilkamal Ltd) in India.
- Assisted senior PwC consultants aiming to reduce the clients labor force expenditure and better manage their sales activities
- Implemented a pilot program working with the sales team to better approach potential customers in an economical fashion.
- Presented reports based on workings and success of the pilot program to the client's board of directors.

HDFC Securities, *Portfolio Analytics Intern; Mumbai, India*   June - August 2017
- Performed valuation background checks for 50+ Global FMCG and Appliance Companies relating to the company.
- Assisted an industry professional in developing an investment thesis and presentation for the FMCG company.
- Prepared research reports on the companies over the past 5 years.
- Worked under the Head of Institutional research, shadowing him around meetings and conferences.

ACADEMIC PROJECTS

Hulu Platinum   Fall 2017
- Designed a marketing strategy for Hulu in order to penetrate the live video streaming market.
- Worked with a group designing a presentation to achieve the possible marketing plans required.
- Enhanced the product to provide multiple features and diversify its functionality.

AAPL Valuation Project   Fall 2018
- Forecasted the NPV's and free cash flows of Apple's several different hypothetical projects over the next five years.
- Calculated ROIC to check which projects AAPL can best allocate its cash balance to.

LEADERSHIP EXPERIENCE AND ACTIVITIES

Dietary Education Initiative   2015-Present
- Designed low cost diets for the under privileged children who were malnourished at the NGO.
- Created an energy requirement table for each child and therefore decided their nutrition requirements.
- Created well balanced diets that were mainly focused on being of a low cost of under 50 cents a meal.

HONORS

- University Honors   Fall 2018, Spring 2017
- Certificate of Honor for National Social Service   May 2018

ADDITIONAL INFORMATION

Computer Skills: @Risk, Python, MS Word, Excel, PowerPoint, SQL Database, R Studio
Certifications: CFA Level I Candidate (December 2019)
Languages: Fluent in English, Spanish, Hindi, Gujarati
Interests: Debates, Hiking, Cricket, Fantasy Soccer, Skiing, travelling

STEPHANIE (CAROLINE) MORGAN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, General Finance	May 2020
Austin, TX	Minor in Management Information Systems	
	Overall GPA: 3.59	

The Ensworth School	Overall GPA: 94.4	May 2016
Nashville, TN		

EXPERIENCE

GoMedigap – an eHealth company – *Business Intelligence Intern;* Austin, TX   June 2019- August 2019
- Used SQL to analyze sales functions for projects focused on sales productivity.
- Created Tableau reports for marketing use that summarized agents' daily sales results.
- Conducted Cost Benefit Analysis of various business functions including Saturday Operations of the call center and Commission structure. Presented findings and recommendations in PowerPoints to management.

RBC Capital Markets – *Summer Research/Job Shadow;* Nashville, TN   May 2018 - August 2018
- Utilized Excel to create a financial model (including projected income statement, balance sheet, and cash flow statement with drivers) based on public company filings and in conjunction with team leader discussions with company CFO.
- Researched healthcare industry trends, drivers, and market potential for target company operating segments.
- Conducted historical review of 10-K and 10-Q filings to construct acquisition history of target company, including valuation data.
- Summarized research on target company and financial model in a PowerPoint presentation for internal use and research report preparation.

Linda Reeve Marketing - *Assistant to Social Media Consultant;* Nashville, TN   May 2017 - August 2017
- Created, queued, and posted content on Instagram and Pinterest accounts for six clients
- Data analysis; generated Excel spreadsheets to track number of followers on each social media platform by client each week
- Increased clients' Instagram and Pinterest followers by 25% to 40% in three months

LEADERSHIP EXPERIENCE AND ACTIVITIES

Longhorn KIVA - *Finance Committee*   Fall 2017 - Present
- Present finances at weekly meetings for organization of 20 people
- Pay organization's bills and give input in selection of loan recipients in developing countries

Kappa Alpha Theta Sorority - *Active Member*   Fall 2016 - Present
- Attend monthly philanthropy events; volunteer for Court Appointed Special Advocates Fundraiser 5K Race
- Create t-shirt designs for chapter-wide and public events and organize order information from 250 members

Varsity Volleyball at Ensworth School - *Captain*   Fall 2012- Fall 2015

HONORS

- Golden Key International Honors Society   Fall 2019 - Present
- University Honors (2 Semesters)   Fall 2016 - Spring 2017
- Alpha Lambda Delta Honors Society   Fall 2016 – Spring 2017

RELEVANT COURSE WORK AND PROJECTS

- Corporate Finance, Financial Analysis, Valuation, Investment Management, Money & Capital Markets, Financial Accounting
- UT Call Center Consulting Project, Tiny's Bakery Consulting Project, Chipotle Valuation, RideAlong Application Business Plan

ADDITIONAL INFORMATION

Computer Skills: Python, SQL, Tableau, MS Word, Excel, PowerPoint   **Languages:** Working knowledge of Spanish
Interests: Modern Art, Music festivals, Travel   **Work Eligibility:** Eligible to work in the U.S. with no restrictions

REFERENCES

- **Jacob Von Feldt –** GoMedigap; jacob.vonfeldt@gomedigap.com; (785) 550-5752
- **Ben Hendrix -** RBC Capital Markets; Ben.hendrix@rbccm.com; (615) 372-1323

MARY PATRICIA PATRIZI

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   May 2020

Bachelor of Science, Communication Studies   2016 – 2018

Overall GPA: 3.75

IES Abroad/Universitat Pompeu Fabra – *Barcelona, Spain*

• International education program   Spring 2019

EXPERIENCE

Hines Interests, LP – *Investment Analyst Intern;* Houston, TX   Summer 2019
• Assisted and observed full-time employees in the underwriting and acquisition of a retail asset
• Generated a spreadsheet to value the sales price of a potential portfolio and the individual assets within it
• Created and presented a Capstone Project to the Investment Management division who later evaluated and critiqued my project
• Traveled to a retail asset in Hines' portfolio to assess its performance and understand its profitability and changes
• Attended weekly lunch & learns that exposed me to different paths in commercial real estate

Houston Group-Realty Advisors – *Operations Intern;* Houston, TX   Summer 2018
• Developed excel database for the company that assisted the team in beginning future projects
• Attended meetings and contributed thoughtful ideas about past, present and future company deals

CAM Construction – *Operations/Marketing Intern*; Houston, TX   Summer 2017
• Managed social media accounts alongside full-time employees to update current customers and appeal to new ones
• Assisted one of the co-owners with her daily schedule and activities

Nick Finnegan Counseling Center – *Fundraising Event Co-Chair*   Fall 2017 – Spring 2018
• Coordinated logistics and secured sponsors for one of the mental health facility's major annual fundraising events
• Raised over $95,000 for patients seeking help from the mental health facility

LEADERSHIP EXPERIENCE AND ACTIVITIES

Kappa Alpha Theta – *Chief Education Officer (Spring 2018 – Fall 2019)*   Fall 2016 – Present
• Coordinated all affairs that involve scholarship and new member development
• Communicated concerns and ideas within our chapter between the members, the executive team, and nationals

University of Texas Silver Spurs – *Active Member/Sweetheart*   Spring 2017 – Present
• Provide support and ideas for philanthropic events hosted by this student service organization
• Attend weekly meetings in regards to the organization's upcoming philanthropic events

Texas Undergraduate Real Estate Society – *Active Member*   Fall 2017 – Present

Not on My Campus – *Peer Educator*   Fall 2017 – Spring 2018
• Taught by the UT Not on My Campus group about sexual assault awareness and prevention on UT's campus
• Educated my sorority about sexual assault awareness and prevention by holding an information presentation

HONORS

• National Society of Collegiate Scholars Honor Society   Spring 2017 – Present
• Moody College of Communication Dean's Honor List   Spring 2018

ADDITIONAL INFORMATION

Computer Skills: Microsoft Office, Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Canvas, Bloomberg (In Progress), FactSet
Interests: Travel, Golf, Museums
Work Eligibility: Eligible to work in the U.S. with no restrictions

GRANT PERKINS

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EDUCATION

The University of Texas at Austin	Major: Bachelor of Business Administration, Finance Minor: Accounting GPA: 3.36	May 2020
The University of Texas at San Antonio	General Studies, Unspecified GPA: 4.0	May 2017
	Cumulative GPA: 3.56	

EXPERIENCE

Beetnik Foods — *Marketing/Finance Intern;* Austin, TX   May 2018 — Present
Beetnik is an Austin, Texas-based organic food company
• Analyzed margins per product with variable inputs and made recommendations to management on future product strategy
• Forecasted 2020 revenue using @Risk in Excel to help with cash flow management and the marketing budget
• Generated financial models for key manufacturing equipment that analyzed internal return and net present value
• Assisted with new packaging development, and helped manage the transition with current retailers and prospects
• Created pitch presentations including product mix and marketing support for major retailers and independents
• Drove a high level of social media engagement by working with related brands and creating co-branded promotions

Beetnik Foods — *Operations Intern;* Austin, TX   May 2017 — August 2017
• Forecasted volume projections to sign ingredient contracts with suppliers to achieve favorable pricing
• Managed invoicing through QuickBooks to ensure the company's finances were up-to-date
• Coordinated purchase orders from retailers to appropriately plan the production calendar

Beetnik Foods — *Sales Intern;* Austin, TX   May 2016 — August 2016
• Managed independent accounts on the U.S. east coast
• Connected with prospects and customers via email and phone calls to develop strong, working relationships
• Communicated with Beetnik's brokers to ensure the proper service of the retailers

LEADERSHIP EXPERIENCE AND ACTIVITIES

Slackline Texas — *Co-President and Co-Founder*   Fall 2017 — Present
Slackline Texas is a recreational club at The University of Texas
• Co-Founded the organization in Fall 2017 with two friends to bring people together, and pursue a passion
• Coordinate events and activities on and off campus to promote member growth and enjoy each other's company
• Scheduled participation event on campus and organized a raffle giveaway for our members

Volunteer Experience

Foundation Communities — *Tax Preparer*   Spring 2020
• Certified by the IRS in preparing basic, advanced, and HSA personal tax returns
• Prepared tax returns for low-income families for the 2019 tax year
• Contributed 55 volunteer hours during the spring semester

ADDITIONAL INFORMATION

Computer Skills: MS Excel (intermediate), PowerPoint (intermediate), Salesforce (intermediate), Facebook Business Manager(entry), QuickBooks (entry)
Interests: Wake Surfing, Investing, Sports Betting Strategy, Golden Retrievers
Work Eligibility: Eligible to work in the U.S. with no restrictions

RAVI RAMOLIA

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration: Finance Overall GPA: 3.50/4.00|	Spring 2020
The University of Texas at Arlington	Bachelor of Arts: Economics Overall GPA: 3.65/4.00	Fall 2016-Spring 2017

WORK EXPERIENCE

Worldlink US – *Finance Intern*; Frisco, TX — Summer 2019
- Calculated DCFs, NPV, and IRR for potential investments taken on by Worldlink through its partnership with Samsung
- Analyzed the 3 Financial Statements and created Pro Forma Balance Sheets and Income Statements for a given period
- Created Excel Models to find discrepancies between actual and projected hours billed
- Presented a competitive analysis of the firm to the Finance Director to devise new strategies regarding Big Data Consulting

LEADERSHIP, ORGANIZATIONS, AND SERVICE

University Securities Investment Team (USIT)
Analyst Group Member — Fall 2017 – Fall 2019
- Learned applications of fundamental accounting and financial modeling principles through weekly sessions with senior analysts
- Attended accounting and DCF model symposiums to gain higher-level understanding of advanced and technical finance concepts
- Developed a strategic financial plan and presented a team stock pitch to the general body in order to gain votes in favor of our selected company

University Finance Association- *Member* — Fall 2017-Present
- Collaborated with peers to identify and develop technical skills underclassmen need to succeed after graduation
- Built and fostered relationships with students and financial professionals in a networking atmosphere
- Worked alongside analyst groups to help students devise and execute stock pitches to the general body

Seva Charities- *Member* — Fall 2017 – Present
- Organized social and community outreach events in order to raise money for the Akshaypatra Foundation
- Collaborated with 2 other South Asian Cultural Organizations in order to promote awareness for the Foundation through a large social event

Kappa Alpha Order- *Parliamentarian, Philanthropy Co-Chair* — Fall 2016 – Spring 2017
- Ensured that fraternity bylaws were enforced and upheld to maintain a professional atmosphere during meetings
- Mentored incoming members about membership requirements and activities, guiding principles, and time management
- Partnered with friends, family, and the university community across the DFW Metroplex to raise over $1500 for the Muscular Dystrophy Association
- Fundraised $1600+ through donation drives, cookouts, and various games to further our ability to help the
- local community

Saurashtra Patel Cultural Samaj (SPCS), Texas Chapter- *Member* — January 2012–Present
- Organized and hosted cultural and educational events for over 300 participants
- Initiated a Mentor Program in order to develop interpersonal relationships with each member of the Youth Committee in SPCS
- Improved community involvement by 14% by motivating the SPCS youth community to get involved with the organization's activities and community service projects

HONORS AND AWARDS

- University Honors – Fall 2017, Spring 2018 — Fall 2017 – Present
- Natural Leadership Award of Kappa Alpha Order — Spring 2017

ADDITIONAL INFORMATION

Computer Skills: Microsoft Office Suite, R Script, FieldGlass
Languages: Fluent in Gujarati
Interests: Dallas Mavericks, NBA, HBO Television, Ancient History, Harry Potter, Cooking
Location Preferences: Dallas, TX
Work Eligibility: Eligible to work in the U.S. with no restrictions

JONATHAN RANDALL

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration in Finance, Investment Management Track Minor: Entrepreneurship Overall GPA: 3.09	May 2020

EXPERIENCE

Tyler's – *Administrative Intern;* Tyler, Texas   June 2019 - August 2019
- Organized invoices, credit card statements, and bank statements for an upcoming audit
- Maintained consistent inventory of retail products going to and from the company's 8 stores

East Texas Medical Center - *Student Intern;* Tyler, TX   June 2017 - July 2017
- Observed oral surgeons, radiologists, orthopedic surgeons, and vascular surgeons
- Attended various surgical operations such as bone spur removal and wisdom tooth removal

Randall Dodge Chrysler Jeep Ram – *Appraisal Assistant*; Henderson, Texas   June 2016 - August 2016
- Appraised vehicles for trade in value using Provision
- Transported newly purchased or serviced vehicles to customers for convenience

LEADERSHIP AND ACTIVITIES

Texas Cowboys - *Member*   September 2018 – August 2019
- Raised over $75,000 for ARC of the capital area through ticket sales for the Harvest Moon Charity Concert
- Set up and lead men from around campus in service events in the Austin area

Kaleo - *Participant*   May 2018 – July 2018
- Developed in leadership in character over nine weeks during the summer through various trainings and activities
- Served the Panama City Beach community through working for local businesses and Churches

Delta Tau Delta - *Pledge Class Vice President*   August 2017 - Present
- Served as a mediator between the Executive Board and new members to coordinate scheduling and new member education
- Communicated with other organizations on campus to execute collaborative events

Student Mobilization - *Leadership Team*   August 2016 - Present
- Lead small group meetings for college students that are interested in learning about the Christian faith
- Develop Christian leaders on campus by building relationships through conferences, meetings, and bible studies

SERVICE

Dream Outside the Box – *Volunteer; Social Media Manager*   February 2018 - Present
- Lead in weekly programs at the YMCA with underprivileged kids to teach them about professional career options
- Create and post content for the organization's Instagram account

Rosedale Elementary School - *Volunteer*   September 2018 - Present
- Participate in various activities weekly with the disabled students of Rosedale Elementary
- Assist teachers and staff with their own tasks

ARC of the Capital Area - *Volunteer*   September 2018 - Present
- Participate in activities that help promote the mental and physical growth of the ARC's mentally disabled clients
- Help set up and work the annual ARC art auction and Gala

Challenger League Baseball - *Volunteer*   February 2017
- Assisted with hosting baseball games for the mentally and physically disabled children of Austin
- Served post-game meals to the children and families that attended

ADDITIONAL INFORMATION

Computer Skills: MS Word, PowerPoint, Excel, R, Bloomberg
Interests: Baseball, Cars, College Football, Bird Hunting, Fishing, Texas Country Music, Guitar

ERIC ROSS

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312 South McCarty Dr. • Beverly Hills, CA 90212 • 310.968.6171

EDUCATION

The University of Texas at Austin	McCombs School of Business	May 2020
	Bachelor of Business Administration Program	
	GPA: 3.88, Finance Major, Investment Management and Banking Track	

EXPERIENCE

JMP Securities, Inc. – *Research Analyst Intern;* New York, New York   June 2019 – July 2019
- Conducted sell-side research on company financials and made forecasts on future economic performance
- Constructed dynamic valuation models (Dividend Discount Model, Discounted Cash Flow, Comparables and Multiple Analysis) from financial statements
- Simulated company financial statements in excel using my analysis to create forward looking predictions
- Pitched my research material used in a stock valuation presentation

LiveNation Entertainment, Inc. – *Financial Analyst;* Los Angeles, California   July 2019 – August 2019
- Assisted finance team by providing actual reports and creating forecasts for Quarterly Reports
- Worked in excel on LN financial statements providing analysis based on past and future performance
- Conducted analysis of financial records to compare budget against actual economic performance
- Provided commentary on specific instances where LiveNation could improve their efficiency and profitability

LiveNation Entertainment, Inc. – *Marketing Analyst;* Los Angeles, California   June 2018 – August 2018
- Performed statistical analysis, event accounting and coordination
- Assisted in the promotion, advertising and sale of musical concerts and festivals worldwide

Canyon Creek Summer Camp – *Counselor;* Lake Hughes, California   June 2013 – August 2017
- Responsible for the care, safety and welfare of 8-12 year olds at sleep-away camp
- Gained responsibility and management skills by working with co-workers and creating events

LEADERSHIP EXPERIENCE AND ACTIVITIES

Longhorn Industries Group – *Vice President*   Fall 2016 – Spring 2017
- Leadership Role in business organization tracking financial trends and current events in business
- Planned workshops and activities for members to analyze rising companies
- Executed and evaluated potential pitches to investors regarding the purchase and sale of companies

Zeta Beta Tau Fraternity – *Elected Member of Executive Board, Social Chair, Athletic Chair*   Fall 2016 – Present
- Made and implemented policy decisions regarding all aspects of chapter as elected Board Member
- Managed funding, planning and execution of social events for the chapter

Texas Undergraduate Real Estate Society – *Member*   Fall 2016 – Present
- Attend panels and lectures hosted by prominent real estate professionals
- Participate in career fairs to track trends and developments in real estate

ACADEMIC HONORS

- University Academic Honors (6 semesters)   Fall 2016 – Present
- National Society of Collegiate Scholars   Fall 2016 – Present

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Word, PowerPoint, Bloomberg, Thomson Reuters, Factset
Certifications: California Real Estate Certificate (license in progress)
Interests: Summer Camp, Fantasy Football, Travel, Los Angeles Lakers

ALBERTO RUIZ

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Overall GPA: 3.22	May 2020
Texas Realtor's License	Licensed Texas Real Estate Sales Agent	Spring 2019

EXPERIENCE

Merrill Lynch - *Global Wealth Management Advisory Intern*   Summer 2018
• Shadowed senior financial advisor and learned about his responsibilities, strategies, and asset management principles
• Researched and formatted findings into effective executive summaries that were eventually presented to clients
• Reviewed and rebalanced client portfolios after meetings or target dates with senior financial advisor
• Studied daily reports that help me understand how markets and the economy work

UT Calling Center - *Student Caller; Austin, TX*   November 2016 – May 2017
• Consistently requested donations from UT alumni at the $50 to $2.5K range to fundraise for UT
• Persuaded alumni to donate through marketing tactics over the phone in order to reach the daily dollar amount of $300
• Raised a total of $4.24K for UT in my first two months to help fund scholarships and a new graduate business building

IBC Bank - *Job shadowing;* McAllen, TX   May 2016
• Shadowed an investment banker through daily operations to learn the essence of the job
• Participated in mock discussions with clients regarding investment management to experience real-life client management

ACADEMIC PROJECTS

MFEA Marketing Project - *Client: SXSW*   June 2015
• Constructed a marketing presentation aimed towards diversifying and increasing SXSW's attendance
• Directed a subgroup to develop a target customer and analyze its diverse characteristics to better understand the market
• Recognized as second best presentation among five

LEADERSHIP EXPERIENCE AND ACTIVITIES

AEM Jovenes - *Event Coordinator and Vice President*   Fall 2016 - Present
• Organize and gather participants for an intermural co-ed soccer and volleyball team
• Contact and evaluate important entrepreneurs as potential guest speakers for club-sponsored events
• Responsible for preparing weekly meetings including guest speakers, club members, and catering to the event site

University Securities Investment Team - *Active Member*   Fall 2016 - Present
• Took part in a financial analyst group that gathered weekly to generate stock evaluations
• Collaborated and partook in small group discussions to learn about the financial services industry
• Developed a stock pitch by researching an investment and evaluating its present and potential future value

HONORS

• University Honors   Fall 2016 - Spring 2017
• McAllen Boys and Girls Club Scholarship recipient   Fall 2016
• Distinguished Achievement Program   Spring 2016

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Outlook, Google Drive, basic Photoshop, basic R Script
Certifications: CPR Certified, Texas Real Estate Sales Agent
Languages: Fluent in Spanish
Interests: Investment Strategy, Real Estate, Guitar, Photography, Basketball, Skiing
Work Eligibility: Eligible to work in the U.S. with no restrictions

MARAL (MOLLY) SADRI

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Track: Investment Management	Fall 2018 – May 2020
	International Relations and Global Studies Overall GPA: 3.20	Fall 2017 – Spring 2018
The University of Texas at Dallas	Bachelor of Science in Finance GPA: 3.80	Fall 2016 – Spring 2017

EXPERIENCE

Bank of America – *Financial Advisor Development Program Intern;* Dallas, TX   June 2019—August 2019
- Conducted product, market, and client research in North Dallas in order to analyze assigned financial center demographic
- Applied financial acumen and analytical skills to identify main issues occurring within financial center to present to Market Leaders
- Identified the need to streamline communication in management, leading to increased customer satisfaction and decreased churn rate
- Improved overall client satisfaction by 12% by implementing solution and monitoring ongoing operational issues within financial center

Old Three Hundred Capital – *Real Estate Private Equity Analyst Intern;* Austin, TX   November 2018– May 2019
- Determined market rates through commercial and multi-family real estate market analysis using Power BI and CoStar
- Prepared cash flow statements and calculated property returns on Excel in order to determine future acquisitions made by Managing Partners
- Created a historical maintenance salary budget report on Excel for properties and projected future company maintenance expenses
- Updated capital expenditures fund sheet on a weekly basis and audited currently owned properties
- Developed construction summaries by creating organized excel spreadsheets for company-owned properties

Stangl Tiegs PLLC – *Feasibility Study Intern;* Plano, TX   June 2018 – August 2018
- Determine viability of market to internally finance automobile purchases and determine underwriting criteria

Passport Motors Auto Leasing – *Finance Manager Assistant*; Plano, TX   July 2015 – August 2017, May 2018 – August 2018
- Developed P&L statements to manage company expenses, and determine future expenses to increase profitability
- Contributed to developing an automobile investment plan using Dealertrack that led to increased sales by 14% over 3 years
- Recorded and monitored the company's monthly revenue and expenses to keep company financials organized
- Primary liaison for clients and credit unions in regards to finding optimal interest rates
- Implemented social media into Passport Motors' marketing plan in order to improve customer retention

LEADERSHIP EXPERIENCE AND ACTIVITIES

University Securities Investment Team - *Member*   Fall 2017 - Spring 2018
- Analyzed different funds presented in meetings and determined if the fund is profitable enough to pass
- Conducted industry research and financial analysis on a weekly basis for multiple funds in order to pitch to peers
- Developed discount cash flow (DCF) models in order to assist in preparation for weekly pitch

University Fashion Group - *Member*   Fall 2017 - Spring 2018
- Managed table sessions in order to reach new members and get active participation for the club
- Arranged social media content to expand the audience reach of the club

Texas Unicef - *Member*   Fall 2017 - Spring 2018

Financial Leadership Association – *Member*   Fall 2016 - Spring 2017
- Prepared a mock stock pitch for the Boston Beer Company in order to participate in a competition for the best stock pitch
- Attended weekly meetings to gather information about finance

HONORS
- **Dean's Honors List**   Spring 2018
- **University Honors**   Spring 2018

ADDITIONAL INFORMATION

Computer Skills: Microsoft Word, Excel, PowerPoint, Bloomberg Terminal, R, Python
Languages: Fluent in Persian (Farsi), Basic knowledge in Spanish
Interests: Artificial Intelligence, FinTech, Fashion, Travel, Fitness
Work Eligibility: Eligible to work in the U.S. with no restrictions

VIKRAM SETH

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance, Energy Track	May 2020
	Marketing Minor	

EXPERIENCE

Equinor – *Finance and Control Intern;* Austin, TX
May 2019 – August 2019
Equinor is a global energy company involved in developing oil, gas, wind, and solar energy
• Developed a real-time model and dashboard to monitor payout on a single well basis for 2,000+ onshore oil & gas wells
• Provided a report detailing key variables impacting partial-cycle IRR of wells to financial management
• Gained proficiency in excel modeling, data visualization, and regression analysis in an energy context
• Created several auto-updating models to track asset performance and ensure enforcement of corporate KPI's

Arrowhead Group, LLC – *Business Development Associate;* Houston, TX
May 2018 – Present
Arrowhead is a niche investment bank involved in more than $3.5 billion in transactions
• Identify and facilitate communication with firms interested in investing in high-capital PE, VC, and M&A plays
• Design and implement data infrastructure for tracking marketing efforts and client outreach
• Compile and distribute marketing material for investment opportunities in energy, tech, healthcare, and industrials
• Participate in due diligence calls related to investment acquisition details, liabilities, and considerations

PatBak – *Business Development Intern;* Houston, TX
June 2016 - September 2016
PatBak specializes in patent litigation technical support and patent analytics
• Developed and conducted outreach to firms potentially interested in using PatBak's consulting services
• Sourced a trademark case through individual outreach efforts, later generating $335k of revenue for the firm
• Onboarded and trained another intern on technical details about the services provided by PatBak

LEADERSHIP EXPERIENCE AND ACTIVITIES

Zeta Beta Tau – *Treasurer, Philanthropy Chair*
August 2016 – November 2019
• Created pro-forma and retrospective income statements, balance sheets, and budgets for a $1.25M endowment
• Negotiate contracts and permits with external entities in food shipping, property maintenance, and construction
• Prepare budgets and execute all logistics for multi thousand-dollar social events with more than 1,000 attendants
• Organized several large fundraising events, and placed 1st in two consecutive university-wide charitable fundraising competitions

Phi Gamma Nu – *Mentorship Chair, Recruitment Committee, Entrepreneurship Committee*
September 2017 – January 2019
Phi Gamma Nu is a UT business fraternity that connects McCombs students interested in networking
• Assist in the founding of UT's first Phi Gamma Nu chapter through consistent recruitment and high involvement
• Design and institute the chapter's first big-little mentorship program pairing members with like-minded career goals
• Participate in open-forum discussions about entrepreneurship, from government regulation to marketing strategies

Texas Silver Spurs – *Rowel-Class Philanthropy Chair*
August 2018 – December 2018
Texas Silver Spurs handle and transport the longhorn live mascot "Bevo", and are school spirit representatives
• Organized a Thanksgiving canned food drive for low-income families throughout the Austin area, donating over 560 cans
• Tutor local middle school students on a weekly basis and tracked the tutoring activity of my rowel-class members

HONORS

• Eagle Scout Award
November 2015

ADDITIONAL INFORMATION

Computer Skills: Microsoft Office, Excel, Pitchbook, TIBCO Spotfire, Microsoft PowerBI, SAP, HubSpot, Basic Python
Languages: Basic Knowledge in Spanish
Interests: Bass Guitar, Carpentry, and Camping
Work Eligibility: Eligible to work in the U.S. with no restrictions

RYAN M SLACK

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance, Real Estate	May 2020
	Overall GPA: 3.5	
	University Honors – McCombs	2017, Spring 2019

PROFESSIONAL EXPERIENCE

JLL (NYSE: JLL) – *Capital Markets Summer Analyst;* Chicago, IL   June 2019—August 2019

Full service, vertically integrated real estate platform that offers over 250 years in property management, agency leasing, tenant representation, capital markets, and valuation experience with a deep international footprint and client base

- Crafted property, market, tenant, and sponsorship overviews, as well as sales and rent comparables for Offering and Financing Memorandums, covering more than 20 Investment Advisory (IA), Debt Placement, and Joint Venture transactions across all asset classes and product types
- Extracted market and submarket reports and other intel from CoStar, Savills Studley, and Bureau of Labor Statistics to refresh the IA Office team's Capital Markets Overview that tracks and summarizes property trends to guide Producers during high level pitches with developers, asset managers, private equity groups, and hedge funds
- Performed a loan sizing analysis using the NOI capitalization approach and solving for a 7% going in debt yield and stabilized DSCR of at least 2x with 3 year floating interest only execution on a ~$35MM Class B vintage office tower for proposal as a Value Add refinancing play to life companies, banks, debt funds, and CMBS shops
- Researched and delivered a final project to more than 30 Analysts and Producers to hone my public speaking acumen and discuss development activity and top line income growth prospects in Austin, leveraging RealPage AXIOMetrics data and Palisade Tools @Risk Monte Carlo simulations

Moran & Company – *Underwriting & Investment Sales Intern;* Chicago, IL   July 2018—August 2018

Real estate intermediary that specializes in the multifamily vertical to deliver sophisticated investment packaging solutions and execute Class A-C trades between financial institutions, mutual funds, and life companies

- Developed spreads utilizing Adobe InDesign to pitch the renter markets of over 10 Core, Core Plus, and Value Add properties in the CBD and enhance each transaction's value proposition
- Operated on RealPage AXIOMetrics to aggregate asset data to build comparables models for acquisitions, rent profiles, and development pipelines and assist in the compilation of more than 5 Broker Opinions of Value

Monroe Capital LLC (NASDAQ: MRCC) – *Finance & Operations Intern*; Chicago, IL   June 2017—August 2017

Direct lending and private credit management firm that facilitates senior and junior debt financing to middle market businesses and private equity sponsors

- Analyzed New Business Presentations and Confidential Information Memorandums to provide quantitative and qualitative reports of over 20 companies to underwriters and investment committee
- Lead intern team in long term, sensitive data creation and conversion project to overhaul the firm's Management Information Systems infrastructure, including nearly 1000 Account Monitoring Reports

LEADERSHIP FUNCTIONS

University Finance Association (UFA) – *Investment Team Member*   Fall 2017—Spring 2018

- Applied valuation methods, including DCF, in weekly meetings to assess various firms' valuations
- Employed financial metrics, such as P/E and EV/EBITDA multiples, to evaluate investment decisions
- Presented two stock theses to investment team using pro forma financial statements and comparables analysis

ADDITIONAL INFORMATION

Business Intelligence Skills: MS Suite, InDesign, CoStar, Real Capital Analytics, AXIOMetrics, redIQ, Yardi, ARGUS
Languages: Conversational in Spanish
Interests: Music, Volleyball, Geopolitical Affairs, Finance, Economics, Psychology, Disruptive Technologies
Work Eligibility: Eligible to work in the U.S. and internationally with no restrictions

JOHN HENRY THOMPSON

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   May 2020
Overall GPA: 3.64/4.00

WORK EXPERIENCE

Plains All American- *M&A Intern;* Houston, Texas   Summer 2019
• Built/analyzed multibillion-dollar merger/asset acquisition models pertaining to the company's strategies
• Used factors such as varying rates, position, cash flows, etc. to value assets in underlying models
• Attended meetings/met with supervisors to discuss the company's current position and strategy

Lime Rock Partners- *Intern;* Houston, Texas   July 2018
• Conducted/presented research project on Continental Resources, exploring different valuations
• Analyzed SEC filings, shareholder conference calls, precedent transactions, etc. to supplement project
• Met with partners of Lime Rock who taught various areas in finance, private equity, energy

T/H Land Holdings Ltd.- *Real Estate/Project Development Analyst;* Houston, Texas   August 2018
• Conducted research for a real estate development project and presented project to partners of the firm
• Researched costs/contacted comparable firms to create various pro forma statements for project

LEADERSHIP EXPERIENCE AND ACTIVITIES

Kinesiology 311 - *Teaching Assistant/Lifeguard Instructor*   Fall 2017
• Supervised/taught assigned group of eight students official Red Cross First Aid, CPR and lifeguarding skills
• Critiqued the performance of students by giving direct and official feedback for improvements
• Reported performances to head professor to discuss and officially grade

Neighborhood Longhorns Program - *Active Volunteer*   Fall 2019- Present
• Tutor children at underprivileged elementary schools in subjects like math, science, English

Coders Across Disciplines - *Active Member*   Fall 2018- Present
• Attend weekly student-run sessions to learn from professionals in IT/fundamentals in programming
• Learn different lessons in Python

Sigma Phi Epsilon, Texas Alpha Chapter- *Active Fraternity Member*   Fall 2016-Present

Online Music Sharing - *Active Personal Channel*   Fall 2014-Present
• Learned instruments and computer programming to produce original pieces of music
• Upload music onto sharing application; accumulated over 2 million plays on personal channel

HONORS

• Magna Cum Laude Dean's List   Spring 2017
• University Honors   Spring/Fall 2017, Spring 2019

ADDITIONAL INFORMATION

Computer Skills: Excel, MS Word, PowerPoint, Python, Logic Pro X, Ableton
Interests: Music Production, Business, Reading, Engineering/Tech, Programming, Sports, Film
Work Eligibility: Eligible to work in the U.S. with no restrictions

JENNIFER VU

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EDUCATION

The University of Texas at Austin Bachelor of Business Administration, Management Information Systems May 2020
Minor: Finance | Certificate: Real Estate
University Honors (4 semesters)
Overall GPA: 3.57

Seoul National University BBA Semester Program in Seoul, South Korea Spring 2018

EXPERIENCE

Teacher Retirement System of Texas – *Security and Facilities Management Intern;* Austin, TX Summer 2019 – Present
- Reorganized key inventory of 2,000 keys and created standard procedures and electronic log for optimized maintenance
- Executed new process of completing annual asset validation of about 1,000 assets for 800 employees and analyzed old data with new data from process, reducing length of process from six to two months and reducing amount of manual labor by 50%
- Implemented ePanic software for 100 employees across six departments and updated user and administrative procedures

Texas Memorial Museum – *Visitor Services Associate;* Austin, TX Spring 2017 – Spring 2019
- Operated cash register handling up to $1,000 from fluctuating visitors/school groups for admission and gift shop sales
- Handled various questions of visitors daily and utilized customer service skills when faced with demanding visitors
- Managed cash flow throughout and in-between shifts while recording transactions via cash register and paper

ACADEMIC PROJECTS

MIS 374 Client Website Project – *Client: Texas Here to Stay (THTS)* Fall 2019
- Lead developer and assistant project manager who formulated optimal solution for THTS, a local immigration rights coalition
- Configured new functions and designed new web pages for THTS website, running on WordPress, based on Agile principles
- Developed user, administrative, and developer guides to ensure website can be utilized and maintained after project completion

MIS 375 Twitter Data Analysis Project – *Client: Procter & Gamble (P&G)* Spring 2019
- Lead data analyst who gathered and analyzed Twitter data using Twitter API regarding P&G's Gillette "The Best Men Can Be" advertisement to understand how socially conscious advertisements affect a company's stock prices over a period of time
- Ran Python code to pull Twitter data weekly based on key words and assigned tweets with sentiment scores from -1 to 1
- Discovered advertisement had an overall negative sentiment, a mean positive sentiment, and a positive correlation between sentiment scores and P&G's stock prices based on sentiment analysis, descriptive statistics, and correlation analysis

MIS 333K Web Application Development Project – *Client: Bevo's Bookstore* Fall 2018
- Lead developer who built a bookstore web application with C# using Microsoft products (Azure, SQL Server, Visual Studio)
- Coordinated weekly team meetings to resolve any team conflicts, brainstorm, program, and debug database or web application
- Expanded knowledge of object-oriented programming, MVC components, and entity framework relationships

LEADERSHIP EXPERIENCE AND ACTIVITIES

Code Orange – *Mentor* Fall 2018 – Present
- Educate a child about basic concepts of coding, like sequencing, loops, and events, from Code.org for one hour per week
- Guide a child in creating his/her own game in Scratch, which uses coding blocks, by applying coding concepts learned

Texas Vietnamese Student Association – *Intern Manager* Spring 2017
- Facilitated annual End of Year Banquet for 150+ guests by supervising group of 25+ Interns throughout the day of the event
- Organized weekly Intern meetings, designed banquet theme and decorations, and managed documentations regarding event
- Fundraised $4,000 to fund the costs of the banquet through bake sales, profit shares, sponsorships, and banquet ticket sales

ADDITIONAL INFORMATION

Technical Skills: Python, SQL, C#, MS Excel, Word, PowerPoint, Outlook, Visio, Google Drive, Docs, Sheets, Slides, Canva, WordPress
Non-Technical Skills: Project Management, Communication, Leadership, Problem Solving, Time Management, Organization, Persistent
Interests: Museums, Music Festivals, Food, Books, Football, Paper Crafts, Information Technology, Web Development, Data Analytics
Work Eligibility: Eligible to work in the U.S. with no restrictions
References and cover letter available upon request

WILLIAM WHITAKER

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	May 2020
	Minor: Accounting	
	Overall GPA: 3.43	

EXPERIENCE

Higginbotham – *Summer Intern;* Fort Worth, TX   Summer 2019
• Conducted due diligence on dozens of prospective acquisition targets for the firm
• Compiled and assisted in preparing company-wide financial statements and other documents for reporting
• Assisted in preparing presentations and other auxiliary materials needed by company management
• Interfaced with high level members of the firm's sales team and assisted in managing the firm's client database
• Helped *Habitat for Humanity* overhaul and digitize its internal accounting systems during three day outreach program

Transwestern – *Summer Intern;* Fort Worth, TX   Summer 2017
• Scouted dozens of commercial buildings and compiled data about prospective clients for the firm
• Originated and managed communication streams with hundreds of potential clients
• Compiled and researched rent and sales comparables on dozens of properties

ACADEMIC PROJECTS

Senior Capstone Project – *All Saints Episcopal*   Fall 2015 - Spring 2016
• Wrote 30 page academic research paper on alternative energy and the state of the energy sector
• Defended findings in front of administrative committee to validate research and conclusions
• Designed and built a portable solar charging station for the school with a $600 budget to promote solar energy

LEADERSHIP EXPERIENCE AND ACTIVITIES

Texas Rho Fraternity – *Member*   Fall 2016 - Present
• Collaborated with *Habitat for Humanity* to help build and finance housing for low income families in the Austin area
• Served as an academic advisor within the organization to help freshman members with degree and career planning
• Volunteered at the *Marbridge Foundation* to put on a concert for mentally challenged adults

Solar Car Team – *Captain*   Fall 2014 - Fall 2016
• Obtained proficiency with several computer programs such as Google SketchUp and SolidWorks by developing three-dimensional computer models of the car's design
• Managed a team that finished third and fourth nationally in the Solar Car Challenge against more than 100 competitors
• Raised over $40,000 through corporate sponsorships to fund the program
• Facilitated weekly team meetings with team and adult sponsors to assign tasks and inform members of new developments

Longhorn Energy Investment Team – *Member*   Spring 2018 - Present
• Attended lectures covering corporate level M&A across all verticals of oil and gas
• Participated in market trend discussions and attended stock pitches for the club's portfolio

HONORS

• University Honors   Fall 2018, Fall 2019
• Cum Laude Society   Spring 2016
• Division's Head Award – All Saints Episcopal   Spring 2016

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Access, R Studio, FactSet, Bloomberg, Google SketchUp, MakerBot 3D Printing
Languages: Spanish-Basic Knowledge
Interests: Piano, Reading, Golf, Soccer, Fly Fishing, Poker
Work Eligibility: Eligible to work in the U.S. with no restrictions

JINFANG AUBREY YAN

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Education

The University of Texas at Austin - Austin, Texas   Jan 2017 - May 2020
> *B.A. Economics*
> *Finance Minor; Applied Statistical Modeling Certificate;* GPA: 3.2 / 4.0

Experience

Federal Reserve Bank of Dallas - Dallas, Texas   Jan 2020 - Present
Economics Scholars Program Peer Review Board Member
- Conduct evaluation of the abstract, research topic, theoretical basis, methodology, and conclusions of submitted papers
- Adjudicate over 50 papers' overall quality and submit final reports to Federal Reserve Bank

Economics Scholars Program Discussant   April 2019
- Presented Garrett Wade's research paper to an audience of about 300 people which leveraged natural language processing, Word2Vec neural networks, and local projection models to analyze Federal Open Market Committee communications and the attainment of their monetary policy objectives
- Evaluated contributions of the paper and provided recommendations on how to improve his research strategies

Khoros - Austin, Texas   June 2019 - August 2019
Sales Operations Analyst Intern
- Collected and interpreted data on more than 90,000 accounts to identify client capacity for growth and potential customers that have statistically high propensity to purchase Khoros products and services
- Analyzed revenue figures weekly and assisted senior manager in developing models, building data visualizations, and reporting solutions for forecasting purposes
- Collaborated with project managers to ensure the successful implementation of Salesforce CRM, process data migrations to Salesforce, create analytical reports and dashboards, and enforce sustainable change management practices
- Assisted the Sales Operations team and Configure Price Quote & Data Analytics team to integrate the Spredfast and Lithium system with the Khoros Salesforce system after the merger and acquisition

UT Austin Perry-Castañeda Library - Austin, Texas   June 2017 - August 2017
Computer Help Desk Student Associate
- Introduced library resources to faculty and students to guide them with their research
- Utilized IT infrastructure to answer questions and maintain a friendly user experience for library visitors

Citibank - Beijing, China   June 2016 - August 2016
Young Talent Program Intern
- Collaborated with a team of eight interns and investment manager to monitor client portfolios
- Assisted an investment manager and built subject matter expertise about asset and wealth management

Research Experience

The effects of income tax changes on growth   Fall 2018
- Examined the impact of the United States annual income tax on economic growth by using Stata
- Confirmed results with mathematical models such as difference in differences model

Community Involvement & Leadership

Bridges Organization: *Student Leader* - Austin, Texas   January 2018 - August 2019
- Promoted events through social networks, Facebook, and Instagram which increased attendance by 25 percent
- Designed, developed and organized workshops and events for the promotion of college diversity and inclusion

The Austin Disaster Relief Network: *Volunteer* - Austin, Texas   August 2017
- Recorded donation information in an effort to the recovery after Hurricane Harvey
- Led activities for volunteers including event planning & management and volunteer recruitment

Others

Skills: Salesforce, R Programming language, Tableau, Stata, Microsoft Office, Python (Beginner), SQL (In progress)
Certificate: CFA Level I Candidate (Exam Date: December 2020)
Languages: Mandarin, English

Jerry, Yeung King Yuen

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EDUCATION

The Hong Kong University of Science and Technology *2016 – 2020*
- Bachelor of Business Administration (**Finance and Information Systems**)
- Attained CGPA: 3.52 (Fall 2017 & Spring 2019: Dean's List)
- Scholarship: Wong Chak Chui International Enrichment Scholarship
    Joseph Cheung Sponsorship for International Studies
    Lion Rock Scholarship
    Hsin Chong – K. N. Godfrey Yeh Education Fund

The University of Texas at Austin - Red McCombs School of Business *Aug – Dec 2019*
- Event Planning Director at International Student Agency

WORK EXPERIENCE

Reason Foundation (Washington D.C.), Incoming Research Intern *Jun 2020*

UBS, Financial Crime Prevention & Conduct Risk Intern, Anti-Money Laundering *Jun – Aug 2019*
- Presented a project regarding the insight from APG yearly typologies report 2018 and the 2019 mutual evaluation report of Hong Kong examined by FATF to 20+ employees including the Head of Anti-Money Laundering Department
- Presented digitalization project to senior management including Head of Greater China Wealth Management, which were adopted for implementation
- Initiated a sustainable multi-levels mentorship program connecting business professionals, universities students and the underprivileged secondary students, and report directly to the CEO of UBS Hong Kong Branch and the Head of Wealth Management Asia Pacific
- Was invited as a speaker at Metro Broadcast Corporation Limited by the CEO of UBS Hong Kong Branch and the Head of Wealth Management Asia Pacific

UBS, Wealth Management Intern, China International Team *Jun – Aug 2018*
- Presented two projects including the Greater Bay Area Project and the Recruiting and Retaining Young Talent Project to 10+ senior management including the CEO of UBS Hong Kong Branch and the Head of Wealth Management Asia Pacific, which were adopted for implementation
- Assisted manager with small accounts initiative, internal mobility program and training for Tsinghua University MBA students
- Engaged in an innovation project in the banking industry to enhance client engagement

China Merchants Bank (Shanghai Branch), Corporate Finance Intern *Jun – Jul 2017*
- Assisted in an internal training project for 400+ employees
- Handled deposit data of 100+ sub-branches
- Prepared promotional materials for internal transfer within a day

AWARDS & EXTRACURRICULAR ACTIVITIES

Connextiar, Co-founder *Mar 2019 – Present*
- Engaged 30+ organizations including banks, NGOs, business associations, secondary schools and 9 universities with 200+ undergraduates, professors, ethnic minorities, speakers, partners to enrich social inclusiveness and diversity
- Fast-tracked to the final round of Enactus Hong Kong Regional Competition and granted fund from Harry Wong, the Deputy Director of Enactus Hong Kong

Mandatory Provident Fund Schemes Authority, Student Ambassador *Nov 2017 – Oct 2019*
- Helped 150+ young people to develop appropriate attitudes towards financial management at different stages of their lives, and recognized the importance of getting an early start in retirement planning

PWMA Community Service Award, Champion *Mar 2019*
- Obtained HKD 25k funding to implement my proposal on a sustainable mentorship program to help ethnic minorities students

HKUST Connect, Connect Ambassador for Community Engagement *Oct 2017 – Jun 2018*
- Initiated a social service project aimed at teaching money management concepts to underprivileged students

SKILLS & INTERESTS

- Skills: Python, Bloomberg, SQL, VBA; MS Word, Excel, PowerPoint; Chinese and English word processing
- Languages: Mandarin (Native), Cantonese (Native), English (Fluent), Korean (Intermediate), Japanese (Intermediate)
- Interests: exercising, singing and watching variety shows

Section 3:

Undergraduates Graduating in Dec. 2020 and Looking For a Full-Time Job

Jacob Fitch

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	December 2020
	Minor: Accounting	
	Overall GPA: 3.54	

EXPERIENCE

Bell Helicopter– Finance Intern; Fort Worth, TX   May 2020 – August 2020
• Incoming Finance Intern at Bell Helicopter in Fort Worth, Texas

The Pennybacker Company – Accounting Operations Intern; Austin, TX   August 2019 – February 2020
• Facilitate the verification of invoices, bank statements, and purchases of over 30 companies biweekly
• Process payroll information in Excel for four clients encompassing 20 companies in preparation for Quickbooks entry
• Prepare and distribute correspondence with client's customers on upwards of 50 letters per day
• Deliver critical information to at least 4 clients weekly spanning 8 locations across the Austin area

Softball World – Concessions Attendant; Euless, TX   June 2019 – September 2019
• Handled up to 60 tabs at a time in order to maintain efficient and excellent customer service
• Operated cash register, prepared food and alcohol on up to 4 thousand dollars in sales nightly

Fusion Auto Finance – *Lease Maturity Advisor;* Bedford, TX   May 2018 – August 2018
Auto leasing company that partners with credit unions and manages financing and remarketing of lease vehicles
• Facilitated customer relations managing up to 100 vehicle returns and post lease invoices per month
• Persuaded lessees of low equity vehicles to extend their lease to flip the equity of the vehicle
• Corresponded with partnering credit unions, inquiring about financing, bills due and repossessions of customers
• Prepared coworker's correspondence with customers by sending letters and emails to over 1000 lessees per month
• Advised customers on maturity decisions, to sell lease extensions, or discuss return of vehicle to 100 lessees per month

LEADERSHIP EXPERIENCE AND ACTIVITIES

Foundational Communities – *Volunteer*   January 2020 – March 2020
• Earned Basic, Advanced, and Health Savings Account VITA certifications to prepare tax returns for clients
• Prepared up to five tax returns daily for low income families in Austin, resulting in tax refunds as large as 3000 dollars
• Performed clerical work including verifying, and filing tax up to 100 tax returns per day

Austin Stone – *Missional Community Leader*   August 2018 – Present
• Lead discussions analyzing biblical passages and how to apply them to everyday life once per week
• Volunteer once a month to help set up and tear down the church venue before and after evening services
• Organize group activities monthly and plan a lesson for 15 peers on a weekly basis.

Ignite Texas – *Active Member*   *August* 2017 – May 2019
• Planned camp activities with fellow members for 180 incoming freshmen
• Mentored 20 incoming freshman students and three small group members on how to connect to faith organizations

ADDITIONAL INFORMATION

Computer Skills: Basic Knowledge: Access Proficient: RStudio, Quickbooks Highly Skilled: Word, Excel, Outlook
Languages: Basic knowledge of Spanish
Interests: Attending football games such as UIL State Championships, Discussing mathematical concepts with my Dad
Work Eligibility: Eligible to work in the U.S. with no restrictions

MATTHEW (MATT) GOIN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Minor: Media and Entertainment Industries	Dec 2020
University of New South Wales	Semester Study Abroad Program Topics Included: Investment Management, Venture Capital, Criminal Psychology and Screenwriting	Spring 2019

EXPERIENCE

Ideal Talent Agency – *Assistant*; Studio City, CA Spring 2020
- Track submission logs and the pilot grid on Word and Excel to keep track of clients and potential future theatrical projects
- Send emails containing information and necessary audition materials to clients in order to book roles
- Answer incoming calls to assist clients and direct vital calls to agents and their assistants
- Call casting directors to get extra information on post breakdowns to find active roles and submit clients to more roles

Voltage Pictures – *Development Intern*; Beverly Hills, CA Spring 2020
- Maintain office space and assist staff with mail and equipment orders to increase productivity
- Write coverage on scripts while tracking and preparing expense reports to ensure efficient evaluation of projects
- Provide personal inputs on the potential success of considered projects during script meetings
- Analyze cuts of current projects to provide honest feedback to producers and editors
- Deliver and mail confidential materials to clients, other studios, and executives to retain progress on projects

ACADEMIC PROJECTS

B A 324 Business Pitch Capstone -*Tutoring App Sales Pitch* Spring 2018
- Conducted market analysis via surveys and historical industry data to determine how to set pricing and tutor options
- Led sales pitch presentation with four group members and helped create slide deck resources
- Designed initial user interfaces that allowed us to better grasp how our app would function and explain to an audience

Original Short Story Screenplay – *Screenwriter* Spring 2019
- Participated in group workshops to refine and adopt other writing styles to improve personal work
- Drafted and revised a 12-page short story that was submitted and read by published screen and play writes
- Learned and practiced proper formatting, dialogue, and other story elements to create an effective story atmosphere

HONORS

University Honors Fall 2019

LEADERSHIP EXPERIENCE AND ACTIVITIES

Business Law Association - *Active Member* Fall 2017 - Present
- Attend meetings with guests who illustrate the overlaps of business and law
- Meet with practicing lawyers and law school representatives to learn about opportunities and strategies in law

Texas Triathlon - *Active Member* Fall 2018 - Present
- Trains with other athletes and encourage other teammates through competitions
- Volunteer for collegiate swim meets and triathlon races to help make competition efficient for athletes
- Fund raise and donate to canned food drive to give to local shelters, so they have more food to provide during the winter

Global Ambassador - *Active Member* Fall 2019 - Present
- Discuss global opportunities with younger students to increase global awareness and interest in different cultures
- Serve as a panelist at information sessions to answer questions about experiences and opportunities and promote programs

ADDITIONAL INFORMATION

Computer Skills: Proficient in MS Word, Excel, PowerPoint, Basic Knowledge in SQL, R, and Access
Interests: Swimming, Mythology, Media and Entertainment, Film and Television, Production, Screenwriting, SCUBA
Work Eligibility: Eligible to work in the U.S. with no restrictions

IAN GOLLIHER

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   December 2020
Overall GPA: 3.16

EXPERIENCE

Altria Group, Inc. - *Territory Sales Manager Intern;* Austin, TX   Begins June 2020
- Consult and advise retail partners on category management and business analytics to help improve store sales
- Efficiently manage the sales, distribution, and merchandising of around 30 accounts
- Educate key decision makers on potential opportunities in top chain accounts

Pod Plug - *Partner*; Austin, TX   January 2020 - March 2020
- Promoted Pod Plug brand around the US nightlife scene and built a loyal customer base
- Persuaded club owners to install Pod Plug vending machines in their facilities and generated new revenue streams
- Managed a massive network of over 500 sales representatives in nearly every state and major college campus

RVshare - *Business Development Intern*; Austin, TX   May 2019 - November 2019
- Assisted in ongoing business development projects such as corporate housing, temporary housing, and one-way rentals
- Identified areas of weakness or potential growth to target in revenue-stream expansion efforts

Austin FC - *Launch Team*; Austin, TX   May 2019 - August 2019
- Publicized the first professional sports team in Austin to the nation at large
- Shaped new relationships with Austin company and community leaders to grow the reach of the club
- Facilitated community outreach events and engaged with Austin natives to build rapport and anticipation

CoachTube - *Intern*; Austin, TX   March 2018 - August 2018
- Supervised onboarding process with new partners by educating them on the CoachTube platform
- Developed creative graphic designs, ads, and promotions to improve company branding
- Learned how to manage a startup by working side-by-side with founder and CEO on daily business tasks

LEADERSHIP EXPERIENCE AND ACTIVITIES

Pi Kappa Phi Fraternity - *Rush Chair, Treasurer, Vice President*   Fall 2017 - Spring 2019
- Led chapter recruiting efforts using Chapter Builder as well as persuasive communication skills
- Oversaw a chapter budget of over $100,000 with a focus on the flow of dues from members to the national organization
- Engaged in a meaningful brotherhood known for acceptance, leadership, scholarship, and respect

The Interfraternity Council at The University of Texas at Austin - *Roundup Committee*   Spring 2019
- Coordinated the biggest weekend of philanthropic events in UT's West Campus
- Processed over $120,000 and allocated to charitable organizations like the B+ Foundation and Circle of Sisterhood

HONORS

- University Honors   Fall 2017
- IFC Member of the Year - Pi Kappa Phi   Fall 2018
- Texas Pi Kappa Phi of the Year   Fall 2018 - Spring 2019

ADDITIONAL INFORMATION

Computer Skills: MS Office Suite, Adobe Creative Cloud
Languages: Basic knowledge in Spanish
Interests: Soccer, Investing, Entrepreneurship, Hip Hop
Work Eligibility: Eligible to work in the U.S. with no restrictions

CORT JAQUESS

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   December 2020
Overall GPA: 3.58

WORK EXPERIENCE

Housing Scout – *Licensed Real Estate Salesperson;* Austin, Texas   December 2018 – Present
• Cross-reference client preferences with data in spreadsheets to locate the ideal apartment/condo/house for clients
• Initiate and foster relationships with apartment managers and clients
• Coordinate and facilitate communication between groups ranging from 2 to 6 people

Bypass Mobile – *Finance and Revenue Intern;* Austin, Texas   May 2019 – August 2019
• Constructed and presented financial models and scenario analyses to executive leadership
• Standardized and strengthened a Salesforce database with millions in annual revenue
• Developed a new pricing structure that could increase recurring revenue by over $1.2 million
• Reconciled accounts using tools like Salesforce, QuickBooks, Expensify, and Microsoft Excel
• Communicated with and collected information from potential clients over the phone

Bypass Mobile – *Sales Intern;* Austin, Texas   June 2018 – August 2018
• Executed competitive research and intel projects on competitors for the sales team
• Programmed and designed webpages for the Revenue Team, as well a central homepage for the company
• Transferred information from Excel documents into Salesforce database

Bypass Mobile – *Sales Intern;* Austin, Texas   June 2017 – July 2017
• Organized spreadsheets of potential clients into categories based on what they sold and how they sold their products
• Edited and revised informational packets before sent out to clients

Mauzé Construction – *Job Site Assistant;* San Antonio, Texas   June 2016 – August 2016
• Maintained the order of the job site
• Supervised sub-contractors with various projects

LEADERSHIP EXPERIENCE, ACTIVITIES, and ACCOMPLISHMENTS

The University of Texas Football – *Linebacker*   May 2017 – Present
• Commitment to improve athletic ability through intense training
• Enhance time management skills through a rigorous daily schedule (40+ hours a week of practice, meetings, training, etc.)
• Exercise teamwork and work ethic on a daily basis
• Absorb constructive criticism from superiors

Texas Football Leadership Council – *Member*   June 2019 – Present
• Collaborate with other team leaders to make tough decisions affecting the entire organization
• Uphold the culture and standards of the team at all costs

1st Team Academic All-Big XII Team – *Recipient*   Fall 2019

Dell Children's Hospital   August 2019 – December 2019
• Take trips to the children's hospital every Friday of the season to spend time with the kids

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Salesforce.com, ZOHO CRM, MS Word, MS PowerPoint
Interests: Investments, Real Estate, Nutrition, Sports, Weight Training
Work Eligibility: Eligible to work in the U.S. with no restrictions

SANIZ MOMIN

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EDUCATION

The University of Texas at Austin   Bachelor of Business Administration, Finance   Dec 2020
Minor: Accounting
Overall GPA: 3.6

WORK EXPERIENCE

Deloitte – *Engagement Financial Advisor Intern*   June 2019 - August 2019
- Consulted on 8 different deals and analyzed approximately of $90 million worth of projects
- Prepared budgets, forecasts, and evaluated financial metrics such as COGS, OPEX, and revenue
- Tracked expenditures and managed client billings and receivables collection function
- Ensured compliance with applicable policies, federal regulations, and contractual requirements
- Performed and managed project management office (PMO) functional tasks

Fortune Management Inc – *Summer Analyst*   May 2018 - August 2018
- Created financial models to identify potential property acquisitions and forecast investment risk and return
- Analyzed potential office, multi family, industrial, hospitality, and retail investments
- Conducted, interpreted and presented market research for prospective investments as directed
- Developed and distributed monthly Excel reports consisting of revenue reports to managers
- Liaised with Vendors on account inquires and assisted in conflict resolution
- Administrator of all target projection and tracked progress of our vendors

Pioneer Federal Credit Union - *Summer Analyst*   May 2016 - August 2016
- Supported lending activities of relationship managers and regional president with loan portfolio
- Reviewed credit applications for completeness and communicated deficiencies with credit analyst
- Performed data integrity and reconciled credit database to ensure reliable and accurate information
- Scanned and monitored checks that were deposited and handled volumes of 1000 checks daily
- Processed and Debited NSF Checks which were sent back to the account holders
- Interacted with members with queries concerning check deposits that they made and NSF checks

LEADERSHIP AND ACTIVITIES

Texas Investment and Valuation Group - *Treasurer*   August 2017 - Present
- Developed a presentation covering the financial crisis
- Educated members on the use of derivative products to hedge against risks and leverage trades
- Taught underclassmen fundamental financial accounting concepts needed within valuation

I-CERV – *Member*   August 2013 - Present
- Helped organized World Partnership Walk an event dedicated to fight global poverty
- Taught Microsoft Office to children and immigrants transitioning to the United States
- Totaled of 194 hours of volunteer experience

PROJECTS

MIS Analysis Project-Excel Data Analysis   Spring 2016
- Analyzed data for an oil and gas company to report the most efficient option for imports
- Created pivot tables and models in excel to analyze option results and long-term viability

ADDITIONAL INFORMATION

Skills: Microsoft Office, R, IT Management, GAAP Accounting, Windows, Network System
Certification: Microsoft Word Specialist
Languages: Fluent in English, Gujarati, Urdu, Hindi, Basic knowledge of Spanish
Interests: Soccer, Rock Climbing, Technology, Game of Thrones, Stocks,
Work Eligibility: Eligible to work in the U.S. with no restrictions

HARRISON PARKER

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance Minor: Communication Studies Overall GPA: 3.52	December 2020
WHU - Otto Beisheim School of Management	Bachelor of Science, International Business Administration	Spring 2019

EXPERIENCE

49 Financial - *Financial Advising Summer Intern; Austin, TX*   June - August 2019
- Analyzed two years of call session data to understand the correlation between client meetings scheduled and advisor success rate, and discovered that a specific team was outperforming the rest of the firm
- Researched and presented to the internship coordinator how 49 Financial can manage their internship program in relation to the company opening additional offices
- Designed, created, and implemented an undergraduate recruiting plan targeting UT Austin students for future advisor use
- Utilized Salesforce and Excel to organize an advisor's client base and current active accounts

Camp Stewart for Boys - *Division Leader; Hunt, TX*   May - August 2018
Junior Counselor (2016), Counselor (2017), Division Leader (2018)
- Managed eight counselors in the 10-11 year old division and oversaw the well being of around 35 campers at a time
- Coordinated camp activities with the program director for two month-long division programs
- Trained 50 counselors on how to be an effective day-to-day counselor, interact with parents, and handle specific issues such as homesickness and resolving camper disputes
- Determined optimal staff placement by analyzing counselors' strengths and weaknesses in relation to camp activities
- Achieved above an 80% return rate for campers in my specific cabins

ACADEMIC PROJECTS

UGS 303: Knot Theory Paper and Presentation - *Final Project*   Fall 2016
- Researched an upper level mathematics topic (knot theory) and collaborated with group members to write an academic proof-based paper
- Applied our research to real examples of mathematical knots occurring in nature, such as the sun's corona and DNA
- Presented the paper to the class and printed 3D models of knots to show during the presentation

LEADERSHIP EXPERIENCE AND ACTIVITIES

Young Life Leader - *Hyde Park High School*   January 2018 - November 2019
- Planned with team members for our weekly club events which included skits, music, and short talks
- Mentored a group of high school Sophomore boys through tough questions about life and Christianity
- Lead a weekly Bible study for Sophomore boys

Beta Upsilon Chi - *Pledge Class Treasurer*   Fall 2017
- Managed a $10,000+ pledge class budget and determined how to efficiently allocate expenses
- Planned open party, an event that had 500+ college students in attendance, by vetting potential event venues, effectively marketing throughout campus, and creating a budget for the event
- Coordinated several fundraisers and successfully met our $7,500 budget for open party

HONORS
- University Honors   Fall 2016, Spring 2017, Fall 2019
- "Globie" Service Award for over 120 hours of service   Spring 2016

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, RStudio
Languages: Basic knowledge in Spanish, German
Certifications: CPR, AED (Red Cross, May 2019)
Interests: Piano, Guitar, Music Production, Tennis, Texas Football, and Netflix Comedy Specials
Work Eligibility: Eligible to work in the U.S. with no restrictions

CHERIE RAHARDJA

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Corporate Finance Minor: Accounting Certificate: Risk Management Overall GPA: 3.37	December 2020
Diablo Valley College	Overall GPA: 3.95	2017-2018

EXPERIENCE

Citi – *Global Consumer Banking Summer Analyst*; Jakarta, Indonesia   June 2019 – August 2019
• Performed UAT Testing for upcoming projects
• Checked test cases for projects related to risk system
• Maintained system's parameters to ensure current system's setup is aligned with the Global Fraud Risk Policy
• Recommended and implemented changes to parameters to fix data asymmetry between the system and Credit Bureau

PT. Pamapersada Nusantara - *Finance Summer Analyst*; Jakarta, Indonesia   June 2017 - July 2017
• Monitored sales data and revenues of the company
• Prepared detailed financial reports in Excel for executives to assess progress on goals and budget
• Compiled and evaluated monthly budget variances
• Reviewed and created balance sheets

LEADERSHIP EXPERIENCE AND ACTIVITIES

PERMIAS Austin – *Vice President*   Spring 2019 – Fall 2019
• Assisted the president in conducting weekly meetings and leading a team of 10 officers to host large-scale Indonesian events
• Oversaw the planning and execution of 15 events throughout the year
• Generated a profit of over $1500 through fundraisers and events

Inter-Club Council – *Commissioner of Finance*   Fall 2017 – Spring 2018
• Allocated funds and budgets for club events
• Prepared weekly financial reports in Excel regarding funds allocated
• Facilitated biweekly fundraisers to raise funds for clubs

Enactus – *Senior Vice President*   Fall 2017 – Spring 2018
• Oversaw the other officers to ensure everyone did their tasks
• Resolved conflicts between members and officers by consulting both parties and agreeing to a solution
• Planned and hosted general meetings alongside President
• Operated officer meetings if President is unable to attend

Earth Club – *Vice President of Finance*   Spring 2017
• Coordinated fundraisers and scholarship events for roughly 50 Earth Club members
• Reached out to local businesses to find sponsorships
• Delegated tasks to Finance Committee members

ADDITIONAL INFORMATION

Computer Skills: Microsoft Office (Word, Excel, PowerPoint, Access), Adobe Photoshop, Google Apps (Gmail, Drive, Docs, Sheets, Slides, Forms), Canva
Languages: Fluent in English, Mandarin Chinese and Bahasa Indonesia
Interests: Music, Travelling, Community Involvement
Work Eligibility: Eligible to work in the U.S.; will require visa sponsorship for full-time employment

Eric Yang

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Sugar Land, TX 77479

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EDUCATION

The University of Texas at Austin – McCombs School of Business   **Austin, TX**
Bachelor of Business Administration, Finance   *December 2020*
Minor: Accounting
- Major GPA: 3.7, Cumulative GPA: 3.3
- Relevant Coursework: Money and Capital Markets, Valuation, Derivatives, Financial Accounting, Portfolio Management

EXPERIENCE

Laceau Capital Group, LLC   **Austin, TX**
Financial Analyst Intern   *Summer 2019*
- Compiled industry research and comparable transactions for the investment pitch for a $15mm preliminary funding deal for a mixed-use property investment by private equity investors
- Created a proforma valuation model and waterfall structure based on target ROI of investors and property owners
- Member of sell-side advisory team for $40mm multifamily construction development
- Responsible for initial market research, due diligence and investment thesis
- Involved in developing DCF models and investment memorandums for distribution to buy-side investors

Foundation Communities   **Austin, TX**
VITA Tax Preparer   *Spring 2020*
- Prepared tax returns according to IRS guidelines for taxpayers in the Austin area as a volunteer in the VITA program
- Ensured and verified accuracy of financial information used by clients to claim tax refunds
- Certified by the IRS in basic, advanced, military, and HSA tax law
- Explained tax concepts to clients to help them better understand how to maximize their tax refunds

LEADERSHIP AND EXTRACURRICULARS

University Securities Investment Team   *Fall 2017 – Current*
Analyst Group Analyst
- Helped manage a $50k long short hedge fund that has produced positive alpha since inception
- Created dynamic pitch decks with PowerPoint and Excel
- Performed pro forma financial projections for select companies
- Pitched a long position on Laureate Education to industry professionals

USIT Consumer Fund Analyst   *Fall 2018 - Current*
- Researched investment opportunities in consumer products fund for the USIT consumer fund
- Member of pitch team on investments in China for the USIT all-star portfolio
- Sent out weekly research notes to fund members for AMZN, PG, and SBUX
- Actively profiled investments in the consumer sectors based upon DCF, comparable companies, and sensitivity analysis

ADDITIONAL INFORMATION

Languages: Bilingual fluency in English and Mandarin Chinese

Computer Skills: Excel, PowerPoint, Python, R, FactSet, CapIQ, and Bloomberg

Certifications: IRS certification for Basic and Advanced Tax Law, HSA Tax Law, Military Tax Law and VITA Program Certification

Interests: Swimming, Travelling, Fantasy Football, Building PCs

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

Section 4:

Graduate Students in Business Analytics (MSBA) Graduating in May 2020 and Looking For a Full-Time Job

ANSHIKA AHUJA

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linkedin.com/in/anshika-ahuja/ • Austin, TX 78751 • (+1) 512-665-7272

EDUCATION

The University of Texas at Austin   Master of Science in **Business Analytics** | GPA 3.6/4   May 2020
<u>Coursework Includes:</u> Data Analytics Programming, Advanced Predictive Modeling, Database Management, Decision Analysis, Text Analysis, Marketing Analytics and Learning Structures and Time Series

VIT University, India   Bachelor of Technology in **Electronics and Communication** | GPA 3.97/4   May 2017

TECHNICAL SKILLS

Languages/Platforms: SQL, Python (pandas, numpy, matplotlib, scikit-learn, nltk, seaborn), R, SAS, Tableau, Informatica, Microsoft Excel(XLSTAT, @Risk, Precision Tree), Google Analytics, Google Cloud Platform
Machine Learning skills: Statistical Analysis, Linear and Logistic Regression, Classification, Decision Trees, Gradient Boosting, XGBoost, Clustering, Dimensionality Reduction, Text Analytics, A/B Testing

EXPERIENCE

Amherst Holdings- *Data Science Capstone,* Austin, Texas   Jan 2020 - Present
- Determine the optimal bidding level using Logistic and CatBoost classifiers; thereby improving the bidding success rates
- Develop strategy to avoid adverse selection of properties by analyzing historical bids and counterbids data across 28 markets

ZS Associates- *Business Technology Analyst,* Pune, India   Mar 2018 - Apr 2019
- Developed a sales planning dashboard using Python which enabled 3k medical reps in the Japan market to profile customers, plan/refine calls and set sales quotas in real time, increasing efficiency by ~40%
- Streamlined the process of allocating medical reps to vacant territories by identifying key metrics and developing a data pipeline using Oracle SQL Developer and Informatica, reducing man-hour by ~60%
- Collaborated with Fortune 500 clients gathering business requirements and extracted key insights to develop a strategic meeting management tool. Worked on development of both UI and back end data process
- Created Data Quality Management (DQM) frameworks to automate big data loading from diverse sources, cleansing and quality check processing using a T-SQL based software reducing runtimes by ~30%

Vodafone Shared Services- *Business Intelligence Analyst;* Pune, India   Aug 2017- Mar 2018
- Monitored Data Warehousing applications and scheduled ETL jobs while identifying errors/alerts and resolving them using SQL and Unix Shell scripting
- Performed adhoc analysis and prepared reports using BI tools like SAP Business Objects and SAS Data Integration studio
- Executed weekly analyses of the production database using SQL to report anomalies and reduce the number of incidences

DATA ANALYTICS PROJECTS

Customer Segmentation and Targeting-   Fall 2019
- Identified target and ideal clusters by **segmenting** 200k customers using **Principle Component Analysis** and **k-means**
- Built a recommendation engine using **Association Rule Mining** to perform cluster-based targeting on ~3 million customer transactional records

Customer Acquisition using Google Analytics-   Fall 2019
- Accessed real time data via API from a **Google Analytics** dashboard and analyzed website traffic data
- Devised **actionable marketing strategy** for a US based firm by identifying key metrics that contribute most to the Customer Engagement and Campaign Profitability

Global Healthcare Industry Trend Analysis using NLP-   Fall 2019
- **Scraped** 10k records from Quora/Reddit posts, WordPress blogs and Reuters news articles to identify key healthcare trends, concerns and issues across 3 major countries
- Implemented **LDA Topic Modeling** and Unsupervised **Extractive Summarization** using **Cosine Similarity**

Home Credit Default Risk-   Fall 2019
- Predicted loan repayment capability of unbanked applicants using customer's demographic details and third-party scores utilizing **LightGBM** Classifier with 74% AUROC

CO-CURRICULAR ACTIVITIES
- Events Head for IEEE-WIE technical chapter at VIT Vellore, organized workshops with footfall of over 200 people
- Volunteered for Make A Difference NGO; mentoring high school students on academic and personal development

SAYESHA ARAVAPALLI

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linkedin.com/in/sayesha-aravapalli | asayesha.github.io

EDUCATION

The University Texas at Austin   Master of Science in Business Analytics   GPA : 3.84/4   May 2020

Coursework : Predictive Modeling, Supply chain analytics, Marketing analytics, Pricing and Revenue Management, Database Management, Text Analytics, Time Series, Stochastic Control and Optimization

Indian Institute of Technology, Bombay   Bachelor and Master of Metallurgical   GPA : 8.41/10   June 2017
Engineering and Materials Science

CFA(Chartered Financial Analyst-US) level 2 Passed

TECHNICAL SKILLS

Technologies	Python, SQL, R, ggplot2, Pandas, NumPy, Matplotlib, Seaborn, plotly, Scikit-Learn, NLTK, Vader, Gensim, Matlab, VBA, MapReduce
Tools/Platforms	Jupyter Notebook, RStudio, Tableau, Spotfire, Google Cloud Platform, Databricks, MS-Excel, MS-Powerpoint
Modeling Skills	Linear Regression, Logistic Regression, Lasso, Ridge, Naive Bayes, Random Forest, KNN, XGBoost, ARIMA, PCA, k-means clustering, A/B testing

EXPERIENCE

Visa *Capstone Project Consultant*, *Austin, TX*   January 2020-present
- Reduced approval of fraudulent transactions and increased trust among clients by recommending transactions to be blocked
- Classified transaction data using K-means and DBSCAN and profiled the various clusters for business understanding
- Used graph analytics techniques on clusters to recommend actionable insights to business teams

Energy Sector Start-up *Student Consultant, Austin, TX*   August 2019-November 2019
- Identified key drivers influencing customer sign-ups by extracting data from Google Analytics
- Designed Tableau dashboards to help stakeholders improve their business understanding
- Deployed XGboost , resulting in a summary-level data recall of 0.77 and individual-level data recall of 0.86

Merck & Co. *Analyst, Pune, India*   June 2017 - October 2018
- Developed Excel-based market opportunity analyzer and trained 50+ people in marketing teams of EMEA and APAC countries
- Increased efficiency and reduced drug wastage by 5% by finding appropriate vial size using Monte Carlo simulation
- Forecasted the impact of market events on sales using therapy area knowledge and treatment protocol, Market events included competitor entry and loss of exclusivity of a Merck's drug
- Designed TIBCO Spotfire-based dashboards to track pre-launch and post launch KPIs of patented drug to present actionable insights for global marketing strategy

DBS Bank *Summer Analyst*, *Mumbai, India*   May 2016-June 2016
- Boosted efficiency and reduced stress testing time by automating operational risk estimation module using SQL to deliver an integrated stress testing framework
- Identified opportunity areas to cross-sell products by evaluating cross-sell index of product exposure to clients leading to increase in business, Integrated data from various sources to publish the daily balance sheet of the bank

DATA ANALYTICS PROJECTS

Instagram user engagement   Fall 2019
- Investigated ways to boost user engagement of NatGeo Instagram handle using LDA topic modeling on images and TF-IDF on post with engagement prediction accuracy 71.9%; Over-saturated topics have low engagement scores

GoodReads Recommendation system   Fall 2019
- K- means clustering and user-based collaborative filtering using correlation similarity on Goodread books data improved RMSE of book recommendation; Long tail problem can be solved by recommending mixture of books from the clusters

Energy consumption Prediction   Fall 2019
- Deployed lightGBM on data to predict energy consumption to understand worth of improving building efficiencies to reduce costs and emissions; Feature engineering and outlier removal was performed on the time series data

US traffic Fatalities   Fall 2019
- Illustrated fatal traffic car crashes data on Databricks to understand causes of motor vehicle crashes and deaths on national highways; Only 27.5% accidents were due to drunk driving; 72% of accidents occurred in clear conditions

LEADERSHIP AND ACTIVITES

- Part of 22-member core management team to ideate and execute Asia's largest student-organized science and technology festival
- Mentored 10 students as Department Academic Mentor at IIT Bombay
- Classical 'Bharatanatyam' dancer; Traveler; completed 10-day Vipassana (no talk for 10 days) Meditation course

RAVIKIRAN BOBBA

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	May 2020
	GPA: 3.94/4	
Indian Institute of Technology Madras	Master of Technology, Mechanical Engineering	May 2015
	Bachelor of Technology, Mechanical Engineering	

EXPERIENCE

Associate, Business Strategy Team - Housing.com *(Online real-estate Company)*   Jun 2015 - May 2017
- Oversaw Analytics for Primary monetization team and involved in achieving **monthly revenue of 15 Million** in a span of 18 months
- Increased revenue of West Region **by 2 million** by Modeling customer behavior to predict customers for Optimal Targeting
- Improved the revenue by **100% in a span of 6 months** by implementing revenue planning and instituting Account Categorization
- Increased company's renewal percentage from **30% to 60%** by leading Product delivery team of 4 associates handling product delivery and client escalations, and establishing an SOP for handling paid client escalations
- Planned go-to-market strategy and launched **Seed Product (Ad products) which contributed to 30% of revenue** in FY2017
- Worked with sales leadership of West region and implemented different strategies to increase **revenue share from 25% to 40%**
- Leveraged visualization tools in Qlikview and designed **dynamic dashboards** to display metrics across the organization
- **Reduced manual efforts by 40%** by **implementing salesforce as CRM to** streamline reports and processes across different teams
- **Integrated SQL, google scripts and Housing API's,** and created automated reports on the performance of different products
- **Designed Incentive Structure** to align the goals of sales team and handled incentives for the organization inQ1, Q2 and Q3 of 2016

Co-Founder - Crion Technologies *(Virtual Reality and Visualization services Company*)   May 2017 - Oct 2018
- Ideated, assembled a team, and developed universal machine tool simulator in VR and **trained 5000+ students** in South India
- Interacted with **global organizations like GE Healthcare, Dell** and colloboratively developed and deployed visualization services

Analyst, Planning and Analysis team - Udaan.com *(B2B E-commerce Company)*   Nov 2018 - June 2019
- Improved the Gross Merchandising Volume for Footwear category from **70 M to 350 M INR in 6 months,** by identifying growth levers, planning sale events, and executing analytics projects across supply, merchandising and sales teams
- Modeling customer behavior, activated credit lines for customers which increased the GMV by **100% in two months**
- Managed end to end data flow and analytics for Footwear category on sprinkle platform in the hive for sales, selection, and operations with a range of **autorun reports and dashboards in integration with hive, python, google sheets and slack**
- Ideated an **ad view landing page** and created an **ad-products lever for monetization after successful A/B testing**
- Reduced the RTO (Return to Origin) percentage for the category from **35% to 18%** in a span of 2 months, by implementing incentive structure for sales team, seller rating model and implementing quality control metrics for 3rd party vendors

ANALYTICS PROJECTS

Optimization of Call Centre performance - Vista Outdoor Capstone Project   Dec 2019 - Apr 2020
- Recommended optimal allocation to **reduce the wait time by 40%** by simulating different allocations of CSR's among queues
- Using speech recognition API, converted call recordings to transcripts and **Performed Natural Language processing (NLP)** to identify the product and nature of the call, and suggested changes to IVR and communication to **reduce volume of calls by 15%**

Prediction of customer churn in a Telcom   July 2019 - Aug 2019
- Applied different predictive models of Regression and ensembled methods to predict Customer churn over different attributes
- Tuned parameters to achieve an **accuracy of 78%,** obtained feature Importance and suggested recommendations for reduction

Marketing mix modelling for O-List (Brazilian E-commerce Company)   Oct 2019 - Dec 2019
- Aggregated the data from different databases of O-list using SQL, structured it to evaluate metrics like CLV, CPL, conversion ratios
- **Achieved a lift of 30%** by Optimizing the marketing spends across different channels to maximize the Impact of Campaign

LEADERSHIP EXPERIENCE AND ACTIVITIES

Core Team Member, Envisage, Shaastra, IIT Madras   Apr 2013 - Jan 2014
- Spearheaded a 40 membered team and staged Envisage with a budget of 3,65,000 INR to entertain 2000 spectators

Hostel secretary, Technical affairs, Saraswathi hostel, IIT Madras   Apr 2012 - Mar 2013
- Elected unanimously with an electorate of 350+ and increased hostel participation by 50% and led to top positions in 4 events

TECHNICAL SKILLS

SQL, Python (pandas, scikit-learn, matplotlib, nltk), R, SAS, Tableau, Excel, GoogleScripts

SAURABH BODAS

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	May 2020
	GPA: 3.60	

Relevant Coursework: Predictive Modeling, Marketing Analytics, Time Series Models, Decision Analysis, Data Analytics Programming

Manipal Institute of Technology	Bachelor of Technology, Mechatronics	May 2018

TECHNICAL SKILLS

Technologies: Python (*JuPyter notebooks, NumPy, scikit-learn, matplotlib*), SQL, R (*ggplot2, dplyr, forecast*), Tableau, MS Office
Data Science Skills: Lasso & Ridge Regression, Logistic Regression, Clustering, Decision Trees, PCA, KNN, Recommendation Systems

EXPERIENCE

Target – *Data Science Capstone Project; Austin, USA*   Jan 2020 - Present
- Defined KPIs and created advanced Tableau dashboards (*using context filters, calculated fields for domain-specific metrics, custom tooltips, and summary tiles*) to track Asset Protection (AP) team performance across 1800+ Target stores
- Segmented stores based on theft and CAP-Index scores (*Gaussian mixture models & k-means clustering*) to study risk-outliers
- Predicted in-store theft for optimized allocation of AP staff hours using 700+ department-specific forecasting models (*ARIMA, exponential smoothing, Dynamic Harmonic Regression, TBATS, ensembles and hyperparameter tuning with best MAPE of 7%*)
- Present recommendations at the virtual Retail Industry Leaders Association's (RILA) Asset Protection conference in May 2020

Manthan Software Services (Client: Future Group) – *Associate Business Analyst; Mumbai, India*   Aug 2018 – Feb 2019
- Delivered custom performance reports for store brands encompassing RFM models, Pareto analysis, and KPIs like average basket size, frequency of store visits, brand penetration, and customer stickiness using PostgreSQL & Excel
- Analyzed customer cohorts, holiday effects on sales, and quarterly YOY profit growth for an $18MM business segment – advised client leadership on product elimination strategy – future savings of $630K
- Extracted customer data from Amazon Redshift database to scrutinize brand affinity & customer switch patterns for store brands and track performance by city tiers – recommended specific departments to extend the product line

Avalon Labs – *Business Development Associate; Bangalore, India*   Jan 2018 – Apr 2018
- Handled social media marketing campaigns on Facebook & Instagram with click-through rates of 1.1% & 0.8% respectively
- Targeted 3,000+ SMEs for B2B sales through various marketing vehicles for a product – achieved 4% conversion

Fortune Financial Services – *Corporate Sales Trainee; Mumbai, India*   May 2017 – June 2017
- Conducted extensive market research, lead generation, and presales activities for an educational microfinance module
- Pitched product to 12 academic institutions to become exclusive loan financing partners, received 8 Requests for Proposal

DATA SCIENCE PROJECTS

Anime Recommendation Engine   Fall 2019
- Built a recommendation engine using collaborative and content-based filtering (*Python sklearn*) to improve customer engagement
- Used cosine similarity and Jaccard similarity metrics to compute similarities between anime and viewers (link here)

Text Analytics: Analyzing books that became movies   Fall 2019
- Scraped synopses from Goodreads to identify recurring topics among books that became movies (topic modelling using LDA)
- Performed sentiment analysis (after stemming & lemmatization) on book reviews to suggest books with highest sentiment scores

Credit Risk Evaluation for Home Credit   Fall 2019
- Evaluated risk of default for clients with limited credit history basis their education, income, asset ownership, and family information
- Random forest, logistic regression, and CatBoost models were implemented (with SMOTE resampling due to imbalanced dataset)
- Best AUC score: 0.68 (logistic regression without resampling)

LEADERSHIP EXPERIENCE, EXTRA-CURRICULAR ACTIVITIES, AND INTERESTS

The MIT Post – *Head of International Reporting;* Manipal, India   May 2015 – Apr 2017
- Led the international reporting department & mentoring program for juniors as a management board member

The Queer & Ally Network – *Co-Founder*; MIT Manipal   Feb 2017 – Jun 2018
- Organized LGBTQ-related talks, stage plays, and movie screenings to provide a safe space for the LGBT population in Manipal

AIESEC – *Global Volunteer;* Mauritius   Jun 2015 – Jul 2015
- Entrepreneurial project: Helped define the go-to-market strategy for a perishable product business | Educational project: Tackled steep high-school-to-university dropout rates amongst the Mauritian youth via interviews, targeted blogs, and university events

Interests: experimenting with cuisines, learning French (*spent 6 weeks in France to teach a French family English*)

ARNAV DESHWAL

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN   Austin, TX
Master of Science, Business Analytics   Jun 2019 - May 2020
- *Coursework:* Advanced Predictive Modeling, Marketing Analytics, Decision Analysis, Database Management, Financial Management, Learning Structures & Time Series, Stochastic Optimization & Control, Text Analysis
- *GRE:* 331/340
- *Capstone:* Data Science Project with TMF Health Quality Institute

MANIPAL INSTITUTE OF TECHNOLOGY   Manipal, India
Bachelor of Technology, Computer Science and Engineering [3.6/4]   Aug 2015 - May 2019
- *Coursework:* Design & Analysis of Algorithms, Machine Learning, Object Oriented Programming, Information Retrieval

TECHNICAL SKILLS

Python • R • SQL • Hadoop • Spark • C • Databricks • C++ • VBA • Git • GCP • SAS • A/B testing • Linux • Tableau • MS Excel

PROFESSIONAL EXPERIENCE

DATA SCIENCE INTERN at Reliance Industries Limited   Mumbai, India
Reliance Industries Limited is India's largest private sector company   Jan 2019 - May 2019
- Facilitated *S&P team's* customer acquisition strategies, identified KPI's and consumer gaps for online retail stores (*Reliance Trends*) through user-review topic modeling, sentiment analysis and survey research
- Reduced manual query-time by 96% for server file-logs, built a smart document classification system based on content similarity
- Developed a web-based dashboard for the *marketing team,* identified root causes for under-performing stores across LOBs through location-based visual analysis to provide key metrics and insights to stakeholders
- Built an automated *earnings-call transcript* summarization tool for the treasury team, reduced turn-around time by 70%

BUSINESS ANALYST INTERN at PricewaterhouseCoopers
Mumbai, India
PricewaterhouseCoopers is one of the big four consulting firms in the world   May 2017- Jul 2017
- Developed an automated reporting tool which summarized and categorized more than 20k+ user concerns weekly for cross-functional teams, reduced the ticket resolution time by 60%
- Led a team of four and performed beta testing of the "My PwC India" mobile application, recommended the addition of the push notification feature which was included in the product launch

ACADEMIC PROJECTS

Emotion Detection from Speech (https://lnkd.in/f8aSWPT)
- Achieved a test accuracy of 78% (against the base accuracy of 22%) for classifying eight emotions from the RAVDESS Audio dataset by training traditional ML, ensemble models on audio features – MFCC's, Chroma_STFT's and Melspectograms
- Improved the accuracy to 81.4% by using pre-trained deep neural networks (VGG-16, MobileNet) on image transformed data

Instacart Market Basket Analysis
- Built associate rule-based and reorder-based recommendation systems by identifying target segments to boost intra-aisle and inter-aisle purchases

Spotify Song Genre Predictor
- Enhanced the accuracy to predict genres of songs from 14% to 61%, trained models including k-NN, Decision Trees, Random Forest, Bagging and Boosting on a dataset of 130k Spotify songs

LEADERSHIP EXPERIENCE AND ACTIVITIES

Tech Tatva – *Event Head*
- Planned, organized and managed a state-wide mock B-plan competition called 'Buzzinga', consisting of 50 teams

CAMTech X – *Organizer*
- Organized outreach activities to drive engagement of various participating engineers, designers, entrepreneurs, clinicians and public health innovators from across the country for India's largest healthcare hack-a-thon

ADDITIONAL PROJECTS

NHTSA US Traffic Fatality Analysis
- Analyzed temporal patterns, impact of demographics and atmospheric conditions of car accidents in the US over the years 2015-16, achieved insights to be explored further for the application of autonomous vehicles

Evolving perceptions towards Inhalants
- Uncovered major inhalant-abuse target segments through topic modeling to optimize healthcare awareness strategies

RAWINI DIAS

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics Overall GPA: 3.94	May 2020
Iowa State University	Bachelor of Science in Chemical Engineering Overall GPA: 3.82	May 2013

TECHNICAL SKILLS

Software Skills: Python, R, SQL, SAS, Jupyter, RStudio, Databricks, Minitab, MS Excel, PowerPoint, Project, Visio
Machine Learning Skills: Regression, Classification, Clustering, Ensemble Methods, NLP, Data Visualization
Coursework: Advanced Predictive Modeling, Supply Chain & Marketing Analytics, Stochastic Control & Optimization

DATA SCIENCE PROJECTS

Retail Industry Landscape Capstone Project - Walmart   Spring 2020
- Collected, cleaned, and performed modeling and analyses of unstructured text data to drive business decisions
- Built framework capable of identifying critical topics and trends in the retail landscape using NLP and topic modeling
- Coordinated and managed data analytics activities with stakeholders

American Sign Language Hand Gesture Recognition   Fall 2019
- Designed a convolutional neural network to classify sign language images with 94% accuracy
- Built a classification model capable of analyzing datasets with 60 class labels with 85% accuracy

Predicting Employee Attrition   Summer 2019
- Built a system capable of predicting attrition with 98% accuracy using Logistic Regression and Random Forest
- Identified significant analytical predictors of attrition using LASSO Regression and Random Forest algorithms

PROFESSIONAL EXPERIENCE

Cargill Inc. – Dayton, OH   January 2014 – May 2018
Capital Project Engineer (February 2017 – May 2018)
- Successfully managed a project portfolio of $1M, accounting for $311K in annual savings
- Satisfied stakeholder expectations and collaborated with cross-functional teams to implement improvements
- Championed a highly visible project utilizing data-driven decision making and lean tools saving $80k per year

Project Engineer & Operations Supervisor (January 2014 – February 2017)
- Significantly increased product % yield from 80% to 90-92% in a major product line
- Achieved 87% savings on project cost by implementing specific system improvements leading to improved employee satisfaction and 80% less rework during production
- Supervised and motivated a team of 12 technicians as Operations Supervisor in refinery loadout

HONORS

• Texas MSBA Distinguished Student Scholarship	Summer 2019 – Spring 2020
• Tau Beta Pi National Honor Certificate	April 2012

ADDITIONAL INFORMATION

Professional Certifications: Lean Six Sigma Greenbelt Certification (Cargill Inc.)   April 2018
Work Eligibility: Eligible to work in the U.S. with no restrictions

ALISHA FERNANDES

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EDUCATION

The University of Texas at Austin, Master of Science in Business Analytics *(GPA: 3.85/4)*   *May 2020*
National Institute of Technology, India, Bachelor's in Electrical Engineering *(GPA: 8.11/10)*   *May 2016*

SKILLS

Mathematics & Statistics: Probability Theory, Optimization, Monte Carlo Simulation, Hypothesis Testing, AB Testing
Languages: Python, SQL, R, PySpark(Databricks), VBA (MS-Excel), SAS, Hadoop
Statistical Modeling: Regression, Random Forests, PCA, Clustering, Gradient Boosted Trees, SVM, Neural networks
Tools: Tableau, Pandas, Numpy, Scikit-learn, Selenium, NLTK, Matplotlib, Seaborn, ggplot2, Jupyter Notebook, Git

PROFESSIONAL EXPERIENCE

ZS Associates, *Pune, India, Business Analytics Associate Consultant*   *Jan 2017 – Mar 2019*

- Minimized the budget spend on marketing by **5%** by devising the Sales Force Size and Go-to-Market strategy for a newly launched product by utilizing linear regression and k-means clustering techniques
- Designed incentive compensation strategy of a Fortune 500 company involving over **30** countries by generating sales trends using Holt-Winters and ESM models in R
- Identified KPIs and performed analysis using Monte Carlo simulations in Excel (VBA) to help client evaluate incentive compensation strategies ensuring optimum pay for performance resulting in an estimated saving of **$2M**
- Operationalized incentive compensation plans by incorporating market specific rules using SQL which resulted in a runtime decrease from **4 hours to 30 minutes**
- Mentored new employees in technical skills - SQL & Excel, Target Setting & SIP concepts, Dashboards in Tableau

Mu Sigma, *Bangalore, India, Trainee Decision Scientist*   *Sep 2016 – Dec 2016*

- Developed Python-based modules for data pipelines for cleaning and transformation (ETL) to improve data quality as part of MuRx, an internal initiative aimed at automation
- Implemented re-usable machine learning modules such as Linear & Logistic Regression, Support Vector Machines, Random Forest, GBM, and KNN in Python (Scikit)

DATA SCIENCE PROJECTS

Southwest Airlines - Capstone Project   *Spring 2020*

- Implemented time series models for predicting fuel usage to help drive cost savings at operating stations as part of the supply chain management team using ARIMA models in Python; achieved accuracy of **92%**
- Created clusters of stations using hierarchical agglomerative algorithm and generated individual XGBoost models

3D Object detection for Self Driving Vehicles   *Fall 2019*

- Trained a UNET Neural Network to segment objects from images and lidar inputs using GCP
- Built an ensemble of models from different epochs to obtain a mAP score of **0.045**

Home Credit Risk Default   *Fall 2019*

- Published Tableau dashboard with customized recommendations and insights to identify potential credit defaulters
- Executed SVM modeling in PySpark using threads for faster parallel processing to achieve an AUCROC value of **68%**

Recommendation Engine for Books   *Fall 2019*

- Created a KNN model in Python to recommend books to first time users using cosine similarity.
- Built a recommendation engine using Singular Value Decomposition to recommend books using item and user based collaborative filtering as well as a content-based recommendation system using tf-idf scores from book descriptions

ADDITIONAL INFORMATION

Certifications: Regression Models and Statistical Inference (John Hopkins University), Machine Learning Specialization (University of Washington), Classical Piano Repertoire through Trinity Guildhall College of Music, London
Work Eligibility: Extended eligibility to work in the U.S. due to S.T.E.M. certification

PALAKH GUPTA

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN   Austin, TX
Master of Science, Business Analytics [3.76/4]   Jun 2019 - May 2020
- *Coursework:* Advanced Predictive Modeling, Marketing Analytics, Decision Analysis, Stochastic Optimization & Control, Financial Technology, Social Media Analytics
- *Experience:* Assisted in Data Visualization Development (*Plotly, SQL*) for PIEV autonomous car analysis

MANIPAL UNIVERSITY   Jaipur**,** India
Bachelor of Technology, Computer Science and Engineering [8.32/10]   Aug 2014 – May 2018
- *Coursework:* Machine Learning & AI, Big Data, Database Systems, Information Retrieval, Design and Analysis of Algorithms
- *Leadership Experience:* Event Management Head (TedxMUJ),
- *Achievements:* EMC Cloud Infrastructure and Services Certification, published research titled **Simpson's Paradox** in IJEAST

SKILLS

SQL • Gephi • Tableau • Python • R • Google Analytics • Big Query • Colab • Spark • Excel • Linux • A/B testing • SAS • Hadoop

EXPERIENCE

CAPSTONE at **Walmart Inc. (*Online Portal*)**   Austin, TX
Walmart Inc has over 65+ online banners under its name, aggregating over 270M+ weekly customers   Jan 2020 – Present
- Improved cost reduction for new product tagging through model stacking to predict hierarchical category path (5 level 1, 20 level 2, 112 level 3 categories) with combinations of embeddings as features for classification models
- Implemented Gaussian Mixture Model clustering to achieve product similarity post predicting deepest level of categorization

BUSINESS ANALYST at **i2k2 Networks Pvt Ltd**   India
i2k2 Networks is a data center and web-hosting company offering enterprise, cloud & consulting services   Jul 2018 – Apr 2019
- Optimized inventory management model using machine learning models (logistic regression) for an apparel manufacturing client which led to an increase in USD 500k annual revenue
- Led team of four to build an automated data analysis system - identified trends and correlations, implemented survey research recommendations and achieved 5% growth in market share for a beverage industry

DATA SCIENCE CONSULTANT at **Centre For Development of Telematics**   India
C-Dot is a telecommunications technology development center and computer software applications   Jun 2017– Jul 2017
- Tracked, analyzed and segmented new projects using sentiment analysis to measure product performance, supplemented it with polarity detection which improved accuracy by 12%
- Developed an industry standard classification model from a three data source pipeline, reduced manual labeling costs by 50%

DATA SCIENCE INTERN at CARPM [**Zymbia Interactive Technologies**]   India
CARPM is a platform similar to Carfax : help users understand their car better   Jun 2016 – Aug 2016
- Developed a neural network model as part of a cross-functional team to predict used car's resale price with an improved accuracy to 84% over the baseline linear regression model of 23%

PROJECTS

Targeted Customer Acquisition for a Solar Energy Firm   Aug 2019 – Dec 2019
- Created an automated data reporting pipeline for feature extraction from GA dashboard using Google API
- Forecasted client onboarding through seasonal ARIMA with hyperparameter tuning in a dynamic regression model with five exogenous variables, achieved an accuracy of 83% (baseline – 19%)
- Performed sensitivity analysis using a stacked ensemble of lasso and random forest across features, resulted in a four-level market segmentation - *location, mobile plan, device, web application*

Walmart Supply Chain Optimization   Jun 2019 – Aug 2019
- Performed KNN, regression and trees with its variations on sales data (2010 – 2012) for six stores aggregated on location
- Achieved highest accuracy of 90% against a baseline of 50% using random forest with size, CPI (Consumer Price Index) and Unemployment as crucial indicators

Effectuating Descriptive & Predictive Techniques for Performance Gains   Jan 2018 – Apr 2018
- Developed regression models & designed key performance metrics dashboard using A/B testing at *Dell EMC* as part of a self-service portal to discover account retention patterns
- Presented the model to stakeholders, set quarterly targets for *Inside Sale's Representatives* which increased turnover by 11%

ADDITIONAL PROJECTS

- Achieved 82% accuracy through topic modeling, predicted suicidal tendencies in depression posts on scraped reddit data
- Quantified impact of engagement to strategize growth in popularity using image labels from scraped Nat Geo Instagram page
- Identified key communities and their influencers, uncovered homophily and political predispositions on *climate change* to extract recommendations to further understand public opinions

Tushar Gupta

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PROFESSIONAL QUALIFICATION

The University of Texas at Austin   Master of Science in Business Analytics (3.65/4)   May 2020
Coursework: Advance Predictive Modeling, Text Analytics, Marketing Analytics, Supply Chain Analytics, Revenue & Pricing Management, Data Analytics Programming, Time Series Analysis, Decision Analysis, Financial Management

Guru Gobind Singh Indraprastha University   Bachelor of Technology in Information Technology (76.67/100)   May 2015
Coursework: Database Management System, Algorithm Design & Analysis, Computer Networks, Java Programming, Advance Mathematics

TECHNICAL COMPETENCY

- Languages & Big Data Technologies: Python (scikit-learn, TensorFlow, Keras), R, Java, Spark, Hive, Sqoop, Kafka, Beam, Data Mining
- ML/DL: Linear, Logistic Regression, Decision Trees, Random Forest, Boosting, XGBoost, Clustering, PCA, LDA, MLP, CNN, RNN
- Platforms/Tools: Cloudera, GCP, AWS, Docker, Kubernetes, Tensorflow, PowerBI, Tableau
- Databases: MySQL, PostgreSQL, MS SQL Server, Oracle DB, Teradata
- Operation Systems: Linux Shell Scripting (Ubuntu, CentOS, RHEL), Windows, Macintosh

WORK EXPERIENCE

NetApp, Austin, Texas   Jan'20-May'20
Capstone Intern

- Currently working on lead propensity model to predict the migration of existing customers to cloud platform (Azure, AWS, GCP), and developing a prospective lead scorecard and descriptive profile to assist marketing team with customized creatives

TransOrg Analytics, Gurugram, India   Jun'15-May'19
Data Science Lead   Apr'19-May'19

- Formulated the big data architecture strategy for a US-based state fund involving data integration, governance, and persistence to create data lakes, and self-service visualization portal using Cloudera Data Hub, Informatica Big Data Management and Tableau

Data Science Specialist   Apr'16-Mar'19

- Created RPA solution for expense report validation by extracting information from multiple invoice formats using Optical Character Recognition, and detecting illegitimate merchants and transactions for a global financial services client reducing man-hour by ~70%
- Developed a real-time customer 360 using Spark and Kafka for a leading e-commerce company to enable highly reactive cross-sell/up-sell
- Led a team of 6 members the development of in-house data-driven products such as Mobisights – Android-based visualization engine, Clonizo – cloud-based AutoML platform, and CyberSecureAI - network breach prediction solution, and planned go-to-market strategies
- Architected and deployed Cloudera Hadoop clusters to ingest, process, and transform (ETL) large volumes of structured and unstructured data in real-time and created highly scalable predictive models using SparkML for a leading payments bank
- Optimized number of collection agents for micro-lending business using a combination of Dijkstra and Traveling Salesman algorithms resulting in a 12% reduction in man-hours

Data Analyst   Jun'15-Mar'16

- Designed customer 360 model, segmented customers based on RFM, geography, and demography for targeted marketing campaigns using Gaussian Mixture modeling technique for a global hospitality company
- Performed sentiment analysis on Wi-Fi feedback data from guests across all hotels, analyzed primary issues, and recommended solutions and best industry practices
- Developed a recommendation model to proactively cross-sell services based on a collaborative filtering approach, achieved a high response rate of 15% compared to 2% without recommendation
- Built a churn prediction models using random forest model, achieved up to 85% recall in top three probability deciles for telecom client

ACADEMIC PROJECTS

Identify Emotion in Speech   Sep'19-Dec'19

- Extracted Mel-Frequency Cepstral Coefficients (MFCC), Mel Scale, and Chroma features from audio files and generated Mel Spectrograms
- Built an ensemble of self-designed CNN and VGG 16 to extract emotion of the speaker from audio files with f1 score of 0.78

Prediction of Customer Loyalty to Boost Revenue   Oct'19-Nov'19

- Created customer segments based on RFM features to identify top, loyal, potential, and lost customers
- Analyzed the monetary impact of converting potential customer to loyal customer
- Developed a predictive model to identify customers showing high propensity to move to loyal customer tier with an estimated increase in R$110 per customer per transaction

Prediction of Travel Time in NYC by Yellow Cabs   Jul'19-Aug'19

- Built a predictive model to estimate time taken to travel in New York city by yellow cabs using XGBoost, achieved RMSE of ~5 mins

Government Document Parser   May'19-Jun'19

- Parsed type of government identification document, extracted information of document holder using Google Vision API and fuzzy logic

CERTIFICATIONS

- Machine Learning Specialization by University of Washington
- Machine Learning with TensorFlow Specialization by Google Cloud
- Neural Networks and Deep Learning by deeplearning.ai

CHRISTOPHER HENSON

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EDUCATION

The University of Texas at Austin Master of Science in Business Analytics May 2020
Overall GPA: 3.65

Coursework Includes: Data Analytics Programming, Advanced Predictive Modeling, Database Management, Decision Analysis, Text Mining, Marketing Analytics, Supply Chain Statistics, and Stochastic Control and Optimization

Texas A&M University Bachelor of Arts, Mathematics (minor in Cybersecurity) May 2018

EXPERIENCE

Walmart – *Business Analytics Capstone;* Austin, TX Spring 2020 (ongoing)
• Programmatically compiled publicly available reports (SEC filings, Proxy Statements, Earnings call transcripts, etc.)
• Utilized NLP and time series methodologies to model trends in topics across competitors for a ten-year period
• Developed a regression model that connected topic modelling results and financial metrics for Walmart and competitors

College Advising Corps – *College Adviser;* Houston, TX July 2018 – June 2019
• Direct advisor to over 700 high school seniors, primarily from low-income and underrepresented backgrounds
• Designed a website and database to automatically generate college recommendations for high school seniors
• Lead a workshop at a national conference (approximately 1000 attendees) on utilizing technology in college admissions

Jack Kent Cooke Foundation – *Application Reviewer;* Houston, TX October 2018 – January 2019
• Reviewed applications for the Cooke Foundation's College Scholarship Program in committee-based evaluation of candidates

ACADEMIC PROJECTS/COMPETITIONS

American Sign Langue Gesture Recognition (link to project) Fall 2019
• Created a predictive model that classified from a corpus of 60 ASL signs recorded with a motion capture device (Leap Motion)
• Using Linear Discriminant Analysis on a set of engineered features, achieved an average accuracy of 80 – 89%

Humana Mays Healthcare Case Competition (link to project) Fall 2019
• Finalist team, ranking top five out of over 400 submissions from graduate-level students
• Built an ensemble model (gradient boosting/random forest) to identify patients at risk for opioid addiction with .92 AUC-ROC
• Implemented a web application to deploy our model at the point of patient prescription

CONFERENCES/INVITED TALKS

Importance of Coding in Research Spring 2020
• Invited panelist for Student Research Week Competition at Texas A&M University

Generalized Summation Methods For Divergent Series Spring 2017
• Researched assigning values to divergent series and applications to physics and microelectromechanical systems
• Funding provided by the National Science Foundation to present at the 2017 Southeastern Undergraduate Mathematics Workshop

A Historical Survey of French Number Theory (link to paper) Fall 2016
• Translated 18th-19th century mathematics manuscripts and analyzed their significance in the development of number theory
• Funding provided by the Texas A&M Department of Mathematics to present at a Mathematical Association of America conference

TECHNICAL SKILLS

Statistics/Machine Learning: Neural Nets, Maximum Likelihood Estimation, Clustering algorithms (k-means, k-NN, etc.), Decision Trees, Classification methods (LDA, QDA, Random Forests, Support Vector Machines, etc.), Linear Regressors (OLS, Total Least Squares, Ridge, LASSO)

Programming: Haskell, C++, R, Python (numpy, pandas, scikit-learn, keras), Git, XGBoost, PySpark, Hadoop, SAS, VBA, PHP, SQL

Mathematics: Error-Correcting/Detecting Codes, Quantum Computing (algorithmic methods, cirq), Cryptography (RSA, Diffie-Hellman key exchanges), Number theory (integer partitions, q-series, divergent series, etc.), Complex/Real Analysis

Languages: Written proficiency in French

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

HANNAH HO

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EDUCATION

The University of Texas at Austin   Master of Science in Business Analytics, *Financial Analytics Track*   Spring 2020
Composite GPA: 3.54/4.00

Relevant Coursework: Advanced Corporate Finance, Investment Strategies and Programs, Investment Theory & Practice, Fixed Income Analysis, Money and Capital Markets, Raising Capital, Financial Technology

The University of Texas at Austin   Bachelor of Science in Nursing   Spring 2019
Business Foundations Certificate
Composite GPA: 3.73/4.00

Relevant Coursework: Valuation, Investment Management

PROFESSIONAL EXPERIENCE

TMF Health – Data Science Intern; Austin, TX   Spring 2020 – Present
- Researched optimization of staffing structure to cut costs and increase competitiveness of government contract bids
- Analyzed internal and 15 Hospital Compare datasets provided by the Centers for Medicare & Medicaid Services in Python
- Evaluated efficacy of in-person versus remote interventions on improving hospital quality measures
- Presented to 14+ staff members on Healthcare Innovations team at quarterly meeting

MassChallenge Accelerator – Finance and Marketing Intern; Austin, TX   Spring 2019
- Categorized operating expenses and tracked inventory for financial reports
- Programmed web crawler and scraper, created database with 3900+ leads to increase brand awareness
- Researched Houston innovation ecosystem, leading to the first Houston-based cohort of startups in Summer 2019
- Cold called 100+ leads and assisted 35+ entrepreneurs apply to accelerator

Dell Seton Medical Center – SPS Clinical Assistant I; Patient Care Technician; Austin, TX   Spring 2018 – Fall 2018
- Cared for 270+ patients across the lifespan in the cardiology, medical-surgical, postpartum, and ER units
- Worked with 80+ nurses and exchanged clinical data through Cerner electronic healthcare record

SELECTED PROJECTS

Investment Strategies and Programs: Predicting Bankruptcies   Spring 2020
- Processed S&P credit rating, financial ratio, and price data retrieved from Compustat, Capital IQ, and Audit Analytics
- Predicted if public firms in the US would go bankrupt within 12 months of releasing financial statements using XGBoost
- Backtested equally weighted long-short portfolios on returns from 2000 to 2017 and evaluated against 3 benchmarks

Advanced Predictive Modeling: Fraud Detection   Fall 2019
- Predicted which e-commerce transactions were fraudulent using 590,000 observations provided by Vesta Corporation
- Solved imbalanced dataset problem and compared accuracies of neural network, random forest, and boosting algorithms
- Built near-perfect classifier using CatBoost model, surpassing past Kaggle data science competition winner

Predictive Modeling: Loan Interest Rates   Fall 2019
- Predicted individual loan interest rates using six key features and 420,000 observations from LendingClub
- Discovered loan term length and FICO credit score explain the most variance in loan interest rates
- Built ridge regression model to improve out-of-sample root mean squared error by 71% over simple linear model

LEADERSHIP EXPERIENCE AND HONORS

MS Distinguished Fellowship   Summer 2019

Sigma Theta Tau International Honor Society of Nursing   Fall 2017

Texas Wushu – *President*   Fall 2015 – Spring 2020
- Determined key metrics, wrote hiring contract, created 4 partnerships, negotiated sublease at martial arts school
- Initiated rebranding campaign, increasing accessibility to new members of university wushu club while president
- Consulted for professional wushu athlete on revenue model, marketing strategy, and financing sources

ADDITIONAL INFORMATION

Technical Skills: Excel, PowerPoint, Bloomberg Equity Research, Python, R, SAS, SQL, Java, Tableau
Foreign language: Mandarin (Fluent)
Interests: Hiking, Reading, Wushu
Work Eligibility: Eligible to work in the U.S with no restrictions

GABRIEL JAMES

DATA SCIENTIST

linkedin.com/in/gabriel-james

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(801) 558-2299

SKILLS

CODING & DATABASE

- Python (pandas, scikit-learn, nltk, spaCy)
- SAS, R (dplyr, lme4)
- SQL Server, Hadoop, Spark, Cassandra
- Tableau

MACHINE LEARNING

- Ridge and Lasso Regression
- Bagging, Boosting, Random Forest
- Neural Nets (Fully Connected, LSTM)
- Natural Language Processing

PROJECTS

Emulating Reddit Comments

- Implemented Cassandra database to store and retrieve comments by post and user
- Created ETL pipeline to scrape Reddit, clean text data, and insert into Cassandra tables
- Trained and deployed deep learning LSTM using Keras to generate Reddit comments

The Death of Data Scientists

- Evaluated Google Cloud and Azure AutoML on functionality, price, and effectiveness and compared against human model performance
- Trained predictive model to forecast building energy consumption
- Published on Towards Data Science

Differentiating Depression & Suicide

- Quantified the support available for posters in each subreddit via sentiment analysis
- Identified ideation of suicide in r/SuicideWatch not present in r/Depression

EDUCATION

M.S. in Business Analytics

UT Austin (Jul 2019 - May 2020)
GPA: 3.86

B.S. in Applied Mathematics

UT Austin (Aug 2014 - May 2018)
GPA: 3.65

WORK EXPERIENCE

Capstone Project

Dell Technologies | Jan 2020 - Present

- Employ advanced NLP techniques to extract valuable information from text
- Utilize deep learning methods to assign topic tags to online product support articles

Junior Portfolio Analyst

Main Street Renewal | Sep 2018 - Jun 2019

- Advised senior leadership on forecasted asset acquisitions valued over $100M
- Constructed Tableau dashboards for 10+ customer service teams
- Designed Python ETL script to load 3 years of employee information into data warehouse

Senior Learning Assistant

UT Austin | Aug 2016 - May 2018

- Oversaw teams of 3-7 learning assistants in general chemistry lecture halls
- Mentored learning assistants to improve comfort and proficiency with active learning methods
- Led review sessions for hundreds of students

Business Analyst Intern

American Medical Response | Jun 2016 - Aug 2016

- Performed numerous statistical analyses to predict 911 ambulance demand
- Developed patient carpooling model that identified a $1.5M savings opportunity
- Built mechanism to benchmark EMT productivity in markets across the U.S.

HARITHA MAHESHKUMAR

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PROFESSIONAL SUMMARY

6 years of experience in enabling **data-driven decisions** across 4 Fortune 50 firms as a service provider with Mu Sigma Inc., and as a practitioner at Lowe's Home Improvement. Solved complex **business problems**, built machine learning based **analytical frameworks** to cater to those problems, delivered data and insights, **managed** large **teams and projects**, handled **stakeholder collaborations**, established client relations and drove **multi-million-dollar impact**

EDUCATION

The University of Texas at Austin – McCombs School of Business, TX, USA	**Expected May 2020**

Master of Science in Business Analytics – CGPA 3.6/4

Technical coursework includes Advanced Predictive Modelling, Stochastic control and optimization, Learning Structures and Time Series, Social media analytics
Business coursework includes Pricing and Revenue Management, Marketing analytics, Supply chain analytics, Managerial accounting and Corporate Finance

Anna University, Tamil Nadu, India	**April 2013**

Bachelor of Engineering in Electronics and Communication - CGPA 8.12/10

WORK EXPERIENCE

Lowe's Home Improvement	**Mar 2018 - May 2019**

Senior Analyst (L5), Financial Decision Support & Analytics

- Realized **USD 450K bottom-line** opportunity in **highly inelastic** tail and core items by building an **optimization framework** which models price elasticity of demand and **selects price points to maximize profits**
- Helped **Orchard Supply Hardware** streamline their capabilities and **optimize their analytics investments** by building a **Strategic analytical roadmap**, through prioritization of problems in-line with business objectives by going on field trips and having F2F stakeholder conversations at San Jose, California

Mu Sigma Inc.	**Jul 2013 – Feb 2018**

Mu Sigma Inc. is the largest pure-play analytics and decision sciences provider in the world. They serve over 50 Fortune 500 clients, and are headquartered in Chicago, US. In my 5 years with them, I grew from an Individual contributor to a top-tier (10%) leader and was responsible for a 15-member delivery portfolio

Apprentice Leader / Manager	**Nov 2016 - Feb 2018**

*Led a **15-member analytics team** (comprising of Data/Decision Scientists, Business Analysts and Data Engineers) spanning 3 customer engagements, and delivered data-driven solutions to **retail and automotive clients**:*

- Identified opportunities for **reduction** in executive travel **costs** for a large retailer's Information Security & Travel teams through travel data analysis
- Boosted **savings** by **USD 6M** through scrapping of excess inventory, and ended a **USD 450K yearly** warehouse **contract** for a leading automaker
- Created a **recurring annual revenue of USD 1M** for Mu Sigma by converting a pilot engagement with the automotive client, into a long-term retainer through successful delivery of an end-to-end **automated framework** for extraction, manipulation and visualization of data from **10+ sources** and **identification of potential growth opportunities** through exploratory data analysis

Decision Scientist	**Feb 2015 - Oct 2016**

*Led a **7-member analytics team** (comprising primarily of Data Scientists and Engineers) to build **CRM related frameworks**, and delivered data-driven solutions to **a large US based retailer** generating over **USD 300B revenue annually**:*

- Pioneered a **multi-dimensional CRM framework**, and provided a fresh lens to customer insights for the client's marketing and merchandising teams
- Estimated **USD 15M opportunity** by finding look-alike shoppers through building of Behavioral Segmentation framework
- Identified **cross-sell/up-sell avenues for 50+ categories** by mapping out purchase paths of customers based on their migration patterns across segments
- Built the **'Behavioral Segmentation based Customer Lifetime Value (CLV)'** framework, which estimated CLV scores for **91M customers** and enabled **stratification of marketing investments**
- Proposed strategies for customer retention by predicting **USD 2B risk** and designing **target customer profiles** with high risk of **churn**
- Revealed **USD 1.38B opportunity**, by identifying **top 20%** of in-store shoppers who are **most likely to shop in the Ecommerce** division

(Was awarded **'Impact Award'** for working around the limitations of actualizing and democratizing the CRM framework in the client's organization)

Trainee Decision Scientist	**Jul 2013 – Jan 2015**

*Worked as an **individual contributor** in a **large retailer's** extended analytics team to **deliver insights** to aid executive decision making:*

- Quantified and analyzed **effectiveness of marketing campaigns** by building frameworks which conducted **Lift analysis on test and control** customer groups which were then used as **feedback inputs** for designing **future campaigns**
- Ideated, designed and built **Excel VBA and Tableau dashboards** which tracked performance of stores across geographical, merchandising and customer viewpoints, for a **75-member audience**, inclusive of client's **internal teams** and business **stakeholders**
- Provided **quick and timely turnarounds** of analysis, KPIs, insights and reports in **less than 24 hours** for **executive requests** during the crucial **Black Friday / Holiday season**, as a part of the client's extended **'Rapid Impact'** team

SKILLSET

Statistical Languages and Techniques: Hypotheses Testing, A/B Testing, SQL, SAS, R, Python
Visualization Tools: Power BI, Tableau, MS Excel VBA
Machine Learning Techniques: Regression (Linear, Ridge, Lasso), Classification (Logistic, Bayes), Clustering (k-means, Hierarchical), Dimensionality reduction (PCA, Factor analysis), Decision Trees, Bagging, Boosting, Support Vector Machines, Neural Networks
Certifications: 'Decision Scientist', an amalgam of Unstructured Problem Solving, Math, Business and Technology courses offered by Mu Sigma University

LEADERSHIP INITIATIVES – ORG DEVELOPMENT

- **Program managed and conducted SQL training** sessions for **200+ participants**, including **college and lateral hires** at Mu Sigma University
- **Mentored 50+ new hires** during their on-boarding phase in India; mentees included **newly hired US undergraduates** (Junior Associates)
- **Led a 5-member Business Development team** and identified growth opportunities by conducting **collaborative problem-solving sessions** with the client's executive teams, including **SVPs, Directors** of business functions and data science organizations

YU (CATHERINE) MIAO

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EDUCATION

The University of Texas at Austin   Master of Science in Business Analytics   May 2020
Coursework Includes: Marketing Analytics, Data Analytics Programming, Advanced Predictive Modeling, Database
Management, Text Mining, Decision Analysis, Learning Structure/Time Series, Stochastic Control and Optimization

University of California, Santa Barbara   Bachelor of Arts in Economics & Accounting   June 2019
                                            Bachelor of Arts in Statistical Science
                                            Overall GPA: 3.95/4.0   Statistics Major GPA: 4.0/4.0

PROGRAMMING SKILLS

Python, Pandas, scikit-learn, NumPy, Matplotlib, R, SQL, PySpark, Tableau, SAS, C++, Stata, Microsoft Offices, G Suite

WORK EXPERIENCE

Dell EMC – *Capstone Intern;* Austin, TX   Fall 2019 - Current
• Identify significant predictors for CSAT(Customer Satisfaction) using the XGBoost model
• Classify verbatim customer queries & complaints to facilitate flagging actionable surveys from customers
• Extract mentioned entities from customer comments with the "spaCy" package in Python

Deloitte Consulting – *Human Capital Advisory Services Intern;* Beijing, China   Summer 2017
• Conducted industrial research and analyzed the risk management strategies of the top 100 major commercial banks
• Evaluated and provided consulting advice on executive compensation plan based on the financial profile of companies
• Assisted in writing the job qualification diagnostic report and manuals for Goldwind Science & Technology

DATA ANALYTICS PROJECTS

Advanced Predictive Modeling: FATML in Credit Risk Modeling   Fall 2019
• Leveraged FATML (Fairness, Accountability, Transparency in Machine Learning) principles in predicting credit default
  propensity using Home Credit dataset
• Trained explainable models (BRCG and GLRM) documented by the IBM Toolkit AIX360, AIF360 and interpreted
  traditional ML models (Random Forest and XGBoost) with SHAP values; Increased model AUROC by 14%

Database Management: Impact of Ridesharing on Road Safety   Fall 2019
• Determined the impact of the launch and temporary exit of Uber and Lyft on traffic accidents within the Austin area
• Modeled the trends of drunk driving and traffic accidents in python and communicated insights in Databricks

RESEARCH EXPERIENCE

UCSB Economics Department – *Research Assistant*   Fall 2018 – Spring 2019
• Working under Professor Heather Royer on the economic research paper: Holiday, Just One Day Out of Life: Birth
  Timing and Post-Natal Outcomes
• Compiled California birth cohort data from 2000 to 2016 with the Stata software and conducted regression analysis

HONORS

• Distinction in the Major awarded to successful completion of senior thesis   Spring 2019
• Highest Honors (Top 2.5%) in the College of Letters and Science Honors Program   Fall 2016 – Spring 2019

ADDITIONAL INFORMATION

Languages: Fluent in Mandarin Chinese and English, Intermediate in French
Work Eligibility: Extended eligibility to work in the U.S. due to S.T.E.M. certification

ERIC NAUMANN

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SUMMARY

I am a data driven storyteller who is passionate about using data to communicate an impactful message in a simple and direct manner. After a fulfilling career as a high-level math teacher and tutor, I am looking for a data analyst role that will utilize my polished communication skills and the tools I have learned through my UT MSBA program.

PROFESSIONAL STRENGTHS

- Excellent analytical, organizational, and creative skills.
- Talent for analyzing complex problems and finding innovative solutions.
- Proven ability to manage multiple projects to completion in a timely manner.
- Outstanding capacity to understand new material quickly.
- Skilled at making complex ideas easy to understand through simple and clear communication.

TECHNICAL SKILLS

Python (Scikit-Learn, Pandas, NumPy, Matplotlib, TensorFlow, NLTK), R (dplyr, ggplot2, lme4, randomForest, glmnet, R Markdown), Azure, SQL, SAS, JMP, Databricks, Excel (PrecisionTree, @Risk), C++, PowerPoint

EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	May 2020
	Overall GPA: 3.4	

Coursework Includes: Data Analytics Programming, Advanced Predictive Modeling, Time Series, Decision Analysis, Text Analytics, Data Management, Financial Management, Financial Technology, Supply Chain Analytics, Stochastic Control and Optimization, Marketing Analytics, and Social Media Analytics

Texas A&M University	Bachelor of Science in Interdisciplinary Studies	May 2005

DATA ANALYSIS PROJECTS

Lead Student on Capstone Project with Zelis, a Healthcare Technology Company (Ongoing)   Spring 2020
- Determining the factors that lead to e-payment platform sales through machine learning.

Text Analysis on Hotel Reviews in Austin   Fall 2019
- Discovered there is not much correlation between hotels responding to reviews and the rating of the reviews.

Predictive Modeling of NBA Salaries   Summer 2019
- Used R to test the models, working specifically with variable selection, linear modeling, and random forest.

EXPERIENCE

Eric Naumann Tutoring – *Personal Tutoring;* Austin, TX & Seattle, WA   Fall 2012 - Current
- Launched independent tutoring business specializing in high-level math

Fusion Academy & Brock's Academy – *Math and Science Teacher;* Austin, TX & Seattle, WA   Fall 2011 - Fall 2017
Private one-on-one schools specializing in teaching students struggling with mental health and/or learning disabilities
- Developed and taught curriculum for C++ Computer Programming course
- Established excellent relationships with students through mentoring

Resurrection Lutheran Church – *Director of Youth Ministry;* Spring, TX   Spring 2009 - Fall 2011

HONORS

- Texas MSBA Distinguished Student Scholarship   Summer 2019

ADDITIONAL INFORMATION

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

KARAN PALSANI

karanpalsani@gmail.com ● Austin, TX ● +1 (737)217-9795 ● linkedin.com/in/karanpalsani ● github.com/KaranPalsani

4 years' Exp with Customer & Product roles | Computer Science | Marketing | Agile | Team leader | Skydiving enthusiast

EXPERIENCE

Google Inc. - Austin, Tx   January 2020 - May 2020
Machine Learning Capstone Engineer
- Research collaboration to develop reproducible end-to-end data pipelines for automation of customer support lifecycles
- Deployed using Google Cloud Platform, Google Data Studio, BigQuery, AutoML Tables and Google Cloud service APIs
- Resulted in faster responses and projected improvement of customer experience; implemented via a CI/CD workflow

Cisco Systems Inc. - Bangalore, India   July 2016 - April 2019
Customer Technology Consultant, Customer Experience, Services
- Delivered personalized data driven solutions to Fortune 500 clientele based on requirement analysis and feedback loops
- Worked extensively with NLP and predictive analysis on **massive amounts of data** to design instantaneous solutions to reduce impacts to businesses, saving clients up to $50M at times by averting service interruptions
- Designed data pipelines to Tableau dashboards for Strategy, Sales and Marketing teams for real-time monitoring of network traffic, resulting in higher retention rates and boosted sales
- Predicted **customer churn and cross sell options** from current contract status, customer sentiment and other factors
- Developed end-to-end Python scripts for in-production data collection, pattern and customer email sentiment analysis
- Presented analysis regularly to both technical leaders and C-level executives which helped develop audience awareness
- **Led a team** of 30, after just 18 months of experience by demonstrating the ability to navigate complex business organizations across multiple cross functional stakeholders whilst ensuring smooth collaboration and ownership
- **Promoted** twice in less than two years for displaying strong business acumen, drive for innovation & consistent growth

TECHNICAL PROJECTS

Recommendation System for Meetup.com Userbase - *Tableau, Databricks, PySpark, ALS Matrix factorization*
- Designed a detailed business case for meetup.com platform by Exploratory analysis of the data via Tableau
- Developed an improved recommendation system using ALS optimization with the Matrix factorization algorithm to provide improved meetup group and topic recommendations for their userbase

SEO strategy for an E-Commerce Aggregator - *Google Analytics, Google Data Studio, Logit models, A/B testing*
- Determined relationships between goal conversion rates and average search result ranking using logistic regression
- Predicted the likelihood of increasing Click-Through Rate and Conversions from impressions on Organic search results

Marketing Portfolio Management for Beyond Meat using Text Analysis - *NLP, Python (NLTK, VADER), Web Scraping*
- Scraped reddit posts, Amazon reviews and Twitter tweets to analyze and reveal insights about product public opinion
- Implemented Lift Analysis, LDA topic modelling, Aspect-based opinion mining and Sentiment Classification methods

Product demand analysis and Stock optimization - *R, Multinomial linear regression, Ridge & Lasso, Boosting techniques*
- Developed models to predict what will be the checkout volumes of Austin B-cycles at any moment of time
- Estimated optimal stations to be stocked at different times to ensure optimized utilization of bike & human resources

FATML based loan default prediction system - *IBM AIX and AIF packages, SMOTE, Classification models, Boosting*
- Engineered fair, unbiased, and interpretable ML models to predict loan default possibility of any bank user
- Utilized IBM's AI Toolkits, Champions of FATML, equipped with technologies like SHAP values, LIME and reweighing

TECHNICAL SKILLS

Languages/Packages:	Numpy, Pandas, Scikit-learn, Keras, NLTK, SpaCy, ScraPy, PySpark, SparkSQL
Tools:	Jupyter, Databricks, MapReduce, MemSQL, Spark, AWS, GCP, Hadoop, Tableau, @Risk
Technical Skills:	Statistics, Data Mining, Recommendation Engines, Supervised Learning (Linear Regression, Logistic, Naïve Bayes, Decision Trees, Bagging, Boosting), Clustering, Lasso, Ridge, XGBoost

EDUCATION

University of Texas at Austin   Master of Science, Business Analytics; GPA: 3.76/4.0   May 2020
Coursework Includes: Stochastic Control & Optimization, Marketing Analytics, Decision Analysis & Financial Management
VIT University   Bachelor of Technology, Computer Science and Engineering; 89.3%   May 2016

VISHAL RAMACHANDRAN

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	May 2020
	Current GPA: 3.89	

Coursework Includes: Advanced Predictive Modeling, Database Management, Decision Analysis, Financial Management, Text Analytics, Marketing Analytics, Learning Structures/Time Series and Stochastic Control & Optimization

SASTRA University	Bachelor of Technology, Civil Engineering	April 2016
	Overall GPA: 8.18/10	

TECHNICAL SKILLS AND CERTIFICATIONS

Technical skills: Python (pandas, sklearn, nltk, numpy, matplotlib), SQL, Excel, PowerBi, R, Azure Databricks, Tableau, Gephi, PySpark
Certifications: The Analytics Edge in Edx, Python for Data Science in Coursera, SQL for Data Science in Udemy
Analytical skills: Regression, Classification, Clustering, Topic Modeling, Network Analytics, Deep Learning, Monte-Carlo simulation

EXPERIENCE

Dell – *Data Scientist - Capstone Intern;* Austin   Jan 2020 – May 2020
• Developing a model to increase the percentage of orders that are delivered to consumers on time by identifying bottlenecks across their entire supply chain and quoting accurate lead times

LatentView Analytics – *Senior Business Analyst;* Chennai, India   Apr 2019 – May 2019
• Led a team of 7, analyzing social media data for Microsoft, bringing to life the perceptions of a customer using natural language processing (NLP)
• Amplified the reach of their Twitter ad campaigns by 40% through identification of key influencers who promoted the product in each consumer cluster arrived using NetworkX and Gephi
• Provided the right ingredients to enhance the engagement of Instagram posts by analyzing the impact of image captions and labels extracted from Google Vision API

LatentView Analytics – *Business Analyst;* Chennai, India   May 2016 – Mar 2019
• Built a Power BI dashboard for processing ~300k tweets a week and monitoring KPIs like sentiment and competitive share of voice to provide recommendations for boosting social media engagement
• Constructed Naïve-Bayes classifiers to eliminate spam and assign sentiment to conversations scraped from Blogs and Forums
• Identified recurring issues in products by leveraging HDBSCAN algorithm on data from support forums
• Achieved a 30% lift in the reach of their official Twitter posts by incorporating resonance marketing techniques - a messaging strategy to resonate better with their audiences
• Designed the marketing strategy for a product launch by discerning the key purchase drivers using topic modeling
• Charted a product development plan by identifying the needs of a consumer through a framework built using Regex queries

DATA SCIENCE PROJECTS

• Forecasted energy consumption for ASHRAE by ensembling results from LightGBM and CatBoost models built on 40 million records to assess the savings from retrofits done to improve energy efficiency in buildings
• Developed a system that predicts the hit probability of a song by leveraging a Random Forest classifier on its musical features and the tf-idf vector of lyrics extracted from Spotify and Last.fm, and recommend similar songs using cosine similarity
• Predicted the loan repayment capability of people with minimal credit history by building classification models like Random Forest, XGBoost, H2O.ai AutoML etc on Home Credit's imbalanced data; resampled using SMOTE
• Formulated marketing strategies for a retail firm by predicting the per capita revenue of a target segment of customers deduced from RFM analysis and developed product suggestions using association rules
• Developed a model using Logistic Regression and Random Forest to identify the factors that lead to high churn rate in a Telecom company and devised strategies to improve customer retention

HONORS & ACHIEVEMENTS

• Finished in top 20 percentile in TAMU Datathon	Oct 2019
• Spirit of LatentView – Best team of the quarter award	Sep 2018
• SDE best project award for highest business impact	Jun 2018
• Dean's List Merit Scholarship (2 semesters)	Jul 2014 - May 2015

NITHIN SASEENDRAN

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics GPA: 3.73/4	May 2020

Coursework Includes: Data Analytics Programming, Advanced Predictive Modeling, Database Management, Text Mining, Decision Analysis, Marketing Analytics, Social Media Analytics, Stochastic Control and Optimization

Model Engineering College (CUSAT)	Bachelor of Technology, Electronics and Communication GPA: 81.85/100	May 2015

TECHNICAL SKILLS

- **Technologies:** Python (Pandas, NumPy, Matplotlib, Seaborn, Scikit-Learn), R (ggplot2, lpSolve), SQL, Spark, MapReduce
- **Tools/Platforms:** Tableau, RStudio, Jupyter Notebook, Oracle SQL Developer, GCP, NodeXL, MS Excel
- **Analytical Skills:** Data Analysis, Data Visualization, Regression (Linear, Logistic), Lasso, Ridge, PCA, Clustering, Naïve Bayes, KNN, Decision Trees, Random Forest, A/B testing, Text Analytics

EXPERIENCE

Walmart – Austin, TX
Data Science Project Intern   Jan 2020 – May 2020

- Working in collaboration with Walmart's **People Analytics** team to develop a **career path recommendation** system for their 1.2 million associates enabling them in employee attrition reduction and **improved workforce planning**
- Analyzed associate movements using **Tableau** to realize a deeper understanding of the career journey from joining up through store manager. Utilized **Python** and **Tableau Prep Builder** to extensively clean the data
- Realized recommendation by **generating probabilities** using Python code for all unique career paths and visualizing them through a job network in **Dash (plotly)**

Deloitte – Bangalore, India
Consultant   Oct 2015 – May 2019

- Implemented **data integration** with state health registries across 4 states and saved $ 1.5 million in fines, addressing all the governmental regulatory requirements and standards as part of providing **Consulting** to Deloitte's clients
- Developed a tool on Microsoft Excel to **estimate project timelines** and reduced manual effort of forecasting hours by 90% which aided in **efficiently allocating resources** for new project implementations
- **Led a team** of 12 during a critical system upgrade, **implementing processes** to resolve errors which helped proactively stop 300+ potential user issues; earned an **Outstanding Award** wrapping up the assignment in 3 months
- Designated **Subject Matter Expert** (SME) for exhibiting proficiency in setting up interfaces for health **data exchange** and **data migration** adhering to HL7 standards

DATA PROJECTS

Predicting Online Shoppers Intention – Python (Scikit-Learn, Matplotlib), Logistic regression, Random Forest, XGBoost

- Analyzed data from an online shopping website to provide insights on customer behavior and built multiple machine learning models to predict customer purchase accurately based on their browsing behavior.
- Finalized on XGBoost classification model with ~88% AUC-ROC

Recommendation System for meetup.com platform – Tableau, Databricks, PySpark, ALS Matrix factorization

- Built a recommendation engine for meetup.com using ALS Matrix factorization algorithm to provide improved meetup group recommendations for its users and devised an enhanced business case by gaining insights through Tableau

BeyondMeat® Brand Assessment through Text Analytics – NLP, Python (NLTK, Vader), Web scraping

- Performed sentiment analysis using Vader on scraped data from twitter and amazon reviews to gauge any perception differences for BeyondMeat® products among general public and their customer base
- Formulated proposal to improve brand perception compared to their competitors through the results of lift analysis

Customer Churn Analysis – Python (Scikit-Learn, Pandas, Matplotlib)

- Performed Exploratory Data Analysis to analyze the impact of demographics, subscribed services and other account related information in churn rate and identify the reason and category of customers who churn from telecom services

POOJA SHAH

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	**May 2020**
	Overall GPA: 3.92/4.0	

Coursework Includes: Data Analytics Programming, Advanced Predictive Modeling, Database Management, Decision Analytics, Text Analytics, Marketing Analytics, Social Media Analytics, Learning Structures and Time Series, and Stochastic Control and Optimization

SRM Institute of Science and Technology (SRMIST)	Bachelor of Technology, Software Engineering	**May 2019**
	Overall GPA: 9.48/10.0	

TECHNICAL SKILLS

Programming: Python, Scikit-Learn, Pandas, NumPy, GeoPandas, R, Java, C++, NLTK, @Risk, PrecisionTree, SciLab, SAS
Modeling: Linear, Lasso & Ridge Regression, Logistic Regression, Decision Trees, KNN, PCA, Neural Networks, A/B Testing
Data Manipulation: SQL, PySpark, Hadoop, SQL Server Data Tools(SSDT), SQL Server Integration Tools(SSIS), HIVE, Databricks
Data Visualization: Microsoft PowerBI, Tableau, RShiny, Seaborn, Matplotlib, ggplot

EXPERIENCE

GM – *Business Intelligence Capstone Trainee;* Austin, Texas   **Jan 2020 – Present**
- Working with vehicle data for all the trips in the month of January in Austin – 300 million rows using PySpark and HIVE to calculate and predict congestion as part of GM's zero congestion initiative

KPMG – *Analyst Trainee, Risk Consulting – IT Advisory;* Mumbai, India   **Jan 2019 – April 2019**
- Identified metrics and KPIs for a Cyber Security Dashboard for one of the world's largest construction and manufacturing company
- Designed and implemented a database to clean the data for the dashboard from various sources like SQL Database, Oracle Database, SharePoint using SQL Server Data Tools (SSDT)
- Conducted a Training session at KPMG for 25 people and instructed them on using Microsoft PowerBI

DATA SCIENCE PROJECTS

Investigating the production of Books to Movies using NLP   **Fall 2019**
- Developed a web scraper for the Goodreads website to obtain data and cleaned the unstructured data using Pandas and NLTK
- Performed Topic Modeling using Latent Dirichlet Allocation(LDA) to find topics prevalent in books that became successful movies
- Calculated Sentiment and Similarity analysis scores of existing books to generate recommendations using Vader

Automotive Conjoint Analysis   **Fall 2019**
- Utilized survey data from 224 respondents about automobile brands and features to understand consumer preferences, their willingness to pay for different features and projected the market shares for different brands as a function of price
- Predicted the choice of whether customer would be willing to buy a car at an individual level using Hierarchical Bayes model in R
- Created customer segments based on the models using KNN and developed potential marketing campaigns for each segment

Predicting Online Shoppers' Purchasing Intent   **Summer 2019**
- Computed various models like Bagging, Random Forest, Naïve Bayes and Boosting in R to predict whether a user will buy a product using their browsing data only and tuned the parameters for each model
- Since the dataset had imbalanced classes, we used the Area Under the Precision Recall Curve to compare the models

Senior Thesis – Google's Landmark Recognition Challenge   **Spring 2019**
- Implemented using a Squeeze and Excitation Residual Neural Network using Python. Authored a research paper and presented material in the 4th International Conference on Artificial Intelligence and Evolutionary Computations in Engineering Systems 2019

Accident and Fire Detection Technology Project   **Spring 2018**
- Built a prototype for automatic detection of accidents or fires on roads and alerting nearby police and fire stations accordingly using Convolution Neural Network and implemented in Python
- Received 2nd prize for this project in Hackathon for a national level coding competition organized by SRM IST

HONORS

- 1st place in Software Engineering Department of SRM IST and was awarded scholarship every year for the same
- 3rd prize in all India coding competition organized by Women's chapter of Association for Computing Machinery, India
- Selected for the Amazon Campus Mentorship Program – trained in Software Development and Business Communication skills at Amazon and developed a Distributed Queueing System using Java under an Amazon Employee

MICHAEL SPARKMAN

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EDUCATION

The University of Texas at Austin	Master of Science in Business Analytics	Spring 2020
	Overall GPA: 3.83	

Coursework Includes: Data Analytics Programming, Advanced Predictive Modeling, Database Management, Decision Analysis, Text Mining, Marketing Analytics, Supply Chain Analytics, and Stochastic Control and Optimization

The University of Texas at Austin	Bachelor of Science and Art, Biochemistry	Fall 2017
	Overall GPA: 3.91	

EXPERIENCE

Sparktech – *Internet Sales Manager;* Round Rock, Tx   2014-Present
- Communicated and advised proper tooling for customers' projects
- Developed efficient work flow systems to fulfill and ship orders on time
- Managed inventory and restocking across departments
- Researched and leveraged optimal price points for products using simple regressions

Wolfram Manufacturing – *Process Engineer Intern;* Austin, Tx   Summer 2017
- Recorded data on tool life to help devise a system on replacing and ordering new tools
- Managed and processed data on coolant to help prevent bacterial outbreak while making it more efficient

ACADEMIC PROJECTS

Business Intelligence Project with Google   Spring 2019
- Conducted research into the capabilities of the Google Cloud Platform and its application to business problems
- Plan to write a blog and stylized code guide to help with the marketing of the GCP tool
- Used version control software to organize and merge branched work in the project
- Applied NLP techniques and software to create features for modeling

NBA Database Management   Fall 2019
- Pulled NBA game logs for players and teams using an NBA python API
- Created csv files and explored the data using SQL and python
- Tested several different hypotheses at the team and player level including the effectiveness of the 3-pointers
- Designed a simulation that approximated within four to seven wins on average for a team from their actual season
- Tested several different scenarios including injuries and trades, using the simulation to predict the outcome

Creating Explainable and Fair Models (Advance Predictive Modeling)   Fall 2019
- Performed cursory exploratory data analytics on the Home Credit loan dataset using proper imputation techniques
- Engineered features in supplemental tables to merge with the main table
- Researched FATML techniques and used IBM's Fair and Explainable toolkit to create models
- Compared the FATML models to classical analytical models including random forest and logistic regression

HONORS

- Graduated early with High Honors   Fall 2017

ADDITIONAL INFORMATION

Technical Skills: R, Python, C++, Neural Nets, MS Word, Excel, PowerPoint, QuickBooks
Interests: Soccer, Hiking, Traveling, Sports Analytics, Astrobiology, and Astrophysics
Work Eligibility: US Citizen

Section 5:

Graduate Students in Finance (MSF) Graduating in May 2020 and Looking For a Full-Time Job

REKA ANBAZHAGAN

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SUMMARY

Self-motivated Finance Professional and Chartered Accountant (CPA equivalent), with 5 years' experience in corporate finance, audit & tax. Extensive experience in financial reporting & analyses, revenue & cost optimization, collaborating across cross-functional business teams & management. Strong inter-personal skills & passionate about solving challenges in numbers.

EXPERIENCE

Wipro Ltd – *Senior Finance Executive, Business Finance & Corporate Tax; Bangalore, India*   *April 2015 – November 2017*

Preparing annual budgets, monthly & quarterly closures, negotiating customer & vendor contracts, & financial reporting of a $63 Mn business function providing services in IT infrastructure, support & SaaS. Ensuring adherence to GAAP accounting & audit guidelines.

• Improved Daily Sales Outstanding by 12 days by streamlining internal control processes to minimize revenue leakages
• Spearheaded automation of deferred tax & fixed asset accounting across multiple geographies decreasing time spent by 50%
• Led business teams to achieve absolute revenue and operational margin targets for 3 consecutive Quarters
• Developed dashboard of KPIs of Revenues, Expenses & Margins for monthly circulation significantly increasing management visibility leading to critical business decisions
• Designed standardized template for Percentage of Completion (POC) method of revenue recognition based on project spending & milestone completion criteria decreasing revenue leakages by 7%

Manohar Chowdhry & Associates – *Articled Assistant, Audit & Tax; Chennai, India*   *December 2011 – December 2014*

Book-keeping & financial report preparation for clients, audit & tax assignments, income tax documentation preparation and filing.

• Managed end-to-end accounting, ledger scrutiny, financial consolidation, variance & trend analysis, budget & forecasting, management information system reporting of a national firm with 10 branches country-wide
• Involved in interim & statutory audits across Educational, Hotel, Insurance, Mobile marketing & advertising, NGOs industries

EDUCATION

The University of Texas at Austin **McCombs School of Business**	*Master of Science in Finance* Current GPA: 3.91	*May 2020*
Indira Gandhi National Open University, India (IGNOU)	*Master of Commerce, Finance & Taxation* Overall GPA: 3.8	*June 2017*
Institute of Chartered Accountants of India, (ICAI)	*Chartered Accountancy Professional Exam* (Indian equivalent of U.S. CPA Certification)	*January 2015*
University of Madras, Chennai, India	*Bachelor of Commerce, Finance & Accounting* Overall GPA: 3.86	*June 2013*

ACADEMIC WORK   *July 2019 – May 2020*

Coursework: *Advanced Valuation & Modeling, Advanced Corporate Finance, Financial Statement Analysis, Financial Accounting Standards, Investment Theory & Practice, Financial Technology*

• **Valuation of Kellogg's** – Buy/sell recommendation based on DCF, Multiples and Comparables Methods of valuation
• **Financial Statement Analysis & Reporting** – Analysis of competitive advantage, cash metrics, financial strength & ratios
• **Stock Pitch Competition** – Won first place in stock selection, valuation and market trend analysis of a publicly traded stock
• **Practicum Project** – Marketing attribution analysis, with focus on revenue and cost drivers of a $30 Mn private company

ADDITIONAL INFORMATION

Computer Skills: MS Excel (advanced) , Word, PowerPoint, SAP, Tally ERP, Python (basic proficiency), SQL & Tableau (in progress)
Certifications: CA - Chartered Accountancy, ICAI (India), Currently pursuing CPA
Interests: Travel, Badminton, Photography, Writing Poems
Work Eligibility: Do not require employment sponsorship

JACOB (JAKE) ALAN BERNS

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EDUCATION

The University of Texas at Austin	Master of Science in Finance	Spring 2020
	Overall GPA: 3.77	**GRE Quantitative Score:** 167/170	
Baylor University	Bachelor of Science, Mathematics; Minor, Computer Science	Spring 2020
	Honors College: Baylor Interdisciplinary Core	

EXPERIENCE

Morgan Stanley – *Investment Analyst;* Austin, TX   Fall 2019 – Present
- Researched investment strategies and aided in reporting duties for corporate clients' 401(k) plans containing between $2-$10M in assets
- Generated documents detailing attribution analysis and management commentary on underperforming funds within each 401(k) plan
- Revised asset amounts and allocations for each mutual fund for quarterly reports that were presented to clients
- Presented fund recommendations upon request of supervisors based on research of previous fund performance and plan need

Valify – *Machine Learning Intern;* Frisco, TX   Summer 2018
- Operated cooperatively with senior developer on a machine learning project written predominantly in Python
- Lead the tool to achieve over 80% accuracy in classifying transactions by inspecting model assumptions and testing methods
- Communicated directly with senior management and business development analysts about project development

Congress Energy Ventures – *Intern;* Austin, TX   Summer 2017
- Produced Excel spreadsheets thousands of rows of potential client data, sorted using algorithm to identify geographic areas of interest
- Initiated and followed up on negotiations regarding mineral interests with prospective clients through phone and email communication
- Aided in the development and execution of marketing campaigns through generation of mail flyers sent to prospective clients

ACADEMIC PROJECTS

Practicum in Finance – *Client: Scotia Bank*   Fall 2019 – Spring 2020
- Investigated strategic rationale behind recent private equity transactions and presented findings to a managing director at Scotia Bank
- Transactions analyzed included the Blackstone/Tallgrass take-private, Comstock/Covey Park reverse-merger, and the Oxy/Ecopetrol JV

Independent Study in Mathematics   Fall 2018 – Spring 2019
- Researched numerical methods to find solutions to partial differential equations relating to the random walk model in MATLAB
- Wrote paper discussing the importance of the Courant Number in maintaining stability with illustrations of stable vs. unstable solutions

LEADERSHIP EXPERIENCE AND ACTIVITIES

Baylor Weightlifting Club – *Founding Member*   Spring 2019
- Assisted in the founding and organization of the club through signing the University Charter and reaching out to potential members
- Cooperated in development of club strategy and mission: to promote and encourage healthy weightlifting practices at Baylor University

Baylor University Student Conduct Board – *Student Ambassador*   Fall 2017 – Spring 2018
- One of 2 students appointed to serve by the student body president alongside 1 faculty member from every department
- Attended sessions of nearly 6 hours that focused on logically analyzing evidence of possible violations of the Baylor Student Conduct Code

Service-Learning Facilitator – *Indian Springs Middle School;* Waco, TX   Fall 2016 – Spring 2017
- Taught a class of middle school boys about the importance of serving the community by focusing on a topic they cared about (sports)
- Oversaw production of a PSA film that the students presented to the entire school about the long-term damage of concussions in football

Zeta Zigga Zamma – *Volunteer,* Waco, TX   Fall 2016 – Spring 2019
- Volunteered for 300+ hours with 501(c)(3) non-profit organization that raised funds and worked with greater Waco charities
- Led a performance team in large scale fundraising event (Zing) and assisted in leading weekly Bible Studies at local homeless shelter

HONORS AND AWARDS

- University of Texas at Austin MS Programs Scholarship   Summer 2019 – Spring 2020
- Baylor University Provost's Gold Scholarship   Fall 2015 – Spring 2019

ADDITIONAL INFORMATION

Computer Skills: Bloomberg, CapitalIQ, Factset, MS Excel, Word, PowerPoint, C++, Python, R, MATLAB, LATEX, SQL

Certifications: CFA Level I Candidate December 2020

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

CAMERON CRUIKSHANK

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EDUCATION

The University of Texas at Austin Master of Science in Finance May 2020

Coursework Includes: Advanced Valuation and Modeling, Sensitivity Analysis, Financial Risk Management, Investment Theory and Practice, Fixed Income Analysis, Financial Statement and Security Analysis, Financial Accounting, Quantitative Trading Strategies, Advanced Corporate Finance, Financial Management, Private Equity, Raising Capital, Financial Strategy (Energy Firms), Valuation (Energy Investments)

The University of Texas at Austin Bachelor of Arts, Economics May 2017

McCombs Business Foundations Program, with Honors

EXPERIENCE

Benchmark Bank – *Personal Banker, Relationship Banker;* Austin, TX

May 2018 - June 2019

- Processed transactions such as withdrawals, deposits, ACH, and wire transfers
- Assisted with all customer service inquiries related to accounts, loans, online banking, and debit card troubleshooting
- Expanded relationships by maintaining a personal follow-up process and building a rapport with each customer
- Established and maintained close business relationships with select clientele to help improve customer satisfaction
- Organized a daily report of customer interactions for management team to stay up to date with client's personal lives
- Responsible for coordinating monthly audit reports
- Orchestrated new account openings while meeting strict compliance standards

ACADEMIC PROJECTS

SmartSand (SND) Spring 2020
- Worked directly with the CFO of SND while assuming the role of an institutional investor
- Met with a senior research analyst specializing in oilfield services to gather an understanding of industry trends, constructed a valuation model to provide a recommendation on SND's stock value, and pitched investment decision to CFO

Kellogg Valuation Summer 2019
- Comparable analysis
- DCF analysis

LEADERSHIP EXPERIENCE AND ACTIVITIES

Dallas TX, – *Special Needs Caregiver* Summer 2017 – Summer 2018
- Provided assistance with activities of daily living including grooming and communication skills
- Maintained a weekday routine surrounding schooling hours and organized weekend activities
- Administered meals, medications, and vitamins while nursing strict dietary restrictions

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, @Risk, PowerPoint, Access, Bloomberg Terminal, FactSet, Stata
Interests: Building computers, Writing opinion pieces, Managing personal investments, Golf
Work Eligibility: Eligible to work in the U.S. with no restrictions

NIKITA DOLIN

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EDUCATION

University of Texas at Austin	Master of Science in Finance	May 2020
	GRE: 328 (165 Quant 163 Verbal – 710 GMAT Equivalent)	
	Current GPA: 3.60	

Coursework Includes: Advanced Accounting, Financial Statement Analysis, Advanced Corporate Finance, Advanced Valuation, Private Equity, Raising Capital, Fixed Income

SOAS, University of London	Bachelor of Arts, International Relations and Economics	July 2018
	Overall Grade: Upper Second-Class Honors	

PROFESSIONAL EXPERIENCE

Scotiabank – *Investment Banking Practicum Student;* Houston, TX   Fall 2019 – Present
- Investigated strategic rationale for recent alternative structures and financing deals including reverse mergers, DrillCo's, JV's, and take-private buyouts
- Created case studies for reverse merger between Comstock / Covey, DrillCo between Carlyle / Diamondback Energy, and JV between Oxy / Ecopetrol to present to interested companies in upcoming year

Deutsche Bank – *Corporate Banking Analyst Intern;* London, U.K.   Summer 2017
- Covered UK multinational large-cap companies and non-bank financial institution (NBFI) companies
- Built three-statement projection models and performed financial statement analysis to support deal origination
- Facilitated pitching for pan-European cash management deal with BP worth £30M in revenue
- Analyzed credit ratings, bond issuances, and credit metrics of FTSE 100 oil & gas producers and utilities companies
- Decreased foreign exchange broker's net working capital requirement by £15M using bespoke solution focused on decreasing cash conversion cycle, then presented results to senior managers
- Created in-depth industry presentation on insurance and insurtech industries to be used in conferences
- Researched fuel hedging policies of European airline client and their competition, then presented findings
- Met with senior managers to plan and structure pitchbooks, and attended client meetings
- Performed due diligence on prospective clients and deals

ACADEMIC PROJECTS

Valuation Project – *Valuation FIN S286;* Austin, TX   Summer 2019
- Valued Kellogg using DCF and comps analysis, then issued buy rating due to stock being undervalued 23.04%
- Forecasted Kellogg's FCFF five years forward, then calculated terminal value using the company's EBITDA multiple
- Calculated the estimated share value of Kellogg as $78.98 by backing out equity value from enterprise value
- Valued Kellogg using Enterprise/EBITDA and P/E comps multiples and found share value of $83.57 and $66.94
- Performed sensitivity analysis on future revenue growth and EBITDA multiple, and created football field chart

LEADERSHIP EXPERIENCE AND ACTIVITIES

Banking and Finance Society at SOAS – *Founder and President;* London, U.K.   Summer 2016 – Summer 2018
- Founded and scaled society to 413 members while overseeing >20-person team in charge of functions and events
- Coordinated with team to execute 17 total networking, skill, and speaker events with various banks and firms

HONORS

- Distinguished Texas MSF Student Scholarship   Summer 2019

ADDITIONAL INFORMATION

Swimming: Swam against Olympians during 13-year swimming career that ended nationally ranked 292 in age group
Computer Skills: MS Word, Excel, PowerPoint, FactSet, Bloomberg
Languages: Conversational in Russian and Spanish, basic knowledge in Ukrainian
Interests: World history, water polo, traveling
Work Eligibility: Eligible to work in the U.S. with no restrictions

PAMELA EL HAYEK

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EDUCATION

The University of Texas at Austin	Master of Science in Finance	May 2020

Coursework Includes: Financial Statement Analysis, Investment Theory, Advanced Corporate Finance, Managerial Economics

The University of Texas at Austin	Bachelor of Arts, Economics; Bachelor of Arts, International Relations and Global Studies; Overall GPA: 3.25	May 2019

Universita Cattolica, Milan, Italy	Design in Context GPA: 3.7	Summer 2018

EXPERIENCE

Ntirety – *Finance Intern;* Austin, TX   Summer 2019 - Present
- Analyze working capital and cash flows of $150M of hosting company post-merger, identifying issues with billing, that led to the accelerated collection of approximately $4M in July
- Consolidate large amounts of data into pivot tables and schedules to help my team better analyze it, saving up to 75% of their time

College of Pharmacy Business Office of the Dean – *Student Assistant*; Austin, TX   Spring 2018 – Spring 2019
- Balanced bank accounts with values exceeding $150K and made sure all receipts were present along with the card holder's signature to ensure integrity and accuracy
- Simplified my supervisor's job by sorting, handling and filing invoices and checks

Soccer Shots – *Soccer Coach;* Austin, TX   Spring 2018 – Winter 2019
- Build the children's confidence by giving them the support to score a goal on their own and play as a team
- Impact the kids positively by teaching them new skills and new terms to help mature both physically and mentally

LEADERSHIP EXPERIENCE AND ACTIVITIES

MBA International Night – *Booth Planner;* Austin, TX   Spring 2019
- Succeeded in leading a booth of two volunteers and engaging more than 600+ attendees
- Provided food, built the booth and included an activity that 600+ attendees enjoyed with a $650 budget

Orthodox Christian Fellowship – *Social Chair;* Austin TX   Fall 2018 - Present
- Helped fellow members take a break from school by planning fun activities and outings
- Started interesting and educational topics by asking intriguing questions and making captivating comments

ACCOMPLISHMENTS

STEM Scholarship – *Austin Community College*	Fall 2015-Spring 2016
Study Abroad Scholarship – *University of Texas at Austin*	Summer 2018

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, HTML, Adobe Photoshop, STATA, Excel VBA, @Risk
Languages: Fluent in Arabic, English and French
Interests: Soccer, piano, cooking, languages, sketching
Work Eligibility: Eligible to work in the U.S. with no restrictions

DANIEL GREGORY FRICKS

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EDUCATION

The University of Texas at Austin   Master of Science in Finance   May 2020
McCombs School of Business   Overall GPA: 3.71

Relevant Coursework: Raising Capital, Private Equity, Investment Theory and Practice, Advanced Valuation and Modeling, Financial Statement Analysis, Financial Accounting, Portfolio Management, Advanced Corporate Finance

The University of Texas at Austin   Bachelor of Arts, Economics   May 2019
College of Liberal Arts   Minor: Real Estate Certificate from McCombs School of Business
          Overall GPA: 3.66

Relevant Coursework: Real Estate Finance and Syndication, Real Estate Investments, Urban Land Development, Taxation of Real Estate, Real Estate/Contract Law, Urban Economics, Finance, Accounting

WORK EXPERIENCE

State Street Properties: *Acquisitions Analyst* – Austin, TX   Fall 2019 – Present
Real estate investment and management company focused on multifamily assets in Austin, Texas
• Underwrote potential multifamily acquisitions in local class B and C product types as well as two retail investments
• Constructed investment book for distribution to investor base seeking equity for purchase of $12M multifamily portfolio
• Conducted market research and compiled ownership maps of areas with highly accretive demographic growth in Austin

Stonelake Capital Partners: *Summer Analyst* – Houston, TX   Summer 2019
Real estate private equity firm that acquires and develops industrial, multifamily, and office properties within the state of Texas
• Developed detailed industrial financial models using ARGUS and Excel to model cash flows, capital structure, and exit strategies
• Built dashboard for monitoring tenant makeup and rents of industrial portfolio, totaling over 2 million square feet across Houston
• Submitted term sheets for multiple industrial acquisitions including a $42 million-dollar, 8 building portfolio
• Designed leasing fliers and marketing books targeting lease up for industrial, office, and multifamily assets

Brigham Minerals: *Summer Analyst* – Austin, TX   Summer 2018
Privately held mineral acquisition company focused on unconventional shale plays throughout the US
• Constructed spreadsheets to organize over mineral owners by block and section across Bakken and Permian Basins
• Examined mineral appraisals to identify 2,000+ mineral owners covering 100,000+ mineral acres
• Customized offers in letters to landowners resulting in the acquisition of 200+ acres of mineral rights

LEADERSHIP & MEMBERSHIP

University of Texas Young Life: *Volunteer Leader* – Austin, TX   January 2016 – Present
Youth ministry focused on outreach to students ranging from a variety of demographics and financial backgrounds
• Served as a mentor to the male high school students of Saint Michaels Catholic Academy
• Planned and executed "Young Life Club" each Monday evening for members of the organization and their friends

Campus Men's Initiative: *Executive Board Member* – Austin, TX   Fall 2015 – Spring 2018
Student-led initiative to unite UT students from different ministry and organizational affiliations
• Advanced from youngest member of the Executive Board to Co-Leading the organization as an upperclassman
• Oversaw the budgeting, purchasing, and preparation of food for all 200+ attendees for each semesterly event

Kanakuk Camps: *Summer Staff* – Branson, MO   Summer 2016
Christian summer sports camp focused on discipleship and leadership development in the next generation
• Served as a mentor, older brother, friend, and coach to 40 young men over the course of the summer as a cabin counselor
• Chosen by leadership staff to help supervise and train up the incoming college freshmen in the Counselors in Training Program

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, MS Excel, MS PowerPoint, CoStar
Interests: Commercial Real Estate, Snowboarding Trips, Ultimate Frisbee, Thai Food
Involvement: Urban Land Institute, Undergraduate Real Estate Society, Young Life, Reformed University Fellowship, Beta Upsilon Chi
Work Eligibility: Eligible to work in the United States with no restrictions

MAYEESHA M. ISLAM

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EDUCATION

The University of Texas at Austin	Master of Science in Finance	May 2020
	Overall GPA: 3.73	

Coursework Includes: Financial Management, Financial Accounting, Advanced Valuation and Modeling, Investment Theory and Practice, Financial Statement and Security Analysis, Portfolio Management, Advanced Corporate Finance, Fixed Income Analysis, Financial Technology, Raising Capital, Financial Accounting Standards and Analysis I & II

North South University, Bangladesh	BBA, Finance & Accounting and Economics	May 2015
	Overall GPA: 3.81	

FINANCIAL PROJECTS

BA 191/Practicum in Finance – *Client: The Claro Group*   Spring 2020
• Analyzed financials to determine efficiency and profitability of marketing efforts in retention and growth of customers
• Recommended allocation of marketing budget and new marketing strategies based on findings of the analysis

FIN S286/Valuation – *Valuation of The Kellogg Company*   Summer 2019
Estimated Enterprise Value and Equity Value over a planning period of five years through Discounted Cash Flow method by estimating the terminal value under Gordon Growth Method and Multiples of Comparable Companies method

EXPERIENCE

STANDARD CHARTERED BANK – *Assistant Relationship Manager;* Bangladesh   November 2017 – October 2018
• Managed overall relationship of client portfolio of $10M operating in Fast-Moving Consumer Goods (FMCG), Pharmaceuticals, Liquefied Petroleum Gas (LPG), Power & Energy industries
• Assessed clients' creditworthiness via evaluation of financial statements, security, collateral and parent support policies
• Reviewed and resolved risk triggers and covenants through on-going monitoring against economic and market events
• Extended support on new business transactions (i.e. deal execution and draw-down, credit and legal documentation, limit loading, and coordination with Product Sales on fee letters)

STANDARD CHARTERED BANK – *Country COBAM Specialist;* Bangladesh   May 2015 – November 2017
• Performed Client Due Diligence (CDD) of new and existing client portfolio of 400+ clients
• Enhanced client experience by adhering to "Once to Client" rule while reach out for missing/additional documents
• Reduced client on-boarding time to 10 working days by efficiently tracking Turn Around Time of on-boarding procedure via proactive identification of blockages/hotspots and timely escalations

MGH GROUP – *Management Trainee, Strategic Planning;* Bangladesh   June 2014 – March 2015
• Analyzed performance reports of business verticals in different markets against market and competitors' data
• Evaluated business opportunities, then prepared project proposals for assessment by senior management
• Assisted business verticals in different markets in the preparation and finalization of yearly budget

LEADERSHIP EXPERIENCE AND ACTIVITIES

Standard Chartered Bank   January 2018 – September 2018 | June 2017 – October 2018
• One of the 20 participants of bank's first nine-month long Female Leadership Development Program
• Anchored and Tracked priority clients' onboarding across SCB global footprint as COBAM Fast Track Champion

HONORS

• Graduated Summa Cum Laude   May 2015

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Python
Language: Fluent in Bengali
Interests: Travelling, Aerobics
Work Eligibility: Eligible to work in the U.S. with no restrictions

SHANGCHEN (EDEN) JIANG

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EDUCATION

The University of Texas at Austin	Master of Science in Finance	May 2020
	Overall GPA: 3.86, GRE: Verbal 162, Quant 170	

Honor: Texas MSF Distinguished Student Scholarship Recipient

Coursework includes: Advanced Valuation, Financial Accounting, Financial Statement Analysis, Investment Theory & Practice, Advanced Corporate Finance, Fixed Income Analysis, Finance with Python

University of California, Berkeley	Bachelor of Arts, Statistics; Bachelor of Arts, Economics	May 2019
	Overall GPA: 3.31	

FINANCIAL PROJECTS

Smart Sand Stock Pitch Practicum Project – *Client: Smart Sand*   Fall 2019 – Spring 2020
- Analyzed the company's performance and the industry trend; forecasted the company's future outlook
- Valued Smart Sand's stock utilizing the Discounted Cash Flow and the Comparable Company Analysis methods
- Will be presenting the results to the senior executives at Smart Sand

Kellogg's Valuation Project – *Class: Valuation (FIN S286)*   Summer 2019
- Forecasted Kellogg's FCF to firm and to equity for the firm's enterprise value and equity value; estimated the WACC, and calculated the terminal value using the Gordon Growth method and the Terminal Multiples method
- Compared the results using Comparable Company Analysis and performed sensitivity analysis

EXPERIENCE

Bowline Hospitality Group – *Search Fund Private Equity Analyst Intern;* Key West, FL   Spring 2019
- Sourced and evaluated more than 150 potential acquisition targets (boutique hotels) in the Napa/Sonoma County area

Madison Park Group – *Research Analyst Intern;* New York, NY   Spring 2018 - Summer 2018
- Collected information of over 6,000 small-cap and mid-cap technology companies in the U.S.; conducted research on companies that had 20-50 employees and received VC funding within the last 12 months; compiled the data into excel spreadsheets to develop profiles of those companies and an industry database to identify potential clients
- Participated in a 2014 M&A capital raising case study of client company Magnitude Software; walked through key concepts, assumptions, and analysis of the M&A capital raising model

Changjiang Securities – *Investment Banking Summer Analyst;* Wuhan, China   Summer 2017
- Assisted with the due diligence process for the IPO of a chemical company in Wuhan, China; analyzed the financial records of the past 3 years; assisted in the investigation of the crime records of more than 30 board members, supervisors, and senior managers; analyzed the current PP&E and inventory; and complied a 400-page prospectus that outlined the business model, competitive landscape, financial records, and ownership and management information
- Communicated and coordinated on a daily basis with the client's finance department as well as other external parties

LEADERSHIP EXPERIENCE AND ACTIVITIES

Berkeley Stanford China Forum (BSCF) – *Head of Logistics/Advisor* (Fall 2018/Fall 2019)   Summer 2016 – Fall 2019
- Spearheaded the marketing efforts by managing event materials and promotional products; developed event planning strategies; reached out to manufacturers about production details; and kept close track of all productions
- Worked with the career center to advertise the forum; resulted in an accumulated attendance of 2,000+ people

ADDITIONAL INFORMATION

Certificate: CFA Level I candidate
Computer Skills: MS Word, Excel, PowerPoint, R, Python, Bloomberg, Capital IQ, FactSet
Language: Fluent in Mandarin
Interests: Intramural soccer, intramural basketball, traveling, singing, video gaming

RONAK PATEL

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(917) 386-5478

EDUCATION

The University of Texas at Austin	Master of Science in Finance GPA (so far): 3.91 GMAT: 760/800	May 2020

Coursework Includes: Accounting, Excel Models, Monte Carlo Simulation, Monetary Policy, Introductory Macro and Micro Economics, Private Equity, Raising Capital (IPOs, Venture Capital, Debt), CAPM, FinTech, Portfolio Management, Valuation Methodologies (DCF, Comparable Multiples, Precedent Transactions), Sensitivity Analysis, Risk Management

Rice University **(Houston, TX)**	Bachelor of Science, Mechanical Engineering Overall GPA: 3.95 GRE: 339/340	May 2012

EXPERIENCE

Family Office – *Investment Manager;* Primarily Indian Markets   Summer 2013 – Spring 2019
- Drove shift in attitude towards listed stocks. Led to increase in allocation from 0% to >30% of portfolio
- Distilled annual reports into summary factsheets for over 50 businesses
- Wrote script to fetch debt prices and combine them with payout schedules to calculate IRRs
- Managed the listed securities portion of the overall portfolio
- Wrote custom software to keep track of trades and capital gains
- Created quarterly portfolio update charts
- Analyzed and recommended investment in 2 office spaces for rental income
- Identified and profited from a recurring buyback arbitrage opportunity before the market did
- Used historical snapshots from Google Earth to validate a company's progress and make an investment
- Maintained books of accounts

Freelance Programmer   Summer 2013 – Fall 2018
Sample Projects:
- Georeferenced and digitized town planning maps. Stored extracted features in an SQL database. Retrieved and displayed specific features on google maps on-demand.
- Gathered over 10 million rows of data on unclaimed dividends and made searchable using solr.
- Cleaned and stored monthly electricity consumption data on over 5000 businesses in MySQL. Ran calculations to find instances of over-billing.

HONORS

- Titans of Investing – A Class led by Britt Harris, UTIMCO's CEO and CIO   Spring 2020
- Texas MSF Distinguished Student Scholarship   Summer 2019 – Spring 2020
- Rice University - Full Scholarship   Fall 2008 – Spring 2012

ADDITIONAL INFORMATION

Computer Skills: MS Office Suite, Google Sheets, QGIS, Virtualmin, FactSet
Programming Languages: PHP, SQL, JQuery, Python (a little bit)
Interests: Physics (of really big and really small things), Long walks, Doodling, Big 5 Problems

Matthew J. Rasmussen

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EDUCATION

The University of Texas at Austin	Master of Science, Finance	May 2020
McCombs School of Business	Cumulative GPA: 3.26	

Current Coursework: Valuation of Energy Investments, Energy Firms, Getting Product to Market, Private Equity, Accounting Standards & Analysis I & II. Past Coursework: Adv. Valuation, Financial Accounting, Financial Management, Valuation, Adv. Corporate Finance, Investment Theory, Financial Statement Analysis, Statistics, Managerial Economics

Current: Breaking Into Wall Street: Financial Modeling Fundamentals, Oil & Gas Modeling

The University of Texas at Austin	Bachelor of Science, General Geology	May 2019
Jackson School of Geosciences	Overall GPA: 3.13, Upper Division GPA: 3.41	

FINACIAL & ACADEMIC RESEARCH EXPERIENCE

Practicum Project – *MSF Final Project*   Jan. 2020 – Mar. 2020
Evaluation of strategic financial alternatives for a distressed O&G company, working with and presenting to Deloitte Ltd.

- Researched and discussed current state of oil & gas industry
- Developed valuation and comparable excel models to asses company and potential financial strategies

Undergraduate Research Assistant – *Dr. Peter B. Flemings' Lab Group;* Austin, Tx   Aug. 2018 – May 2019
Research focus: Energy, with a specialized focus in shale permeability

- Microsoft Excel data analysis, reduction, and organization
- Experimental setup, sample preparation, equipment maintenance

WORK EXPERIENCE

BlackBrush Oil & Gas – *Geology Intern;* San Antonio, TX   Summer 2018
Main project: Evaluation of a legacy well for potential conversion to a SWD well

- Analyzed well log & 2D seismic data along with performing subsurface mapping of the SWD reservoir
- Researched economic and regulatory information pertaining to disposal wells

BXP LTD. – *Intern;* Dallas, TX   Summer 2017

- Gathered and produced economic, production, and geographic well information for land packages to be sold on Energynet.com, of which one package sold for $10,000,000 and another for $11,000,000

HONORS & ACTIVITIES

Texas MSF Distinguished Student Scholarship	Jul. 2019 – May 2020
Texas MSF Prospective Student Ambassador	Jul. 2019 – May 2020
Samuel B. Wilson Leadership Award & Scholarship – Phi Gamma Delta	Apr. 2018
Elected Permit Chair and Social – Phi Gamma Delta	Mar. 2017 – Mar. 2018

ADDITIONAL INFORMATION

Computer Skills: MS Excel, Word, PowerPoint, Drillinginfo.com, @Risk

Work Eligibility: U.S. Citizen

Interests: Hunting, Coastal Fishing, Fly fishing, Camping, Texas/NCAA Football, Travel

ROBERT "PRESTON" RAY

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EDUCATION

The University of Texas at Austin	Master of Science in Finance	May 2020
	Honors: 1st Place in Stock Pitch Competition, Merit Scholarship	
	GMAT: 740 (97th Percentile); GPA: 3.39	

Projects: Deloitte Practicum Project on Chesapeake Energy, Valuation of Kellogg

Core Coursework: Financial Management, Valuation, Investment Theory and Practice, Advanced Corporate Finance, Managerial Economics, Statistics, Advanced Valuation and Modeling, Real Estate Finance, Financial Strategies in Private Equity, Risk Management, Raising Capital, Valuation of Energy Investments, 10 total hours of Accounting coursework

The University of Texas at Austin	Bachelor of Science in Mechanical Engineering	December 2018
	Business Foundations Certificate	

EXPERIENCE

Vega Energy Partners, Ltd. – *Intern;* Houston, TX   Summer 2015, 2017-18
- Conducted industry-related research and presented findings to internal group of executives, managers, and analysts. Research included comparative analyses of (i) certain natural gas producers in the Marcellus and Haynesville shale regions and (ii) certain Liquified Natural Gas export facilities.
- Computed net present value and rates of return for prospective pipeline agreements and natural gas storage contracts.
- Prepared "pitch book" slides used to raise $350 million in outside capital for natural gas pipeline development efforts.
- Used electronic scheduling system to nominate, schedule and deliver natural gas on the Transco pipeline system.

Crisdel Group, Inc. – *Intern;* South Plainfield, NJ   Summer 2016
- Supported project managers on the New Goethals Bridge Replacement Project, runway construction at JFK Airport, and curb work at New York University in Manhattan; corresponded daily with general contractor clients.
- Forecasted sustainability of pile caps on Goethals Bridge by detecting and diagnosing cracks in foundation.
- Coordinated maintenance of traffic structures and analyzed competitive pricing on materials.

Kanakuk – *Leadership Team, Director of Training Program, Unit Coordinator;* Branson, MO   Summer 2014-16, 2018-19
- Supervised all campers and staff; managed operations and scheduling logistics; oversaw discipline issues.
- Administered training program for junior counselors; led tennis program; University of Texas Campus Representative.
- Organized PowerPoint presentations; improved recruiting efforts; interviewed staff and evaluated staff performance.

MD Anderson Cancer Center – *Intern;* Houston, TX   Summer 2013
- Contributed as an author to textbook *Parathyroid Surgery: Fundamental and Advanced Concepts*.
- Published research article "Limiting the Risks of Radiation Exposure in Diagnostic Imaging."

LEADERSHIP EXPERIENCE AND ACTIVITIES

Young Life – *Team Leader, Volunteer*; Dripping Springs, TX   Spring 2015 – Fall 2018
- Led meetings (two per week) for high school students; organized trips and community events for students.
- Directed and mentored team of undergraduate and postgraduate volunteers.

Beta Upsilon Chi – *Member;* Austin, TX   Fall 2014 – Spring 2018
- Leadership positions held: Pledge Class Representative (Spring 2015-2018); Brotherhood Events Committee (Fall 2016); Rush Guide (Summer 2015).

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, Bloomberg Terminal, MATLAB, SolidWorks

Languages: Elementary Proficiency in Spanish (ILR Level 1)

Interests: Tennis, Basketball, Golf, Travel, Cinema

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

SID RUMALLA

(832) 452-4566 | sid.rumalla@gmail.com | Austin, TX | https://www.linkedin.com/in/sid-rumalla/

Seeking: Full-Time Position

EDUCATION

The University of Texas at Austin

McCombs School of Business: *Master of Science in Finance*   July 2019 - May 2020
Technical work: Finance/Consulting Project with Claro Group, Corporate
Finance (Excel – Modeling and Quantopian), Advanced Valuation
(Excel – Valuation, VBA), Financial Accounting, Managerial Accounting,
Financial Statement Analysis, Statistics, Investments, Economics, Strategies

Health Informatics and Information Technology Graduate Certificate   May 2018 - July 2018
Technical work: Project using SQL, Tableau, Excel (diagnoses & cost codes)

Health Science Center: *Master of Public Health | GPA: 3.86/4.0*   August 2017 - May 2019
Technical work: Statistics (Stata), Epidemiology

College of Natural Sciences: *B.S. in Public Health with Health Professions Certificate | GPA: 3.54/4.0*   August 2014 - May 2018
Technical work: Probability, Statistics (R), Epidemiology

PROFESSIONAL EXPERIENCE

The University of Texas at Austin, *Health Data Analytics & Informatics Intern*, Austin, TX   May 2018 - July 2018
- Completed intensive Health Analytics & Informatics certificate program
- Achieved project on benefits of natural language processing (NLP) implementation in medical settings
- Analyzed patient data using SQL, Tableau, and Excel to match patient diagnoses and cost codes
- Gained experience with Electronic Health Records (EHRs) including Cerner, eClinicalWorks, OpenEMR, and AllScripts

City of Hope, *Bioinformatics Intern*, Los Angeles, CA   June 2017 - August 2017
- Accomplished digital pathology project to better automate cancer detection using software to scan cell images
- Consulted with pathologists to begin using MATLAB and Image-Pro Premier technologies in daily cancer analysis
- Collaborated with research specialists to determine efficient implementation of software solution in hospital setting

Hospital Corporation of America IT & Services Department, *Health IT Intern*, Houston, TX   May 2017 - June 2017
- Solved IT and troubleshooting tickets with IT experts regarding EHR software such as MEDITECH
- Provided input with Managers on $10+ million IT projects regarding implementation & interoperability

Self-Employed, *Piano/Keyboard Teacher*, Austin, TX   August 2017 - Present
- Teach weekly, $20, half-hour lessons to over 30 novice students in piano/keyboard and music theory

The University of Texas Chemistry Department, *Researcher and Teaching Assistant*, Austin, TX   August 2016 - May 2017
- Developed piperidine-based drugs to treat African sleeping sickness in Organic Lab with Principal Investigator
- Tutored over 50 students in Introductory Chemistry courses for professors via office hours and personalized sessions

LEADERSHIP EXPERIENCE

Texas Business Healthcare Association, *Committee Chair of Events*, Austin, TX   August 2017 - May 2019
- Hosted numerous events such as $10,000 case competitions and improved campus outreach to hundreds of students

Desi Dance Network, *Logistics Chair + Sponsorship Chair + Liaison*, Houston, Austin, Dallas, TX   August 2014 - May 2019
- Organized 7 national competitions: Jhalak 2015, Taal 2016, Bollywood America 2017, Raas Rodeo 2016/2017/2018/2019

Texas Public Health, *Social Officer and Mentor*, Austin, TX   August 2014 - May 2018
- Hosted large events with over $1,000 budget and mentored over 60 members (younger students)

Dell Children's and Memorial Hermann Hospitals, *EKG Assistant and Volunteer*, Austin, Houston, TX   August 2014 - December 2016
- Used hospital software and Excel in both delivery of electrocardiograms (EKGs) to patients and data entry & analysis

ADDITIONAL INFORMATION

Technical Skills: Microsoft Excel (VBA, Modeling, Financial Valuation), various health & imaging software, SQL, Tableau, Stata, R
Interests: Playing instruments & attending concerts, running (marathon completer), playing racquetball, gaming, traveling, juggling
Work Eligibility: U.S. Citizen - Eligible to work in the U.S. with no restrictions

Section 6:

Graduate Students in Information Technology and Management (MSITM) Graduating in May 2020 and Looking For a Full-Time Job

SAM BELL

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Austin, TX | (512) 767-8171

EDUCATION

The University of Texas at Austin	Master of Science in Information Technology and Management	May 2020

Coursework Includes: Database Management, Cognitive Computing, Advanced Data Mining & Web Analytics, User Generated Content Analytics, Big Data & Distributed Programming, IT Strategy & Change Management, Blockchain, Design Methods

Angelo State University	Bachelor of Business Administration, Management Information Systems	May 2014

TECHNICAL SKILLS

SQL	HTML/CSS	Automated Testing	Python
Vue.js	Business Intelligence	Quality Assurance	Flask
Express.js	Git	RESTful Services	Pandas

EXPERIENCE

WORKSUITES – *Full Stack Software Developer*; Austin, TX   April 2017 – Present
- Wrote custom SQL queries to create a business intelligence dashboard of company performance metrics.
- Programmed Express.js routes, controllers, and services for internal and public facing applications.
- Developed an in-house CRM that employees use for managing business leads, contact templates, agreements, tours, and viewing analytics.

United Services Automobile Association

Software Developer/Integrator II; San Antonio, TX   July 2016 – April 2017
Software Developer/Integrator III; San Antonio, TX   June 2014 – July 2016
- Owned 70+ test automation assets in Member Eligibility used for daily automated regression testing.
- Test Lead for three agile and waterfall project teams in Member Eligibility and Contact Center domains.
- Coded 44 automated tests using Java and Selenium in a page-object-model design.

TECHNICAL PROJECTS

Capstone Project   Spring 2020
- Enhancing an open source feature-flagging tool from H-E-B using Spring Boot (Java), Nuxt.js, MySQL, JIRA and Docker.

Employee Rewards Application   Fall 2019
- Developed an employee-to-employee reward system with Vue.js, Express.js, Postgres and Heroku.

Pickup Events / Social Activities   Summer 2019
- Built an application for social pickup events using Vue.js, Python Flask, Kotlin and Google Cloud.

HONORS

- USAA Quality Cup Award   July 2016
- Angelo State University Dean's List   Fall 2010 – Spring 2014

ADDITIONAL INFORMATION

Interests: Volunteering with nonprofits such as Seton Family of Hospitals and the Central Texas Food Bank.
Work Eligibility: U.S. citizen eligible for employment without sponsorship.

ABHILASH VIKRAM GUPTA

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EDUCATION

The University of Texas at Austin – McCombs School of Business   Jul 2019 – May 2020
Master of Science in Information Technology and Management
- GPA of 3.86; in line to graduate with high honors
- Coursework includes Design Methods, Data Science, Internet of Things and User Generated Content Analytics

R.V. College of Engineering, Bangalore, India   Sep 2010 – Jun 2014
Bachelor of Engineering in Electrical and Electronics

WORK EXPERIENCE

Oracle – *Developer, Cloud Access Security Broker (CASB)* – Bangalore   Apr 2018 – May 2019
- Set up security policies, reports and alerts using Java with Cassandra for Oracle Cloud Infrastructure (OCI) bringing Oracle's own strategically critical cloud platform into CASB monitoring systems
- Made fast policy loading process – developed with Python using AWS S3 buckets and automated with Jenkins – reducing client deploy time from 3-4 weeks to less than 1 day; lauded by director of Threat Lab
- Wrote/deployed iterative lag-tolerant Python + CQL script on a live environment involving millions of lines of multi-tenanted client data, solving an ongoing crisis on the EU stack of the cloud service within 24 hours

Oracle – *Application Engineer, Primavera Project Management Application* – Bangalore   Nov 2014 – Apr 2018
- Designed and rewrote resource-to-activity assignment feature using Java and Javascript, evaluated to be flawless by internal committee review
- Implemented pluggable document management panel interface for easy consumption by development teams; this saved 20+ days of dev time within 3 months and remains in active use
- Developed rolling charts with Java and JS with d3js to represent time phased data involving resource availability/utilization, providing project managers visual clarity enabling optimal utilization of labor/non-labor resources

SOFTWARE SKILLS

Programming Languages
- JavaScript – React, React Native, Node and libraries such as jQuery, lodash & express
- Python – Flask, SQLAlchemy; machine learning libraries like scikit-learn & fastai
- Java – upto Java 8 with Spring, Jersey and Jackson

Databases: Oracle, MySQL, SQL server in SQL and Cassandra in NoSQL

ACADEMIC PROJECTS

Dover Fueling Solutions, Austin, TX   January 2020 – May 2020
- Currently leading development on a Capstone project with Dover Fueling Systems (DFS) to investigate new-age payment technologies that involve IoT, .NET core, multiple Azure cloud services and mobile applications

Advanced Programming and Application Development, Austin, TX   July 2019 – August 2019
- Made proof-of-concept parking solution for UT consisting of a Google cloud server and React Native mobile apps which help commuters view space availability and then reserve, occupy and relinquish parking spots

INTERNSHIPS

Cisco Systems – *Enterprise Release Management Organization* – Bangalore   Jan 2014 – May 2014
Indian Institute of Science – *Robert Bosch Centre for Cyber Physical Systems* – Bangalore   Jun 2013 – Jul 2013

ADDITIONAL INFORMATION

Hobbies: Certified scuba diver, amateur historian and Arsenal fan

Work Eligibility: Non-resident; have been granted OPT EAD, am eligible for STEM OPT extension and will require visa sponsorship in the long term

STEPHEN (DARASIMI) OLUWANIYI

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EDUCATION

The University of Texas at Austin   **MS Information Technology and Management**   **May 2020**

Coursework Includes: Cognitive Computing, Advanced Data Mining & Web Analytics, User Generated Content Analytics, Big Data & Distributed Programming, Machine Learning, Internet of Things, Design Thinking

University of Minnesota, Twin Cities   **BA Computer Science; Minor in Management**   **May 2016**

Technical Skills: Python, Docker, Rancher, Jenkins, AppDynamics, GIT, Kotlin, ServiceNow, VMWare, Google Cloud Platform, Android Studio, MYSQL, Flask, Proficiency in Linux OS, AWS, Postman, Jira, Tableau, REST APIs

EXPERIENCE

Deluxe Corporation–*DevOps Engineer, Small business services team;* Minnesota, USA   October 2018 – June 2019
- Managed team-owned infrastructure and CI pipeline with Rancher, Jenkins and custom integrations
- Designed and documented procedures for system troubleshooting and maintenance
- Ensured stability of application responsible for processing daily batch transactions by configuring AppDynamics monitoring in prod environment to detect potential errors and assist in performing root cause analysis in the event of an outage
- Contributed to driving maximum efficiency within the team by participating and tracking progress of tasks in bi-weekly sprints using agile methodology framework

Deluxe Corporation–*Cloud Support Engineer, Infrastructure team;* Minnesota, USA   June 2016 – September 2018
- Provided system administration support to customers for Linux and Windows operating systems including recommending best practices to drive security and stability
- Utilized DevOps methodologies and worked with application developers, security and network engineers to guide the development and implementation of cloud applications, systems and processes
- Boosted efficiency within team workflow by automating repetitive and daily tasks with the implementation of shell scripts
- Provided fast value-add responses to inbound tickets from customers, acknowledged receipt and provided next steps to the customer via different communication platforms including ServiceNow tool

TECHNICAL PROJECTS
- Implemented a web-based event booking application with the use of Python, SQLite and Flask Framework; application was deployed to Google Cloud platform to be hosted publicly
- Designed an android app for the web-based application to provide an easier level of accessibility.
- Utilized predictive modelling techniques, data preprocessing techniques and data visualization to gain insights on what attributes are responsible for a high grossing movie
- Prototyped a very simple pedometer application for Android with the use of a micro bit to record the steps while communicating the steps data to a raspberry pi which was then published to the app via MQTT broker
- Implemented REST API functionality to interface between database and front-end application

LEADERSHIP EXPERIENCE AND ACTIVITIES

National Society of Black Engineers Twin Cities Professional Chapter – *I.T. chair*   August 2016 – May 2017
- Updated and Maintained the official website for the NSBE professional chapter at the twin cities
- Organized workshops to help members get familiar with latest technology that can help drive success among college students

ADITYA (AADI) SHETTY
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EDUCATION

The University of Texas at Austin   Master of Science in Information Technology and Management   May 2020
Coursework Includes: Business Data Science, Big Data and Distributed Programming, Cognitive Computing, Advanced Data Mining & Web Analytics, Marketing Analytics, Advanced Programming & App Development, Machine Learning, Internet of Things

University of Pune   Bachelor of Technology, Electronics and Communication   May 2010

SKILLS

Programming Skills: Python, R, SQL, PL – SQL (Oracle Certified), Core Java, Kotlin (Android),JSON
Business Intelligence & Analytics: Oracle BI Publisher, Oracle Business Intelligence Enterprise Edition, ETL
Data Science: Pandas, Numpy, Scikit-Learn, XGBoost, TensorFlow, Keras, Natural Language Processing, Machine Learning, PySpark, MapReduce, Hadoop, Hive, Kafka, Apache Spark, Regression Tress, Logistic, Lasso, Ridge regression, Logistic Regression, Clustering, Neural Network
Visualization Skills: Tableau, Alteryx, Excel, Power BI, matplotlib, Seaborn
Platforms & Methodologies: AWS, Azure, Google Cloud Platform, Oracle Transportation Management (ERP), Oracle R12 EBS, Agile, SDLC

Winner – Dover Fueling Solution (DFS) Hackathon 2020 - Researched the existing C- store business model, built a SaaS ecosystem on Microsoft Azure, mobile app, REST APIs in Python Flask, and Azure ML services with a focus to drive sales and add value to merchants, customers and DFS.

EXPERIENCE

Accruent, LLC – *Machine Learning Engineer*, Capstone Project*;* Austin, Texas   **Jan 2020 – May 2020**
- Scrape, clean and transform work order data and user manual instructions using Natural Language Processing to build a chatbot using tensor flow neural network machine learning model; deployed on AWS.

Ingersoll Rand – *Senior Consultant Analytics and Data Science,* Davidson, North Carolina   **Dec 2015 – Jun 2019**
- Led business analytics initiatives, translated business requirements and worked collaboratively with different cross functional teams.
- Interpreted large datasets related to inventory, shipping and IoT sensor data, performed feature engineering and build machine learning models to improve carrier optimization by 20% and predict batch job failures with over 80% accuracy using XGBoost.
- Developed forecast models (ARIMA), predictive models(SGD) to predict shipment processing, delivery times with more than 90% accuracy.
- Built Gaussian Mixture Models to segment customers and assisted the marketing team in A/B Testing to determine right product offerings.
- Retrained existing Machine Learning models, developed complex business intelligence reports using Oracle Business Intelligence Publisher, data warehousing tool: Oracle Business Intelligence Enterprise Edition, developed Supply Chain analytics visualizations in Tableau and Alteryx.

Tata Consultancy Services- *Senior IT Analyst,* Pune, India   **Aug 2013 – Nov 2015**
- Designed Oracle database applications, XML integrations, incremental data refresh from OLTP to OLAP data lakes using ETL and PL-SQL.
- Automated the financial reconciliation process resulting in 30% cost savings and giving granular level visibility to order details and cost allocation.
- Worked extensively on SQL ad hoc reporting, snowflake and star schema data modelling, performance improvement, query optimization and tuning projects – reduce the ETL and materialized views execution time by 60% for a major US retail giant.
- Led multiple client facing supply chain and transportation management implementations for clients spread across various industries- retail, manufacturing, oil and gas (Oracle OTM and EBS R12 - on premise and cloud).
- Designed and developed key KPIs to measure performance across business units and gain strategic insights to drive growth and performance.

Tata Consultancy Services- *Software Engineer,* Pune, India   **Sep 2010 – Jul 2013**
- Developed user interfaces using Java Server Pages, XSLT, CSS and maintained third party integrations and APIs.

ACADEMIC PROJECTS

Here We Go – Sports and Health Management System   **Summer 2019**
- Designed a web and android app using Python, Flask, Kotlin, SQLAlchemy and deployed on Google Cloud Platform. Built an IOT based health app that predicts and assigns fitness goals to the user based on the weather and publishes their achievements on Twitter.

Machine Learning / Business Data Science Projects   **Fall 2019**
- FIFA Manager: Found optimal replacements for a club's outgoing player by using with cosine similarity scores. Build an ideal playing eleven with a given budget. *medium blog.* Analyzed data breaches to classify HIPAA violations using Gradient Boosting classifier with more than 70 % accuracy.
- Worked on various supervised / unsupervised machine learning projects and deep learning projects like object(image) detection classifications and adversarial attacks on a Faster R-CNN model using neural networks - CNN, LSTM and Tensor Flow. *medium blog*
- Movie and song recommender systems using item and collaborative filtering using Apache Spark, MapReduce and Pandas.

Olist Sales and Marketing Spend Strategy   **Fall 2019**
- Built times series and strategized product marketing channels to maximize customer lifetime value and minimize spend.

Sentiment Analysis and Brand Strategy   **Fall 2019**
- Scraped reviews, Twitter tweets, image analytics to reveal public perception, sentiments and brand perception by using Lift Analysis, LDA Topic Modelling and sentiment classification methods. Suggested methods to improve engagement metrics by 30%.

SHIKHA SINGH

shikha.singh@utexas.edu • www.linkedin.com/in/shikhasingh1212 • Austin, TX • (408) 775-4032

EDUCATION

The University of Texas at Austin	Master of Science in Information Technology and Management(**GPA 4/4**)	May 2020
Amity University	Bachelor of Technology, Computer Science (**GPA 7.64/10**)	May 2011

TECHNICAL SKILLS

Programming: Python, ApacheSpark (PySpark), Java, SpringBoot, Vue JS, SQL, Html, Kotlin
Industry Knowledge – IT Risk Management, Regulatory Compliance, IT Strategy, PCI DSS, HIPAA, GDPR, NERC CIP
Tools & Technologies – Tableau, OAM, RSA Archer, ServiceNow, SSIS(ETL), JIRA, Visio, Git, Google Analytics(Certified)
Others – Supervised and Unsupervised Machine Learning (Regression, Classification, Clustering, Bagging, Boosting)

WORK EXPERIENCE

Deloitte – Lead Solution Advisor, Deloitte Advisory - Cyber Risk Services, Bangalore, India   2015-2018
- Led governance, risk and compliance transformation projects crossing industries, security domains, tools and technology with team size ranging from 2 to 12.
- Designed and implemented enterprise-wide Third-Party Risk Management ("TPRM") solution incorporating 14 third-party types and 7 risk domains leveraging RSA Archer to enable and assist ETPRM workflow activities. The program was built from the ground up, leveraging and integrating existing programs and built on and changed those that lacked maturity and/or did not fit in the proposed future state.
- Designed identity lifecycle management strategy and roadmap for improving the maturity of IAM services, operational efficiency, and end-user satisfaction for multiple clients.
  - Engaged with client's stakeholders to understand the current state of its Identity and Access Management (IAM) platform. Analyzed capabilities and pain-points of existing setup.
  - Documented high level needs across and suggested options for conceptual future state architecture depicting services and integration points. Developed summary-level use case based on identified requirements.
  - Developed a multi-year prioritized, high-level implementation timeline to achieve future state conceptual architecture, meet requirements and address existing pain points.
  - Defined high level IAM program organizational constructs and identified governance processes required for establishing a sustainable IAM program.

Wipro Technologies – Senior Project Engineer, Bangalore, India   2012-2014
- Planned and executed Common Control Framework based on industry standards and best practices aligning with multiple regulatory and legal requirements such as GDPR,PCI, etc. Built analytical reports and dashboards for businesses and auditors to monitor compliance health in real time, resulting in a 40% reduction of efforts.
- Designed star schema data models for 10 million+ assets and softwares for Business Intelligence reporting by bringing data from disparate sources to a unified platform and performing transformations using SSIS. Presented insights by extracting key ideas from the visualization of quantitative data set to make better business decisions.

TECHNICAL PROJECTS

- **Capstone Project – HEB**: Enhanced HEB's open source feature-flagging tool "Togglr" (**Backend: Springboot, Frontend: Vue JS**) by improving its security capabilities (SS0, granularity in user authorization, etc.) and flexibility(support for canary releases, etc.).
- **Social Media Analytics**: Web scraped social media conversations from a discussion thread about Midsize-Sedans on Edmunds forum and performed detailed analysis to provide valuable insights to business.
- **Clothing Rental Platform** : Developed a clothing rental application using Python, Flask, Jinja and HTML frameworks and deployed to cloud using Google's App Engine. Developed an android application for the same using Kotlin.
- **Fraud Detection in Online Transactions** : Predictive analytics on several factors to detect fraudulent e-commerce payment transactions(with 94% ROC) on a highly imbalanced dataset with >500k rows and >400 features.

HONORS

• Outstanding Award (Deloitte)   • Feather in my cap(Wipro)   • First Prize in Dover Fueling Solutions Hackathon 2020

Section 7:

Graduate Students in Marketing (MSM) Graduating in May 2020 and Looking For a Full-Time Job

BRYNNA BUNTE

Marketing

CONTACT

(512) 818-5900
brynna.bunte@gmail.com
Portfolio: www.brynnalytics.com

PERSONAL PROFILE

I solve business problems through linking my creative and analytical perspectives, learning everyday by eagerly searching the unknown, and leading others by encouraging them to do the same.

SKILLS/ CERTIFICATIONS

R, Python, SQL - Basic Proficiency
Tableau
XLSTAT & Solver
Facebook Ads Manager
SEO/ SEM
Adobe Creative Suite - Beginner
Google Analytics Certified
Google Ads Certified
Hubspot Certified

VOLUNTEER/ LEADERSHIP

MSM PROGRAM AMBASSADOR
Appointed | '19 - Current

- Aid in the recruitment of exceptional talent for future MSM cohorts.
- Provide program and career advice to prospective students.

MOUNT NEBO - Non-Profit
Founding Member | '15 - '19

- Mentored under-privileged youth through urban ministry
- Oversaw 275+ members and children weekly
- Created org-wide policies

CONNECT

www.linkedin.com/in/brynna-bunte/

EDUCATION

MASTER OF SCIENCE, MARKETING
The University of Texas at Austin | Jul 2019 - May 2020

Tools Learned: CLV, Conjoint, RFM, Market Sizing, Segmentation, Advertising Response Models, Pricing, A/B Testing, Regression, Data Vis. and more

B.S. IN ADVERTISING - TEXASMEDIA & ANALYTICS
The University of Texas at Austin | Aug 2015 - Dec 2018 |

Certificates: Business Foundations, Ethics and Leadership in Business

EXPERIENCE

MSM CAPSTONE PROJECT - TEAM MEMBER
Favor Delivery | Jan 2020 - Current

- Analyze databases and create visualizations via SQL and R
- Suggest promotional strategies to increase ROI
- Solve business problems using RFM, propensity modeling, A/B testing, CLV by segment, Bayesian Estimation, and more

MARKETING COORDINATOR
Locale | Feb 2019 - Jul 2019

- Created Paid Search and Display ad campaigns to generate over 50 conversions in 2 new markets
- Optimized paid media via Google Analytics & Google Ads
- Created a competitor analysis and comprehensive brand book
- Grew social media following by over 300% by managing their social accounts while generating UGC
- Designed company collateral and website to increase SEO performance and shape a cohesive brand aesthetic

DIGITAL MEDIA INTERN
Fossil Group HQ | Summer 2018

- Increased sales W.O.W by using traditional and digital media
- Prepared weekly reports showing digital metrics, partnership opportunities, and consumer trends in the marketplace
- Trafficked creative and assisted other teams on content creation for Michael Kors, Zodiac, and Skagen
- Designed media decks for Fossil's competitive set as well as research for future media implementations
- Provided idea creation and development for the Limited-Edition Mood Watch social media launch

Gabrielle Fultz

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EDUCATION

The University of Texas at Austin	*Master of Science, Marketing*	GPA 3.60	May 2020
The University of Texas at Austin	*Bachelor of Science, Advertising (3 years)*	GPA 3.82	May 2019

MARKETING SKILLS

Conjoint Analysis	Cluster Analysis	Design Thinking
Regression Modeling	Competitive Analysis	Advertising Response Models
Market Sizing & Segmentation	A/B Testing & Experimentation	RFM Analysis
Pricing & Promotions	Customer Lifetime Value	Search Engine Marketing

MARKETING PROJECTS

Graduate Capstone – *OJO Labs*   Spring 2020
  - Researching tactical ways to engage first-time home buyers
  - Developing a customer acquisition strategy for OJO Home
  - Creating a differentiated digital marketing strategy

Undergraduate Capstone – *B. Everly Jewelry*   Spring 2019
  - Project manager for generating a yearlong advertising strategy for high-end startup
  - Hands-on leadership in building the brand, media planning, and staying within budget of $500,000
  - Competed against seven other teams and won the pitch

PROFESSIONAL EXPERIENCE

Siege Media – *Content Marketing Intern*; Austin, TX   Sept 2018 – April 2019
  - Produced written and visual blog content for clients across industries to organically boost rank
  - Conducted keyword research and analyzed survey results to generate content ideas

Waterford Residential – *Marketing Assistant*; Dallas, TX   Summer 2018
  - Lead marketing initiatives to promote brand awareness for three premier luxury apartment communities
  - Grew social media accounts for each complex from the ground up, building their brand identities

LEADERSHIP AND COMMUNITY INVOLVEMENT

Texas Women's Volleyball Club	Fall 2016 – Spring 2020
Gamma Beta Phi Honor Society	Spring 2017 – Spring 2019

HONORS AND AWARDS

Finalist in McCombs Marketing Case Challenge	Oct 2019
College Scholar	Spring 2018 & 2019
The Moody College of Communication Dean's Honor List	Fall 2016 – Spring 2019

ADDITIONAL INFORMATION

Professional Skills: Microsoft Excel & PowerPoint; HubSpot Inbound Marketing, Google Ads Search & Display, and Google Analytics certifications; Tableau; Basic proficiency in RStudio; Qualtrics

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

SPENCER ELIZABETH GATES

spencer.gates@utexas.edu • linkedin.com/in/spencergates • spencer-gates.squarespace.com • Austin, TX • (817) 932-4079

EDUCATION

The University of Texas at Austin	Master of Science in Marketing	May 2020
California Polytechnic State University	Bachelor of Science, Graphic Communication Concentration: Web and Digital Media	June 2019
	Cal Poly Global Program – *London, United Kingdom*	Summer 2018
Certifications	HubSpot Inbound Marketing, Google Analytics, Display Ads, Search Ads	
Technical Skills	MS Excel, Word, PowerPoint, Adobe InDesign, Photoshop, Illustrator, Figma, Qualtrics, HTML/CSS, Some Python, R, SQL	

ACADEMIC PROJECTS

MSM Capstone – *Marketing Efforts for Living Security – Austin, TX*   January-May 2020
- Created visualizations of existing data from customer experience surveys with Microsoft Excel and Adobe Suite apps
- Developed new post experience and retention surveys focused on gathering data for more meaningful insights
- Designed a digital interface with Figma for an internal marketing insight report used to upsell to their existing clients
- Presented research and findings to company stakeholders for their marketing use

Hedonic Regression on Housing Data – *Statistical Modelling and Analysis*   August-December 2019
- Cleaned housing dataset including dummy coding variables and separating some data for a holdout sample
- Ran multiple linear regression models to find the model that best fits the data
- Interpreted coefficients from resulting model to identify how each home amenity impacted the value of the property
- Tested model effectiveness by comparing the valuation estimates on the holdout sample homes to actual valuations

Smart Mirror Product Ideation – *User Experience Research and Interface Design*   March-June 2019
- Identified competitors in the skincare software space and similar form factor products in the smart home industry
- Developed a persona representing our target audience and a visual scenario representing the customer journey
- Wireframed each screen of the mirror interface after completing an interaction framework for the product
- Interviewed test users with prompts crafted to assess the interface functionality and fluidity
- Finalized high fidelity prototype of the smart mirror interface with modifications and insights from user testing

Artificial Intelligence Company Research – *Industry Research and Branding*   January-March 2019
- Researched artificial intelligence and machine learning technologies to understand the industry
- Identified necessary skills and competencies for future hires for AI company
- Compared relevant labor market in the planned AI company location to the identified labor requirements
- Developed branding concepts for new AI company based on industry design trends and principles
- Created a project proposal summarizing research, labor needs, and branding recommendations for the AI company

Roopairs Startup – *Web Development and User Experience Research*   September-December 2018
- Communicated frequently to understand the changing needs of existing customers, new clients, and investors
- Explore website solutions to target clients using low fidelity prototyping and wire framing techniques
- Designed high fidelity prototypes in Adobe XD and assessed usability in multiple rounds of one on one user testing
- Coded final website design in HTML and CSS within the specifications set by the business

ADDITIONAL INFORMATION

Honors: University of Texas at Austin MS Distinguished Fellowship, Cal Poly Outreach Scholarship, Cal Poly Dean's List
Work Eligibility: Eligible to work in the U.S with no restrictions

HAILEY GROSS

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EDUCATION

The University of Texas at Austin	Master of Science in Marketing	May 2020
	MSM Coursework Includes: Statistics for Marketing, Marketing Management, Data Visualization and Dynamic Pricing, Product and Brand Management, Digital and Social Media Marketing, New Venture Marketing	
The University of Texas at Austin	Bachelor of Arts, Psychology	May 2019
	Certificate: Business Foundations Program	
IES Barcelona	Spanish Language and Area Studies Program in Barcelona, Spain	Summer 2018
	Coursework: Spanish and International Marketing	

WORK EXPERIENCE

On The Dot Woman-*Digital Marketing Intern;* Austin, TX   January 2019-May 2019
- Collaborated with the Marketing Strategist to develop new tactics to align content with audience needs based on social listening and various survey results, increasing followers by 600+
- Researched and presented marketing trends to the team at quarterly meetings
- Spearheaded a full social media campaign via Instagram, which enhanced audience engagement and relationship development

Taylor Leigh Strategies-*Marketing/PR Intern;* Austin, TX   January 2019-May 2019
- Collaborated with clients to identify their goals and develop strategic plans to reach those goals
- Conducted in-depth market research in order to identify target markets, popular hashtags, and relevant data
- Utilized social media tools such as Planoly and Canva to create and plan social media content for clients

MARKETING ANALYTICS PROJECTS

Smarter Sorting-*Marketing Intelligence Capstone*   January 2020-May 2020
- Conduct market research and perform a competitive analysis in order to determine where Smarter Sorting fits into the SDS market
- Generate detailed persona maps and target the ideal segment based on insights gathered from market research
- Leverage both creative and analytical skills gained through the MSM program to create a full go-to-market plan for SDS authorship in the B2B space

Holt-Winters Forecasting Model   November 2019
- Dynamically computed level, trend, and seasonal parameters in order to forecast previous sales for quarterly data in the retail industry
- Utilized Solver to minimize forecasting errors and calculate optimal smoothing parameters
- Used the model to forecast future sales in the retail industry

Conjoint Analysis   July 2019
- Created four product profiles of a smart phone case and asked respondents to rate purchasing likelihood on a scale of 1-7
- Conducted a regression model in Excel in order to understand the importance consumers place on each product attribute
- Used results to predict price sensitivity and market share for each product combination

ACTIVITIES & LEADERSHIP

She's The First–*Fundraising Gala Committee (Spring 2018)*   Spring 2018-Fall 2019
- Collaborated with the Gala Committee weekly to plan the Spring Brunch, which generated the most revenue out of any other event

Boys and Girls Clubs of Arlington–*Volunteer*   2014-Present
- Raised a record-breaking total of $823,000 alongside the other eighteen young women selected for candidacy in the Cinderella Charity Ball, an event which raises the most funds annually for the Boys and Girls Clubs of Arlington
- Connected with hundreds of members of the community during my campaign through public speaking and fundraising events

HONORS

MS Distinguished Fellowship–*Master of Science in Marketing*
- Merit-based scholarship given to candidates with a strong academic background and demonstrated leadership potential

Psi Chi Honor Society–*Bachelor of Arts, Psychology*
- International honor society for psychology students

ADDITIONAL INFORMATION

- **Computer Skills:** MS Word, Excel, PowerPoint, Planoly, Canva, R, Tableau, SQL (basic level)
- **Languages:** Basic knowledge of the Spanish language (4 semesters of coursework)
- **Certifications:** Hubspot Inbound Marketing
- **Work Eligibility:** Eligible to work in the U.S. with no restrictions

Kjerstin Hall

LINKEDIN.COM/IN/KJERSTINHALL

PERSONAL PROFILE:

I am a lifelong learner, skilled in leading teams, conducting and synthesizing research, and breaking down big ideas into actions. I aspire to bring consumer experience to the forefront through my mindfulness of different perspectives and utilization of data driven insights.

MARKETING SKILLS:

Conjoint Analysis & Logit Model

Recency, Frequency, Monetary (RFM)

A/B Testing & Experimentation

Customer Lifetime Value (CLV)

Segmentation & Cluster Analysis

Time Series Analysis & Forecasting

Design Thinking Methodology

CERTIFICATIONS:

Hubspot inbound Marketing

Google Ads Search and Display

Google Analytics

TOOLS:

R Studio	Excel, XLSTAT
SQL	Tableau

ASK ME ABOUT: Watercoloring, Cooking, Baking, Gardening, Traveling

GET IN TOUCH:

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EDUCATIONAL HISTORY:

University of Texas at Austin | GPA: 3.84 .... Class of 2020
Master of Science, Marketing

University of Texas at Austin | GPA: 3.72 .... Class of 2019
Bachelor of Business Administration, International Business
Bachelor of Arts, Chinese Language | Bachelor of Arts, Asian Studies
      Minor: *Management Information Systems*
      Certificate: *Center for Global Business, Export Fellows Program*
      Study Abroad: *Capital Normal University, Beijing Internship Program*

WORK EXPERIENCE:

Briggo Coffee

Marketing Intelligence Capstone .... Present
- Performing a customer-centric segmentation analysis in order to develop a loyalty plan incentivizing the most valuable customers (implementing in May)
- Executing primary research to obtain psychographic information and develop customer personas in order to inform what customers value in a loyalty plan
- Applying design thinking methodology to guide our teamwork, primary research, testing, and loyalty plan development

Alpha Phi Omega

Girl Scout University Director .... Spring 2018 – Present
- Coordinated hands-on event for GSCTX (4X growth in attendance YR1)
- Selected, created and presented over 70 hours of course material to volunteers
- Established, managed, and generated content for Facebook (700+ likes)
- Partnered with the university, GSCTX, and Marriott on approval and sponsorships
- Managed the website and coordinated the schedule with involved parties

PROJECT EXPERIENCE:

Data Visualization – *Project: New York Public Library Menu Database* .... Fall 2019
- Investigated changes in price for the most popular dishes from 1890 to 2005
- Utilized these findings (i.e. chicken salad from $0.50 to $7) to analyze shifts in food affordability; this could be used in the future to see how economic policies might impact the food industry, consumer demand, and price optimization

Marketing Analytics I – *Project: World Happiness Report* .... Fall 2019
- Considered how to implement readily available data such as gross national income and region to predict happiness score (R^2 of .914) to allow for better supply chain planning, risk management, and awareness of brand fit

Global Marketing – *Project: Ethan Allen* .... Spring 2018
- Composed a segmentation report and developed marketing mix strategies focusing on the unique Egyptian user experiences to be used by Ethan Allen when expanding into the market

Social Change & the Future of Work – *Client: Yard to Market Co-op* ... Spring 2016
- Interviewed the Dir. of Operations to evaluate the ownership plan, governance, participation, and challenges of the alternative business structure
- Identified that the lack of funding was hindering their mission fulfillment and the Board was able to utilize the report in their 2017 USDA grant proposal

MOLLY HOROWITZ

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EDUCATION

The University of Texas at Austin   Master of Science in Marketing   May 2020

Key MSM Coursework: Statistics for Marketing, Marketing Management, Marketing Analytics, Data Visualization, Dynamic Pricing, Product and Brand Management, Digital and Social Media Marketing, New Venture Marketing

The University of Texas at Austin   Bachelor of Science, Communication Studies   May 2019
Focus: Corporate Communication
Minor: Rhetoric and Writing

MARKETING PROJECTS

Smarter Sorting– *Graduate Capstone Project*; Austin, Texas   January 2020 – Present
• Building a go-to-market strategy and plan for Smarter Sorting's formulator offerings
• Creating detailed persona mappings and content strategy based on a competitive analysis of the market

Digital Marketing and Measurement– *Experience-ATX.com*   Spring 2020
• Assisted in launching and building out content for a new website that highlights the best experiences in Austin, Texas
• Led the social media team and increased the amount of new site users by 28.8%

Marketing Analytics– *Conjoint Analysis Project*   Fall 2019
• Used conjoint analysis to see if a build-your-own salad restaurant would gain market share in a popular UT dining area
• Found that the restaurant would not be successful, but with counter order service it would gain 60.8% market share

Design Thinking– *Ideating and Prototyping Project*   Fall 2019
• Created and implemented qualitative research methods in order to develop personas and prototype ways to enhance the lives of UT graduate students

EXPERIENCE

FreeFashionInternships.com– *Remote Marketing Coordinator*; New York, New York   December 2018 – March 2019
• Collaborated in marketing ambassador opportunities only available on the website to various universities, resulting in increased website traffic and revenue
• Gathered and vetted hundreds of college resumes to create FreeFashionInternships.com's 2019 Resume Book

Krupp Group– *Accessories Intern*; New York, New York   June 2018 – August 2018
• Provided fashion editors with client's samples tied to their respective publications, and client's target markets
• Logged, distributed, and maintained client samples using Launchmetrics GPS
• Photoshopped clippings of press and calculated impressions of client appearances through Cision
• Expedited pitches, monthly client reports, and gifting initiatives

National Instruments– *Employee Events and Community Relations Intern*; Austin, Texas   September 2017 – May 2018
• Prepared and helped market, plan, and implement Employee Appreciation Week, Company Meeting, and the Non-profit Fair for over 2,000 employees
• Budgeted, chaired, and administered a Robotics Mentor welcome party for 200 employees

dearduck– *Marketing and Research Analyst Intern*; Austin, Texas   June 2016 – September 2017
• Developed and implemented new and existing marketing strategies including guerilla, email, and social media marketing
• Analyzed and curated product for the gifting start-up as it related to dearduck's algorithm and unique point of view

LEADERSHIP EXPERIENCE AND ACTIVITIES

Girl Day at UT Austin– *Project Lead*   Fall 2019 – Spring 2020
• Represented MSM by planning, coordinating, and executing a STEM based activity for over 8,000 K-8 students to experience throughout the day

ADDITIONAL INFORMATION

Marketing Skills: Data Visualization, Conjoint Analysis, CLV, RFM, Market Sizing, Segmentation, Response Models, Pricing, A/B testing, Regression
Tools: MS Word, Excel, PowerPoint, Tableau, R, SQL, XLSTAT, Cision, Launchmetrics GPS, Hootsuite
Certifications: Hubspot Outbound Marketing, Google Analytics, Google Ads Search, Google Ads Display
Work Eligibility: Eligible to work in the U.S with no restrictions

NIKHAR JAIN

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PROFILE

A naturally curious and data driven professional with a proven record of solving strategic business problems; Adept at pulling meaningful insights from data to curate solutions, enabling businesses to make informed business decisions

EXPERIENCE

Whole Foods Market Capstone Project Intern   Jan 2020 – Present
- Competitive analysis of the digital experience provided by grocery as well as nongrocery retailers globally; Identify innovations which have successfully connected mobile app to in-store shopping experience
- Devise a survey and conduct primary research to understand shopping behavior; Conducted a segmentation analysis to provide recommendations on how Whole Foods can successfully marry its digital and in-store shopping experience

KPMG   July 2015 – June 2017
- Led end-to-end execution of several strategy advisory projects such as growth strategy, trends analysis, market due diligence, target screening and competition analysis studies, for 15+ clients across retail, technology and healthcare
- Co-authored a thought leadership paper, "Consumer Packaging – Unfolding traits of an attractive target", which was highly appreciated by the top management
- Identified 10 potential targets for a global software client valued at $200 million; the client acquired one of the identified companies at $30 million

Cians Analytics   April 2013 – June 2015
- Assisted a global private equity firm by providing market research and intelligence – synthesized and analyzed information from secondary sources other than paid databases, to generate insightful presentations
- Determined potential expansion locations for a $25 million Malaysian retail store chain based on macroeconomic demographics, competition landscape and industry-specific parameters; led to a 10% y-o-y increase in revenue

Robust Designs   March 2012 – June 2012
A business intelligence solution provider serving 40+ clients in financial services, telecom, and healthcare sectors
- Customized pre-built business intelligence platform to meet client needs using SQL
- Identified new KPIs to aid clients in creating more meaningful dashboards for effective decision making

DATA ANALYTICS PROJECTS

- **Data Visualization: Exploratory Data Analysis for Avocado Prices**
  Analyzed avocado prices over 2015-2018 by size, product type as well as cities, and how these variables affect / correlate with the average prices (Github)
- **Statistics for Managerial Decisions: Regression Analysis for Tombstone Pizza**
  Built a multiple linear regression model by studying the relationship of unit sales with price, promotional activities, competition, seasonality and other control variables
- **Marketing Analytics: RFM Analysis for a local Outerwear Sports Company**
  Performed RFM segmentation study on the retail data; Assessed the business impact of mailing catalogs to all customers vs only a targeted subset of customers
- **Marketing Analytics: RFM Analysis for a local Outerwear Sports Company**
  Performed RFM segmentation study on the retail data; Assessed the business impact of mailing catalogs to all customers vs only a targeted subset of customers

EDUCATION

The University of Texas at Austin	Master of Science in Marketing (GPA: 3.6/4)	2019 - 2020
Institute of Management Technology, India	Master of Business Administration (MBA)	2011- 2013
University of Delhi, India	Bachelor of Commerce (Hons.)	2007-2010

Technical skills: MS Excel, MS Powerpoint, Tableau, SQL, Python and SPSS

DISHA JHUNJHUNWALA

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EDUCATION

The University of Texas at Austin Courses: Data Visualization, Data Analytics	Master of Science in Marketing Analytics (GPA 3.8)	May 2020
Institute of Chartered Accountants, India Courses: Finance, Law, Accounting, Costing	Chartered Accountant	May 2017
Mumbai University, India Courses: Economics, Statistics, Commerce	Bachelor of Commerce & Economics (GPA 3.8)	Apr 2015

EXPERIENCE

Freelance Digital Marketer – **CNBC & Forbes**; Mumbai, India   May 2017 – June 2019
- Optimized SEM strategies to reduce bounce rate by 20% and increase website traffic by 20%
- Executed A/B testing for email campaigns to identify most successful subject lines, send times and layout

Assurance and Risky Advisory Analyst – Ernst & Young; Mumbai, India   August 2013 – August 2016
- Executed data analysis of the collected financial data through ratio/trend/variance analysis and extrapolation in Excel using pivot tables
- Reinforced the strategies to carry out comprehensive audit plans and audited a diverse portfolio including revenue, current assets, liabilities, fixed assets and loans, their value ranging up to $20M.
- Recommended effective controls after carefully analyzing the system WCGWs to maintain high standard of precision in all predictions and calculations, awarded Kudos (excellence award) twice for findings

ACADEMIC PROJECTS

Segmentation and Loyalty Program – *Briggo Inc.***,** Austin, Texas   Spring 2020
- Queried data from SQL database and incorporated CLV metrics using subqueries
- Defined and analyzed consumer segments using RFM, CLV and K-means clustering on behavioral attributes
- Predicted customer buying intervals and drop-off points using Hazards model in R
- Identified consumer personas and devised loyalty programs to target potential segments

Movie Recommendation System – *Data Visualization*
- Conducted EDA of top grossing movie collections, directors, actors and time-series using Seaborn
- Built a movie recommender using surprise package and SVM
- Visualized geographic distribution of movies using gmplot in Python

Churn Prediction Model – *Marketing Analytics*
- Built a logit model to predict the probability of a telecom customer churning based on subscribed services
- Created a ROC curve in R to measure the accuracy of the predictive model in Excel
- Illustrated and presented summary statistics to help explain general trends in data using Tableau

ADDITIONAL INFORMATION

Certification: Google Analytics, Google Ads Search and Display, Hubspot Inbound Marketing, Trailhead and API basics
Data Analysis: Excel, Tableau, R, Python, SQL, Regression, Naïve-Bayes, KNN, Holt-Winters, SVM, K-means clustering, Proportional Hazards, Decision Trees, Random Forest, Time Series
Books Edited: How to Save Your Taxes from Taxing You, Retire Rich
Languages: Fluent in English, Hindi, Basics in French, Basics in ASL
Interests: Creative writing, Volunteering, Video games, Dance styles, Technology, Reading, Travelling
Work Eligibility: Extended eligibility to work in the U.S. due to S.T.E.M. certification; will require visa sponsorship for long-term employment

HANWEN LI

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EDUCATION

The University of Texas at Austin	Master of Science in Marketing (Analytics Track) Overall GPA: 3.7	May 2020

MSM Coursework: Statistics for Marketing, Marketing Analytics, Data Analysis and Visualization, Behavioral Economics, Dynamic Pricing, Financial Management, Consumer Behavior

Oxford Brooks University	Bachelor of Science in Applied Accounting	Sep. 2018

PROFESSIONAL SKILLS

Software: SQL, Python, PowerBI, Tableau, Excel, Google Analytics
Statistics and Modeling Skills: A/B Testing, Hypothesis Testing, Regression, Classification, Conjoint Analysis
Marketing Analytics: CAC, Life-Time Value, Click through Rate, Conversion Rare, Churn Rate, Cost per Click, AOV

ANALYTICS PROJECTS   *https://hanwen-li-digital-portfolio.squarespace.com/*

Customer Churn Rate Prediction for Telecommunication Industry   Jan. 2020
• Built logistic model to predict whether a customer will churn or not, based on a data set of 21 columns and 7044 rows.
• Optimized the model by feature selection and feature transformation, using AIC as an estimator
• Achieved AUC of 0.84 on test set, which is, in general, an excellent performance for classification problem

Zillow's Home Value Prediction - *Kaggle Competition*   Nov. 2020
• Developed regression models that makes predictions about the future sale prices of homes, based on 2016 transaction data of 90275 records and 60 features using Python
• Imputed missing values using KNN model after spotting certain geographical distribution patterns of feature values
• Implemented one-hot-encoding for categorical features and standardization for numerical features before modeling
• Built multiple machine learning models such as Random Forest and XGBoost on training data set, and selected best model based on the test dataset

Job Market Analysis - Data Visualization with Tableau   Nov. 2019
• Explored the trends, variations and geographic patterns of paid yearly wages of international employees in the US
• Created Bar Plots, Regression Line Graph, Geo Heatmap, Tree Plot and other visuals to analyze the job market across different states, job title and companies, and provided insights for the international employees

EXPERIENCE

Bain & Company – *Consulting Intern*   Oct. 2018 – Dec. 2018
• Segmented the target market by attributes such as cuisine style, city tier and chain or non-chain for a food supplier client based on desk research
• Conducted field research of over 50 restaurants in Henan province including in-depth interviews of the restaurant managers to assess their acceptability of the new product
• Quantified the research data and built models to estimate the potential market size for the client

Siemens – *Business Analyst Intern*   Nov. 2017 – Apr. 2018
• Analyzed data of daily sales using Excel to monitor the sales trends and performances of different distributors, successfully detecting unusual fluctuations which increased monthly sales revenue by 10%
• Communicated with distributors to help process and track delivery of their sample requests
• Oversaw pricing check according to the pricing rules and contracts and reported wrongly priced cases

ADDITIONAL INFORMATION

Work Eligibility: Extended eligibility to work in the U.S. due to S.T.E.M. certification

ROOPA NAGARAJAN

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Data insights and impact-driven strategist who bridges big picture thinking with execution to provide creative solutions

EDUCATION

The University of Texas at Austin	Master of Science in Marketing Current GPA: 3.68	May 2020

Coursework: Marketing Analytics, Statistics for Marketing, Corporate Finance, Data Visualization, Dynamic Pricing, Product and Brand Management, Digital and Social Media Marketing, Behavioral Economics, New Venture Strategy, R, SQL, Python

The University of Texas at Austin	B.S. Advertising (Media and Analytics), B.A. Plan II Honors Cumulative GPA: 3.71	May 2019

EXPERIENCE

IBM – *Performance Marketing Intern (Global Technology Services)*, Austin, TX   May 2018 – May 2019
- Analyzed DMPs, A/B tested, and optimized content in a Scrum process framework to improve email marketing KPIs by 200%
- Served as email focal for 6 campaigns, facilitated many operational migrations, and helped head second optimization project
- Drove adoption of streamlined team communication strategies with honed interpersonal and presentation skills
- Implemented the Agile work methodology to inbound marketing practices and practiced client-centric thinking in all projects

UT-Austin Writing Center – *Writing and Communication Consultant*, Austin, TX   October 2016 – May 2019
- Strengthened not only individual papers, but also the students' processes of written communication in 500+ appointments
- Created and presented an editorial guide for written communication, language usage, and copyediting techniques
- Utilized public speaking skills to market the writing center and host workshops on over 10 critical writing topics
- Determined and corrected weaknesses in campaign plans for 4 classes of over 200 students and hosted additive workshops

ACADEMIC CLIENT WORK AND PROJECTS

Master's Capstone – *Clients: 7-Eleven*   Spring 2020
- Combined digital marketing, website analytics, and customer insights to increase customer retention and brand loyalty
- Prototyped two detailed UX wireframes of the website redesign, focusing on customer preferences and designing for mobile

Advertising Courses – *Clients: (1) [Confidential] Leading International QSR, (2) Austin Panic Room*   Spring 2018
                    – *Clients: (1) Golden Chick, (2) Triobike*   Fall 2018
                    – *Client: Austin Cancer Support Coalition*   Spring 2019
- Integrated my focus on consumer journey strategies with the team's skillsets to pitch and win an 8-week $7.5MM campaign
- Emphasized client-centric thinking when strategizing high-level branding and segmentation plans to meet clients' needs
- Negotiated with media channel vendors and planned media buys according to the most efficient use of the client's budget

Undergraduate Thesis – *Cause and Affect: How Businesses Leverage Activist Movements to Connect with Consumers*
- Analyzed 3 cause-marketing campaigns to conclude that brand/cause fit, salience, and CSR-congruence determine success

SKILLS & CERTIFICATIONS

Technical Skills and Tools: Analysis – Excel, Tableau, R (Mid-level), SQL (Basic), Python (Basic), Social Media Analytics, Google Ads, Google Analytics, Hotjar • Design – Adobe Photoshop, InDesign • Project Management – Trello, Asana, Mural

Certifications: HubSpot Inbound Marketing, Google Ads: Search, Google Ads: Display, Google Analytics, GDPR-compliance, Agile Work Methodology (Practitioner), Design Thinking (Practitioner)

LEADERSHIP EXPERIENCE & ADDITIONAL INFORMATION

Communication Council – *Vice President (Fall 2017 – Spring 2018)*		Spring 2016 – May 2019
Moody College Honors Student Advisory Council – *Student Rep for Honors Faculty Advisory Council*		Fall 2017 – May 2019

Interests: Movies, dance, drawing, podcasts, video games, baking, crocheting, football, and hockey
Work eligibility: Eligible to work in the U.S. with no restrictions

PALOMA PEDRAZA

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EDUCATION

The University of Texas at Austin   Master of Science in Marketing   *May 2020*

MSM Coursework Includes: Statistics for Marketing, Marketing Management, Data Visualization and Dynamic Pricing, Product and Brand Management, Digital and Social Media Marketing, New Venture Marketing

The University of Texas at Austin   Bachelor of Science, Advertising   *May 2018*
                                              Business Foundations Certificate

EXPERIENCE

TikTok (Bytedance, Inc) – *Global Business Solutions Intern;* Austin, Texas   *January 2020-Present*
• Manage initial conversations and internal client set up for SMB top 200 accounts
• Assist in strategy and road-mapping the organizational structure of the U.S. SMB office with the Director of SMB to maximize U.S. market penetration and account-based revenue
• Create internal organization for client lists and used financial and marketing metrics to determine client allocation

UT University Unions – *Social Media Marketing*; Austin, Texas   *Oct 2017 – May 2018*
• Increased viewership on Snapchat by 25%
• Developed and directed the design of the first promotional sticker served as primary branding tool to reach over 8,000 students
• Lead and implemented Snapchat and Instagram analytics and campaign strategy
• Designed graphics, track analytics, write copy & photograph for all events on social platforms

Kelly Scott Madison, Inc – *Media Planning Intern*; Chicago, Illinois   *June 2015 – Aug 2018*
• Selected to participate in an 8-week rotational program across the digital, broadcast, promotions, planning, and new business teams
• Created and presented deck on the influencer marketing industry and trends as well as competitor analysis on 12 companies to digital team

MARKETING PROJECTS & LEADERSHIP EXPERIENCE

MSM Marketing Intelligence Capstone – *Student Team Project; Texas-Based Grocer*   *Spring 2020-Present*
• Design and roll out survey to identify shopper behavior and preference while using a mobile app for purchase
• Develop in-store experience journey in order to tie in insights to provide recommendations for their mobile app

MSM Marketing Analytics Project – *Student Team Project*   *Fall 2019*
• Collected survey data for 150+ students in order to conduct a conjoint analysis, run necessary regressions, find market shares and compare price elasticities. After further analysis, a full recommendation for a new business opportunity within QSR was made.

MSM Data Visualization Project – *Student Individual Project*   *Fall 2019*
• Utilized publicly available New York City Airbnb Open Data to analyze distributions using R to visualize all data and ultimately draw conclusions about Airbnb pricing utilizing outside research.

Kelly Scott Madison Intern Project – *Client*: *Chewy.com*   *Spring 2018*
• Designed annual media plan detailing target audience insights, competitive analysis & recommended media mix for a pre-selected brand as an intern team project

HONORS

• Baumberger Endowment Award   *Fall 2014 – Spring 2018*
• Lagrant Foundation Scholar   *Spring 2017, Spring 2019*

ADDITIONAL INFORMATION

Computer Skills: R, MS Word, Excel, Canva, Hootsuite, MRI/Simmons, Tableau
Certifications: Hubspot Inbound Marketing, Google Analytics, Google Ads (Search & Display)
Languages: Native in Spanish
Work Eligibility: Eligible to work in the U.S with no restrictions

MADISON SALVATORE

MARKETING STUDENT

EXPERIENCE

MindEcology   Feb 2019 - June 2019
Marketing Intern

- Drafted creative meta titles and meta descriptions for dating app website launch utilizing keyword research from Google Ads
- Spearheaded research efforts for an SEM reporting tool to help company gain insights into competitors' paid keyword performance
- Conducted keyword discovery using Google Ads Keyword Planner and Authority Labs to help inform SEO audits for 10 clients across various industries such as automotive, travel, legal services, and entertainment

GoDaddy   Aug 2018 - Feb 2019
Content Specialist

- Designed weekly social media posts for a book of 150 clients from diverse array of industries such as auto, retail, restaurant, and hospitality
- Increased brand awareness for individual clients by an average of 35% through personal engagement with online customers via Facebook, Twitter, and Yelp

MARKETING PROJECTS

Marketing Intelligence Captsone   Jan 2020 - Present
Favor Delivery

- Analyze databases and create visualizations via SQL and R Studio
- Collaborate with team members to solve business problems using RFM, propensity modeling, A/B testing, CLV by segment, and more
- Research the competitive landscape of food delivery apps and the behavior of their users to better inform Favor's promotional strategies

CONTACT

- 512 644 8310
- madison.salvatore@utexas.edu
- linkedin.com/in/madison-salvatore

EDUCATION

2019 - 2020
The University of Texas at Austin
MS, Marketing

2014 - 2018
Midwestern State University
BBA, Marketing
GPA: 3.95
Sigma Kappa Sorority, President

SKILLSET

- R
- SQL
- Conjoint Analysis
- Sentiment Analysis
- Regression Modeling
- CLV & RFM Analysis
- A/B Testing
- Google Analytics Certified
- Google Ads Search Certified
- Google Ads Display Certified
- Qualtrics Survey Design
- MS Word, Excel, PowerPoint

PARTH SHARMA

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(737) 203-0990

EDUCATION

The University of Texas at Austin	Master of Science in Marketing (S.T.E.M.)	May 2020
	Overall GPA: 3.89/4	

MSM Coursework Included: Statistics for Marketing, Marketing Analytics-I & II, Design Thinking, Data Analysis/Visualization, Data Analytics and Dynamic Pricing, Digital Marketing and Measurement, Consumer Behavior & Behavioral Economics.

VIT University	Bachelor of Technology, Automotive Engineering	May 2016
	Overall GPA: 3.61/4	

SKILLS

Technical: Advanced SQL • R • Tableau • Basic Python (NumPy and Pandas) • MS Office • Google Analytics • Google Ads

Analytical: Logit Regressions • Hierarchical Regression • Random Effects Modeling • Marketing Mix Models • Smoothened forecasting • Poisson's count data modeling • Choice Models

EXPERIENCE

Maruti Suzuki India, Ltd. – *Assistant Manager, Interior Design; Gurugram, IN*	July 2017 – May 2019
– *Graduate Engineer Trainee; IN*	July 2016 – July 2017

- Project management for design and development of interiors for four Suzuki car models.
- Conducted qualitative research to find insights into consumer seat use behavior. More details in projects section.
- Partnered with cross-functional stake holders to manage prototype trials for product development.
- Collaborated with local and overseas (Germany & Japan) stakeholders, for research activities.
- Implemented ad-hoc analysis and troubleshoot part-vendor issues.
- Took initiative to coordinate budget for the department. Forecasted and managed capital and revenue budget.

PROJECTS

Customer Behavior Insights – Automotive Seats   July 2017 - April 2019
- Shaped the design understanding by conducting qualitative research and market analysis.
- Conducted surveys across the target market to gather customer behavior insights regarding object placement.
- Managed try-outs to identify seating positions & preferences.
- Analysis of passenger seating, and placement of objects to pull out actionable insights.
- Designed, prototyped and tested automotive seats on the basis of customer intelligence.
- Led a team of 3 for implementation across 9 passenger car models.

Quantitative Research | Car Features – *Tools: Hierarchical Bayes Regression, R and Excel*   Fall 2019
- Used 'R' programming to prepare data and model choice-based survey of 6 car brands. No. of records: 18,816
- Estimated the utility & probability of each customer to pick a car option. Independent variables – Brand, Price, Safety features, Warranty, Audio, Engine and Seat Fabric.
- Segmented respondents into four groups using regression results and K-means clustering technique.
- Estimated willingness to pay and developed a market share simulator for proto products in MS Excel.

Data Visualization & Analysis (English Premier League) – *Tools: Tableau, R & Excel*   Fall 2019
- English Soccer League data analysis for the past 16 seasons using Tableau software.
- Found insights into most lethal teams, strictest referees, winning probabilities and foul patterns of home/away games.
- Analyzed 'shots taken plots' data to infer 3.5% increase in winning probability with every extra shot on goal.

Advanced SQL, Michigan Veterinarian Clinic – *Tools: PostgreSQL*   Spring 2020
- Completed online course on advance SQL for data science
- Implemented the learnings to identify most valuable customers, their pets, and profitable procedures.
- Techniques used: Piping, sub-queries, correlated sub-queries, case statements, joins and window functions.

Display Advertising Campaign – *Tools: Google Ads*   Spring 2020
- Leading a team of 4 to formulize display ad campaigns for the website experience-atx.com

ADDITIONAL INFORMATION

Languages: English, Hindi, Basic French
Interests: Playing Outdoor Soccer, Charcoal Sketching, Kite Flying
Links: https://lensofparth.squarespace.com; www.linkedin.com/in/parthsharma123
Work Eligibility: Extended eligibility to work in the U.S. with S.T.E.M. certification (36 months)

PRIYA SINGH

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EDUCATION

The University of Texas at Austin   Master of Science in Marketing   May 2020

MSM Coursework Includes: Statistics for Marketing, Marketing Management, Data Visualization and Dynamic Pricing, Product and Brand Management, Digital and Social Media Marketing, New Venture Marketing (Google Analytics, HubSpot Inbound Marketing certified)

The University of Texas at Dallas   Bachelor of Science, Finance   May 2015

EXPERIENCE

Smarter Sorting-*Marketing Intelligence Capstone Project; Austin Tx*   January 2020-present

The marketing intelligence capstone course is a hands-on learning experience aimed at pulling together all the different tools and frameworks learned across the MS in Marketing curriculum.

- Create a high level B2B marketing
- Build a Go-To-Market strategy for SDS authorship/GTM Persona Marketing
- Digital Campaign Execution
- Activate and launch SDS authorship landing pages

Goldman Sachs Bank USA - *Asset Management Analyst*; Dallas, TX   September 2017 – June 2019

- Worked with $10mm to $500mm facilities to ensure loan management/lending business
- Helped Trading Desks and Investment Banking Division (IBD) with platform due diligence of prospective deal closings primarily in Consumer/Student loan Facilities
- Assisted in creation of Warehouse Activity Tracker to display daily funding/paydown activity
- Effectively captured, analyzed and reported relevant data on portfolio positions to key business constituents within the firm (performance metrics, portfolio risks, market data, cash flows, etc.)
- Collaborated with Legal, Compliance, Credit, Operations and other divisions within the firm to achieve the objectives of the growing business
- Communicated/Followed the firm's goals and objectives while assisting in Strategies to help team grow

General Electric (GE Capital) - *Commercial Leadership Program, Chicago IL/Milwaukee WI*   July 2015 – August 2017

- A world-class, rotational program designed to foster marketing, sales, strategy, and leadership skills. Consists of two to three high-impact and cross-functional roles, dynamic project assignments and a comprehensive global training curriculum over the course of two years.
- Worked in multiple rotations such as risk analysis, digital marketing, and strategy marketing
    Rotation 1 (GE Capital- Risk Analyst)
    Rotation 2 (GE Digital-Customer Digital Marketing)
    Rotation 3 (GE Corporate-Digital Marketing Analyst)
    Rotation 4 (GE Healthcare Equipment Finance-Strategy Marketing Analyst)
- Displayed Webcast Data/Metric Analytics to optimize overall GE growth per business and customer
- Pull Salesforce Reports Daily to see what HEF (Healthcare Equipment Finance) opportunities are in pipeline for Sales Teams
- Validated Healthcare Finance Sales Productivity Reporting and created Retention Project Overview for Sales

ACADEMIC PROJECTS

Sharepoint Warehouse Project– *Client*: *Goldman Sachs Warehouse Team*   Summer 2018-Fall 2018

- Created tool to benefit consumers on team for funding automation
- Worked with Tech team to design and implement product
- Benefited Investment Bankers along with Operations team to ensure all daily transactions (fundings/paydowns) were made

LEADERSHIP EXPERIENCE AND ACTIVITIES

Leadership Training- Commercial Leadership Summit/Sales Negotiation and Outcome Selling   Summer 2016

- "Activating your Leadership Journey" - GE's Crotonville Academy- High-Impact Leadership Training, Team Collaboration and Self Evaluation (Atlanta, GA and Budapest, Hungary were summit locations)

Goldman Sach's Dallas Asian Professional Network   Summer 2018

- Assisted in organizing an and hosting event for DAPN's networking session with the Chief Risk Officer of RMD

ADDITIONAL INFORMATION

Computer Skills: R Studio, SQL, Python, Salesforce, Knowledge Vault, Siebel, Database Management, SAP, Bloomberg, ITA, Business Warehouse, Microsoft Word, Excel, PowerPoint, Training the street (Excel proficiency), SharePoint, CAS, Moody's Analyst,Canva

Certificates: Inbound Hubspot Marketing, Google Analytics, Google Ads Search, Google Ads Display, PMP Certification

CAITLIN SMITH

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Austin, TX • (512) 922-0248

EDUCATION

The University of Texas at Austin	Master of Science in Marketing	May 2020

Overall GPA: 3.97

MSM coursework includes: Statistics for Marketing, Marketing Management, Data Visualization and Dynamic Pricing, Product and Brand Management, Digital Marketing, New Venture Marketing

The University of Texas at Austin	Bachelor of Business Administration, Marketing	May 2019

MARKETING CAPSTONE PROJECTS

Marketing Analytics Project – *Client*: *Briggo*   Spring 2020
- Defined and analyzed consumer segments based on behavioral attributes using statistical models, including RFM, Customer Lifetime Value, and K-Means Clustering
- Identified high-value consumers and created a loyalty program to target customer segments
- Developed prototype business intelligence solutions, including reports and dashboards that visualize complex data sets

Organizational Behavior Consulting Project – *Client*: *Briggo*   Fall 2018
- Researched client organization's problem situation and analyzed both primary and secondary data
- Developed four appropriate data-driven recommendations for improving company culture
- Produced a needs-based professional report and made a formal business presentation

PROFESSIONAL EXPERIENCE

Texas Women's Basketball – *Digital Marketing Intern*; Austin, TX   February 2019 – Present
- Produced digital content for official social media accounts and pitched ideas for interactive content
- Photographed team practices, workouts, games, and players in recruiting process
- Increased follower count on Instagram by 3,000+ followers

Favor Delivery - *Marketing Intern*; Austin, TX   Summer 2018, Summer 2019
- Launched Instagram Story Ad Campaign using Facebook Ad Manager, including A/B testing, to acquire customers
- Developed key project: Favor Fridays Email Series, a customer email template and series, leveraging the work of the Creative Team on "Favor Fridays"
- Analyzed household income and penetration data to build out a map to inform market launch and expansion decisions

McCombs BBA Office – *Digital Marketing Intern*; Austin, TX   Spring 2017 – Fall 2018
- Produced and edited footage of the UT campus and McCombs to create a summer orientation video to show incoming freshman
- Managed metrics for and posted to McCombs BBA program social media accounts including Instagram, Twitter and Snapchat
- Conducted and video recorded interviews with McCombs professors to produce, edit and publish videos for the Faculty Facetime video series posted to YouTube and McCombs BBA social media accounts

LEADERSHIP EXPERIENCE AND ACTIVITIES

Austin Stone College Bible Study – *Small Group Leader and Senior Staff Member*   Fall 2017 – Present
- Planned a bible reading outline and small group discussion each week
- Arranged events outside of regular meetings and communicated important information/announcements to group

Business Committee of Online Marketing – *Committee Member*   Spring 2017 – Fall 2018
- Collaborated on marketing strategies to promote the Legacy Fundraising Event & McCombs Centennial Anniversary Celebration
- Designed special videos to post on BBA social media in order to fundraise for the Legacy Event and to invite students to attend the Centennial Anniversary Celebration

ADDITIONAL INFORMATION

Computer Skills: MS Word, Excel, PowerPoint, R, SQL, Adobe Photoshop, Premiere, Lightroom
Certifications: HubSpot Inbound Marketing, Google Analytics, Google Search Ads
Languages: Basic Knowledge of Spanish
Work Eligibility: Eligible to work in the U.S with no restrictions

MINTY THOMAS

marketing professional

PROFILE

I am a creative thinker with a passion for consumer behavior and understanding of marketing analytics. I specialize in developing consumer insights, marketing communications, and data analysis & visualization that bring synergy between the needs of the business and consumer.

MARKETING TECHNIQUES

Conjoint Analysis	Data Visualization
Sales Forecasting	Media Mix Creative
RFM Analysis	Design Thinking
CLV Computation	Segmentation

CONTACT INFORMATION

Mobile   (713) 894 - 8598

Email   mintythomas@utexas.edu

Website   marketingmomints.com

LinkedIn   linkedin.com/in/mintythomas

Based in   Houston, TX

Eligible to work in the U.S. with no restrictions.

WORK EXPERIENCE

June 2018 -   *Marketing Communications Analyst*, **Direct Energy**

May 2019
- Led a $50K **integrated marketing campaign** utilizing **direct response** methods and **customer segmentation** to increase sales of an existing product by 100%
- Crafted and delivered strategy for the first **email acquisition campaign** which reached 125K consumers and generated 50 sales
- Drove **choice-based conjoint analysis** project resulting in insights that influenced product offerings for the next quarter
- Conceptualized **creative ideas for traditional media** including OOH, radio, and streaming media; implemented media timelines and **managed agency relationships** for campaign executions

June 2017 -   *SEO Digital Marketing Analyst*, **Direct Energy**

June 2018
- Identified highly-searched & uncompetitive keywords to **hold Google positions #1-3** for "100 days of free power" terms
- Created reports to dissect UX by using **heat maps** and **analyzed trends** according to traffic, bounce rate, conversion, promotions
- Ran **site audits** weekly to monitor crawlability and site structure
- Added **schema** and **structured data** across landing pages

INTERNSHIPS

2016   *Social Media Intern*, **Direct Energy -** Houston, Texas

2015   *Marketing Intern*, **KIM Global -** Barcelona, Spain

ACADEMIC PROJECTS

Jan 2020   *Capstone Project: Customer Acquisition*, **OJO Labs**
Recommended a strategy roadmap for engaging with specific target audiences across the social and digital ecosystem

Dec 2019   *Data Visualization: Understanding Mental Health in Tech*
Layered multiple dimensions of a dataset in Tableau to construct graphs demonstrating the impact of mental health on productivity

Oct 2019   *CCIMS Case Competition: Third Place*, **Richard's Rainwater**
Presented tactical methods to improve brand recognition and guide the customer journey through the purchase funnel

TECHNICAL SKILLS

Hubspot Inbound Marketing	SQL	Google Analytics
Conductor Searchlight	R Studio	Tableau
Excel - StatTools	Basic HTML	Khoros

EDUCATION

2020   **The University of Texas at Austin**
Master of Science in Marketing Analytics
Overall GPA: 3.91

2017   **The University of Texas at Austin**
Bachelor of Business Administration, Marketing
Minor in Management Information Systems (MIS)
Certificate in Innovation, Creativity, & Entrepreneurship
Overall GPA: 3.69

STACEY WEBB

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EDUCATION

The University of Texas at Austin	Master of Science, Marketing Overall GPA: 3.8	May 2020
University of Louisiana at Lafayette	Bachelor of Science, Marketing Overall GPA: 3.97	December 2018

MARKETING TECHNICAL SKILLS

Software and Coding Languages: Microsoft Office, Excel, SPSS, Tableau, R, SQL
Certifications: Google Analytics, Google Ads: Search, Google Ads: Display, Hubspot Inbound Marketing

ACADEMIC EXPERIENCE

Marketing Intelligence Capstone – *OJO Labs, OJO Home*   January 2020 – Present
- Researched the digital marketing landscape and derived insights to show where the target market is engaging with brands and how those brands resonate
- Conducted a strategic analysis of the competitive landscape and home search brands to determine the optimal position for OJO Home in the market
- Leveraged primary user data to perform cluster analysis in R Studio and uncover segments in geographical areas along with their specific home preferences
- Developed a campaign strategy to engage with the target audience across the digital ecosystem and present recommendations for tactical ways to drive OJO Home adoption by potential homebuyers

Conjoint Analysis – *Apple vs Android*   February 2020
- Developed a matrix of product profiles using a full factorial design consisting of four attributes (price, software, screen size, and color) with two levels each to perform choice based conjoint analysis
- Ran a regression on the respondent data to determine the preferred levels for each attribute along with the importance placed on each attribute, uncovering that consumers place no importance on the attribute of color
- Leveraged the output of the analysis to determine willingness to pay for each feature and calculate the value consumers place on the Apple brand

Analysis of World Happiness – *United Nations World Happiness Report*   Fall 2019
- Built a multivariate linear model to predict happiness scores from the UN World Happiness Report with factors not included in the original calculation to determine the impact these new variables may have on human happiness
- Ran a linear regression to determine the effects of these variables and optimized the model by removing insignificant variables and creating new interaction variables where necessary to achieve an R-Squared value of 0.91
- Uncovered that income is not important in determining happiness levels with a coefficient of almost zero, while child labor laws were the highest predictor of happiness levels within a country

CCIMS McCombs Marketing Case Challenge – *Richard's Rainwater*   October 2019
- Among one of three Master of Science teams admitted into the challenge to compete against 12 MBA teams and the only Master of Marketing team to place in the top three
- Analyzed a case for Richard's Rainwater with the challenge of defining a strategy to better promote Richard's Rainwater and overcome negative rainwater sentiment
- Conducted primary research to gain insights on water preferences in the market as well as attitudes toward rainwater
- Led the insights portion of the project and leveraged the primary research to develop personas, reposition the brand within the market to resonate, and present specific messaging ideas

LEADERSHIP EXPERIENCE AND ACTIVITIES

Swim Coach –*Crawfish Aquatics & Pinewood Swim Team*   May 2012 – July 2019
- Developed and guided daily practices to ensure an adequate level of fitness and motivation was maintained among the team
- Organized and managed team members for many events throughout the year and created long lasting relationships with the team and their families

ADDITIONAL INFORMATION

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

WELDON TAT WHITLEY

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PROFESSIONAL SUMMARY
- Versatile marketer with experience in market research, data analytics, competitive analysis, project management
- Advanced skill in Microsoft and Google Office, proficiency in R and Tableau, and familiar with SQL and Python
- A natural leader that is highly involved, team oriented, and initiative driven in cross-functional work and academic roles
- Utilized analytical models and data visualizations to dissect data in order to gain insights and drive business decisions

EDUCATION

The University of Texas at Austin   Master of Science in Marketing   May 2020
Overall GPA: 3.29

Rhodes College   Bachelor of Arts, History   May 2016
Minor: Anthropology and Sociology
Overall GPA: 3.25, Major GPA: 3.52

Stellenbosch University   Stellenbosch, South Africa   (Study Abroad) Summer 2014

SKILLS
- Proficiency in R programming language; data analysis skills include linear modeling, logit modeling, hierarchical linear modeling, basic statistical functions, Bayesian inference, multivariate data analysis, time series analysis, visualization
- Strategic and creative in research design and comfortable during the iterative process related to design thinking
- Certifications: HubSpot Inbound Marketing, Google Ads (Search and Display), and Google Analytics

WORK EXPERIENCE

Sprinklr – *Market Insights Intern*; Austin, TX   January - June 2019
- Wrote a qualitative/quantitative research report on 28 company deals, and continued research on over 80 additional deals leading to executive management changing and implementing a new strategy
- Revised over 30 companywide battle cards and performed extensive diligence on competitors that assisted salesforce in eliminating FUDs and closing deals
- Designed dashboards and presentations utilizing KPIs and query-based building techniques to demonstrate SWOT analysis on competitors' strategy and market changes that kept entire firm up to date on market changes

Reagan High School – *Teacher and Coach;* Austin, TX   July 2016 - May 2018
- Initiated a project that compiled and reviewed athletic training data on eighty players to determine program effectiveness and led to targeted interventions
- Imported, cleaned, and analyzed data on over 30 games for strategic game planning and weekly practice structures
- Taught Health classes to 120 students per semester at a Title 1 high school; developed applicable and dynamic lesson plans to support English as a Second Language (ESL) students' criteria

AmeriCorps, Breakthrough – *Teacher Fellow;* Austin, TX   Summer 2015
- Measured classroom and pedagogical effectiveness as the team leader for three other teachers
- Produced reports on students' behavior and identified student success strategies, which led to meaningful parent-teacher conferences

ACADEMIC PROJECTS

7-Eleven – *Marketing Intelligence Capstone*   January 2020 - Present
- Competitive and data analysis with primary and secondary data to drive digital usage and revenue growth
- Create user journeys and recommend cross-channel experience to prompt consumption and purchases

McCombs CCIMS Case Competition – *3rd place overall, 1st MSM*   October 2019
- While competing against 1st year MBAs and MSM candidates, our team revamped their marketing mix by outlining alternative distribution channels, pricing strategy, and promotional campaigns to ultimately boost market share

LEADERSHIP EXPERIENCE AND ACTIVITIES

McCombs MS Case Study Club – *Founder*   Summer 2019 - Present
- Organized practice case interview sessions, information events, and a mentorship program with undergraduates

MSPO Student Ambassador   Fall 2019 - Present
- Met with prospective students to discuss the program and provided continuous feedback to academic and career management departments as well as the advisory council to help improve the overall program

Peer Assistant   Fall 2015
- Led 14 first-year students through welcome week with ~80 hours of programming and provided mentoring during fall semester to help students transition to Rhodes, and ended with a 100 percent retention rate after first year

Breakthrough Collaborative – *Campus Recruiter*   Fall 2015
- Worked with a national team of teacher alumni to inspire and find the next generation of Breakthrough teachers

NCAA DIII Varsity Lacrosse – *Captain (Winter 2014 - Spring 2016)*   Fall 2013 - Spring 2016
- Player elected captain that managed 50 players during training, meetings, tutoring, and competition, resulting in the best record in program history and three top 10 finishes in NCAA team statistics

NCAA DIII Varsity Football – *Player*   Fall 2013 - Spring 2014

ADDITIONAL INFORMATION
Interests: Social Science Research Network, Data Analytics, Coaching/Mentoring, Ultimate Frisbee, Football, Lacrosse
Work Eligibility: Eligible to work in the U.S. with no restrictions

ELISE (ELLIE) YOUNG

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linkedin.com/in/elise-young • Austin, TX • (214) 842-0170

EDUCATION

The University of Texas at Austin   Master of Science in Marketing   May 2020

MSM Coursework Includes: Marketing Analytics I & II, Statistics for Marketing, Marketing Management & Metrics, Data Visualization, Dynamic Pricing, Product and Brand Management, Digital & Social Media Marketing, New Venture Strategy

The University of Texas at Austin   Bachelor of Science, Public Relations   May 2019
Certificate: Business Foundations Program
Upper-division GPA: 3.67
GRE: Verbal 158, Quantitative 159, Analytical Writing 5.0

PROFESSIONAL BACKROUND

Favor Delivery – *Marketing Intelligence Capstone*; UT Austin MSM   January 2020 - Current
• Analyzing databases and creating visualizations via SQL and R
• Creating an actionable propensity model to reduce customer churn and optimize ROI from promotional offers
• Solving business problems using RFM, A/B testing, CLV by segment, Bayesian Estimation, and more

DiscoTech, LLC – *Director of Marketing & Business Development;* Austin, TX   Sept 2018 – Jan 2019
• Director for tech-startup expanding to Austin with the goal to establish local partnerships and target list of 40 most valuable merchants
• Constructed customized promotions to drive revenue through push notifications and foot traffic
• Responsibilities included producing business, merchandising, and marketing material, cultivating new business accounts, and handling day-to-day operations
• Hired and trained 3 direct reports to assist with distribution of proposals

ONAIR Shopping – *Marketing Intern*; Barcelona, Spain   June 2017 – Aug 2017
• Developed a comprehensive retail assessment of all retailers in Barcelona. Profiled each prospective business relative to their location and estimated revenue
• Liaison with potential businesses, to introduce ONAIR Shopping in person and establish relationships with business interest
• Formulated algorithms to forecast potential revenue incorporating monthly web traffic, total number of locations, and tiered pricing to prioritize future opportunities

Nordstrom – *Sales Associate*; Austin, Texas   May 2016 – Aug 2016
• Delivered quality customer service in a high-end store environment and consistently met or exceeded sales goal
• Formed strong relationships with customers and scheduled follow-up appointments

LEADERSHIP

Texas Advertising and Public Relations Brand, *Community Management Spring 2019*
• Created media plans, tracked metrics, and developed audience insight for the TAPR Brand across six social media properties
• Built TAPR's social media presence and helped maximize its branded scale of reach through strategic messaging, content and interaction
Zeta Tau Alpha fraternity, Kappa chapter, *Head Design Chair 2018*
• Created designs, met vendor deadlines, negotiated best prices and exceeded purchase minimums for 250+ members

ADDITIONAL INFORMATION

Honors: University Honors Dean's List, Fall 2017
Computer Skills: MS Word, Excel, PowerPoint, Google Analytics, Spredfast, R, SQL, Tableau
Professional Skills: Brand Marketing, RFM analysis, Conjoint analysis, CLV, Forecasting, Competitive analysis, Design thinking
Interests: Travelling, Live music, Volleyball, Anything DIY, Museums, Silent discos, Road trips, Event planning
Work Eligibility: Eligible to work in the U.S with no restrictions

ZOHA ZAHID

Zoha.zahid@utexas.edu | Austin, Texas | (929) 317 0051 | LinkedIn Profile

EDUCATION

UNIVERSITY OF TEXAS AT AUSTIN – MCCOMBS SCHOOL OF BUSINESS   Austin, TX
Master of Science in Marketing (STEM Degree), May 2020   2019 - 2020
- GPA: 3.73/4.00
- Coursework: Marketing Analytics, Data Visualization, Digital Marketing, Brand & Product Management, Design Thinking

LAHORE UNIVERSITY OF MANAGEMENT SCIENCES   Lahore, Pakistan
Bachelor of Science in Management Sciences   2015 - 2019

EXPERIENCE

BRIGGO COFFEE   Austin, Texas
Marketing Analytics Capstone Project   Jan 2020 - Present
- Conducted RFM segmentation analysis on purchase data for 90K+ customers and clustered buyers into 8 distinct segments
- Designed conjoint analysis surveys to gather preferences from customers about 10 sample loyalty program profiles
- Optimized company's loyalty program based on above insights that indicated a 16% increase in Customer Lifetime Value

DYOT – E-COMMERCE FASHION RETAILER   Lahore, Pakistan
Associate Brand Manager   Aug 2018 – Dec 2018
- Analyzed annual purchase data and utilized consumer insights about style preferences to introduce 3 new product designs
- Initiated and led a social media campaign by engaging Instagram influencers and increased digital brand following by 15%
- Enhanced e-commerce shopping experience by improving user interface design of company app that led to an increase of 20 app downloads per month

TETRA PAK   Lahore, Pakistan
Marketing Intern – Dairy Segment   June 2018 – Aug 2018
- Conducted interviews with customers uncovering consumer skepticism about health risks associated with tea creamers
- Modified text on product packaging to eliminate misconceptions related to the product and increased market share of tea creamers compared to milk by 3%
- Extracted consumer-centric messages from Economic Impact of Pakistan's Dairy Industry Study and integrated them into interactive trivia questions on Facebook that increased customer reach by 600 followers

PEPSICO   Dubai, United Arab Emirates
Marketing Intern – Quaker Division   June 2017 – Aug 2017
- Proposed a packaging revamp to marketing executives based on customer focus groups and analysis of competitor products that revealed that current visuals did not appeal to target market
- Collaborated with three printing partners to implement required artwork changes for 20 variants of Quaker products in only five weeks; prompt execution encouraged partners to renew contracts

ACADEMIC PROJECTS

DATA VISUALIZATION   Sept 2019 – Dec 2019
- Grouped and standardized key variables using XLSTAT to normalize 'Crimes in Boston' dataset with 200K+ entries
- Ran multiple linear regression through R to determine relative importance of variables and discovered that time was the most significant variable in predicting crime
- Applied Holt Winter's Forecasting model that revealed an 8% reduction in crime rate in Boston Downtown in 2020 and created maps on Tableau to highlight specific streets where crimes would reduce

ADDITIONAL INFORMATION

- Technical Skills: Microsoft Office, SQL, Python, R, Tableau, XLSTAT, SPSS
- Certifications: Google Analytics, Google Ads, HubSpot Inbound Marketing
- Languages: English, French, Urdu
- Interests: Dance (performed in 10+ shows), Theatre (directed and acted in 3 live plays), Travel
- Work Eligibility: Extended 3-year eligibility to work in the US due to STEM certification

Section 8:

Graduate Students in Marketing (MSM) Looking For a Summer Internship (May 2021 graduates)

LEO Z. LIU

leozhenyee@utexas.edu | (512) 803-9926 | 🔗 @leozliu | Website

EDUCATION

The University of Texas at Austin	Master of Science, *Marketing*	May 2021
The University of Texas at Austin	Bachelor of Science, *Radio-Television-Film* Bachelor of Arts, *Economics* Certificate: *Elements of Computing* *Certificate in Applied Statistical Modeling*	May 2020

MARKETING EXPERIENCE

UT RecSports – *Digital Communications Student Assistant*; Austin, TX   July 2019 – Present
- Collaborate with marketing team to create digital and social media assets to advance RecSports participation by 3%
- Design and animate graphics for social media accounts including Instagram, Twitter, FB, and RecSports website
- Partner with team of videographers and photographers to develop internal and external campaigns

musx – *Video Production Intern*; Austin, TX   October 2018 – November 2019
- Brainstormed, planned and executed video storytelling content for marketing purposes, increasing FB impressions by 12%
- Delivered fresh creative solutions that were aligned with the musx brand through videos to achieve specific KPIs
- Created videos with a variety of shots from live music events and interviews for social media content promotion
- Managed live shows, including communicating with staff, directing event setup and takedown, and organizing vendors

PROJECTS

Website Project *"Portfolio"*   November 2019
- Designed 22 webpages and developed 5 web applications using clean hand coded HTML5, CSS3, Java, Ajax and PHP
- Created 4 layout formats for portfolio showcase and developed accessible database and web interface suitable for promotion
- Performed the validation and ensured all finished websites follow W3C standards and ADA compliance 100%

Database Application *"Cancer Rate"*   October 2019 – November 2019
- Analyzed 2 datasets with more than 1 million entries to examine cancer rate by age, region and insurance status
- Performed modeling tasks to improve the quality and usability of the data in both datasets, using BigQuery and Apache Beam
- Developed the Beam pipelines in support of cross-dataset queries
- Visualized 26 SQL queries using Data Studio

Short Film Project *"Fallin'"*   October 2019 – November 2019
- Responsible for image quality control, on-set color correction, workflow, and data integrity as Digital Imaging Technician (DIT)
- Performed necessary technical color corrections among 16 clips, using DaVinci Resolve in post-production
- Communicated with the client in all phases of production to achieve project goals, and increased Instagram impression by 126.6%

AI Facial Expression Recognition Model *"How Are You Feeling"*   May 2019
- Created an XGB Classifier model to predict facial expression outcome with 75% accuracy
- Reduced prediction error by 19% through feature engineering, data cleaning, and feature selection
- Used an automated model building tool, Darwin, to train multiple models and determine best one
- Selected as a top 2 finalist out of 59 projects entered in a data mining competition

StorySistas Documentary *"BOXING 60"*   May 2019 – Present
- Brainstorm and produce a documentary about a 63-year-old female boxer to promote StorySistas brand
- Conduct research on trends and best practices within the documentary field to develop the visuals
- Communicate with the boxer, gym coordinator and marketing team to clear all production restrictions

SKILLS

Data Processing Tools: R, STATA, Excel, Python, MATLAB, Tableau, SQL
Production Skills: Adobe Suite (After Effects, Premiere, Illustrator, Photoshop), Maya, Unity, DaVinci Resolve
Other Tools: Google Suite, MS Office (Word, PowerPoint), HTML, CSS, JavaScript, PHP, Ajax
Languages: Mandarin, Basic French
Social Media: WeChat, Instagram, Snapchat, Twitter, Facebook**,** Pinterest, Reddit, TikTok
Interests: Skiing, Swimming, Outdoors, Traveling (Bahamas, Hong Kong, Indonesia, Japan, Macau, Thailand)

Mariana Sofía Vega

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Austin, TX 75019 ● (949) 356-2097

EDUCATION

The University of Texas at Austin	Master of Science, Marketing	May 2021
	Bachelor of Science, Advertising	May 2020
	Minor: Business	
	BDP Certificate: Innovation, Creativity & Entrepreneurship	
	Overall GPA: 3.63	
Universidad Pontificia Comillas	Study Abroad: Madrid Spain	Fall 2019
	Bachelor of Science, Advertising	

WORK & LEADERSHIP EXPERIENCE

OneSeventeen Media - *Marketing/Social Media Intern;* Austin, TX — June 2019 - Present
- Create content, develop media plans, and update social media, including Facebook, Twitter, and Instagram with a focus on increasing awareness and engagement
- Conducted online research for targeted buyers' demographics in order to develop engaging digital content

Social Entrepreneurship Learning Lab (SELL) – *Board Member: Culture and Ideator Cohort-Support;* Austin, TX — June 2019 - Present
Competitive 16 plus-week long fellowship for students seeking to ideate and launch their own social enterprise
- Coordinate events that promote and establishes SELL's culture among the members and the Austin community
- Organize curriculum, admissions, events, fellow meetings, and problem solve for the Ideator cohort

PROJECTS

R Elasticity Project – *Tombstone Pizza*: — Summer 2019
- Utilized R to sort raw data from pizza store sales
- Created a function in R to better predict elasticity of demand using different factors such as displays, competition, previous weeks sales, etc.

Conjoint Analysis – *Hypothetical Phone Case Company*: — Summer 2019
- Developed and administered a survey pertaining various individual features and combinations of a product
- Used one-way ANOVA data analysis in Excel to determine the combination of attributes which would generate the greatest sales and market share

Campaign Project – *Tomlinson's:* — Spring 2019
- Developed a media plan based off of the objectives inform, inspire, and incentivize for a hypothetical launch in Seattle, WA
- Compared the new city and the brand to develop a target market through a situation analysis (SWOT), primarily using Mintel
- Strategized media placements, with a limited budget, to better reach our chosen target market

Fundraiser – *Casa Marianella:* — Fall 2018
- Coordinated a diaper and baby wipes drive for Austin immigrant families and raised $240
- Contacted local Austin churches and the community for fundraising opportunities through social media and other communication platforms

INVOLVEMENT

Texas Tower – *Account Executive;* Austin, TX — February 2019 – June 2019
Moody College of Communication's in-house Advertising Agency for nonprofits
- Developed marketing content for fundraisers or events for Con Mi Madre's website and social media pages
- Strategized and managed content release based on beneficiary and volunteer trends

Social Entrepreneurship Learning Lab (SELL) – *Senior Fellow;* Austin, TX — October 2018 - June 2019
Competitive 16 plus-week long fellowship for students seeking to ideate and launch their own social enterprise
- Identified the upstream source of beneficiary's pain utilizing a curiosity mindset, beneficiary and social issue research
- Outlined and pitched solution at SELL Your Story by discussing the issue, the beneficiary, the solution, and the business
- Executed market validation through an MVP along with creating financial projections

HONORS

- Top Fellow Award: For exemplary performance throughout SELL Fellowship Junior Fellow Cohort — Fall 2018
- Dean's Honor List (2x) — Fall 2018, Spring 2019

ADDITIONAL INFORMATION

Skills: Word, PowerPoint, Canva, Hootsuite, Excel, R, Mintel, SMRB, Nielsen Platforms, Kantar and Ad Intel
Languages: Fluent in Spanish
Interests: Social Entrepreneurship, Corporate Social Responsibility, Traveling, Volunteering, FridaysForFuture March (X2)
Work Eligibility: Eligible to work in the U.S. with no restrictions

TINSAI (TINA) WORKE

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EDUCATION

The University of Texas at Austin Master of Science in Marketing   May 2021
Overall GPA: 3.22

MSM Coursework Includes: Statistics for Marketing, Marketing Management, and Financial Management

The University of Texas at Austin Bachelor of Arts, Communication Studies   May 2020
Minor: Business Foundations, McCombs School of Business
Overall GPA: 3.26; Communication Studies GPA: 3.79

ACADEMIC PROJECTS

MKT382: Statistics for Marketing   Summer 2019
- Used MS Excel and R to analyze the prices and unit sales of pizzas at Tombstone Pizza at 19 different locations
- Built regression models between feature, display, and prices influencing the sales
- Figured out the relation between all three independent factors affecting the unit sales, thus demand for the pizzas, and raised suggestions for increasing demand
- Performed what-if analysis on MS Excel to calculate the flexibility of demand

EXPERIENCE

UT Austin Office of Dean of Students – *Peer Educator;* Austin, TX   August 2017 - Present
- Create marketing materials for information campaigns
- Lead and facilitate safety education workshops and presentations for registered student organizations/sponsored student organizations
- Develop relations with registered student organization and sponsored student organization officers

Troilo Law Firm – *Law Secretary;* Austin TX   February 2019 – August 2019
- Generated revenues by documenting and inputting attorney billable time and reimbursable expenses; preparing invoices; tracking payments
- Produced information by transcribing, formatting, and receiving text, data, and graphics; coordinated case preparation
- Enhanced department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishment

Gov. Abbott's Campaign – *Field Organizer Intern;* Austin, TX   June 2018 – August 2018
- Recruited and trained multiple volunteers for phone banking and data entry
- Established relationships with volunteers on behalf of the gubernatorial campaign
- Helped plan and execute events by studying demographics to represent targeted area/region
- Prepared campaign materials like brochures by gathering information and sourcing materials

AFFILIATIONS & ACTIVITIES

Longhorn Chi Alpha – *Member*   Fall 2018 – Present
- Manage Bible studies and weekly worship, social events, and community events

ADDITIONAL INFORMATION

Computer Skills: MS Word, MS Excel, PowerPoint, R
Languages: English, French, and Amharic
Interests: Cooking, Creative Writing, Web Design
Work Eligibility: U.S. Citizen – Able to work in the U.S.

ROBERT YUAN

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EDUCATION

The University of Texas at Austin Master of Science, Marketing May 2021
Overall GPA: 3.55

The University of Texas at Austin Bachelor of Arts, Economics May 2020
Overall GPA: 3.35

Pompeu Fabra University International Business & Economics Program in Barcelona, Spain Fall 2018

WORK EXPERIENCE

Interplay Learning – *Marketing Intern;* Austin, TX September 2019 – December 2019
• Initiate outreach efforts within the education tech, VR and start-up communities to boost the company's brand recognition
• Update company website content on HubSpot via WordPress and track backlinks and mentions to maximize SEO output
• Launch an email, video and social media campaign to showcase customers success stories and generate inbound leads

Sip Creatives Agency – *Social Media Marketing Intern;* Austin, TX June 2018 – August 2018
• Created a month-long, multi-channel social media campaign for the agency that increased Instagram engagement over 500%
• Researched current social media trends and produced branded content to showcase the company's portfolio and expertise
• Conceptualized strategies in social media marketing targeting Gen Y and Z customers for consumer packaged goods client

McCombs Development & External Relations – *Stewardship Student Assistant;* Austin, TX January 2017 – August 2017
• Designed promotional materials and a comprehensive digital directory of the 80+ members in McCombs Parents Council
• Overhauled outdated promotional materials for McCombs advisory councils with annual membership fees exceeding $5K
• Assembled endowment packets detailing current program progress and future involvement opportunities for 500+ donors

LEADERSHIP EXPERIENCE AND ACTIVITIES

Delta Sigma Pi – *Associate Membership Educator, Pledge Class VP of Community Service* February 2016 – May 2019
• Mentored 16 new members during weekly one-on-one check-ins and carefully monitored mental health and performance
• Organized a Bingo & Brunch event that raised over $1200 for Camp Kesem Texas; raised an addition $6000 over nine weeks
• Hosted the founders of Home Slice Pizza and P. Terry's at *Austin Eats,* a speaker event with 200+ UT students in attendance

Camp Kesem – *Cabin Counselor* February 2017 – July 2018
• Fundraised $650 towards a $150,000 collective goal through the Austin Marathon, campus events, and individual initiatives
• Provided 24-hour care for children age 6-8 who have been affected by a parent's cancer during the free week-long camp
• Served as a liaison between the community service efforts of Delta Sigma Pi and the impact of the Camp Kesem community

Liberal Arts Council – *Campus & Community Focus Committee* February 2017 – May 2018
• Initiated the service campaign "Cards for Custodians" which distributed free dinner and 500+ letters to the UT custodial staff
• Spearheaded donation drives of relief supplies for Hurricane Harvey victims and menstrual products for homeless women
• Collaborated with Senate to host Longhorn School Bus, a field trip to UT for Austin-area elementary school students

Oversees Helping Hands – *Teaching Team Lead* June 2015 -June 2016
• Organized teaching teams and two weeks of English curriculum for 140 students at the Bo Ai School in Shanxi, China
• Facilitated training and team-building activities for the 30+ team members prior to and during the international trip
• Planned the 2015 post-trip reunion fundraising dinner that raised over $3000, enough to sponsor 8 students for one full year

ADDITIONAL INFORMATION

Computer Skills: Excel, G Suite, iMovie, Adobe Photoshop, STATA, R
Languages: Conversational in Mandarin Chinese
Interests: cooking, running, pop, hip-hop, R&B, architecture, secondhand fashion, outdoor cycling, politics, regional cuisines
Work Eligibility: Eligible to work in the U.S. with no restrictions

Section 9:

Securities Lawyer (with experience)

STEPHEN BOSKE, CFA

512-699-4925
stephen.boske@gmail.com

PROFESSIONAL EXPERIENCE

Jackson Walker LLP, Austin, TX   **November 2018 – Present**
Senior Counsel
- Spearheads fund formation and restructuring, and resolves regulatory issues for hedge funds and private equity funds to undertake and manage investments from institutional investors.
- Leads the negotiations of investment management agreements, operating agreements, side letters, and numerous other agreements for private funds as well as institutional investors making investments into hedge funds, private equity funds, and venture capital funds ranging from small investment vehicles to funds managing over $1 billion in assets.

Axiom Global, Inc., New York, NY   **January 2016 – November 2018**
Attorney, Secondments-J.P. Morgan Asset Management, MUFG Securities Americas, Inc. and SECOR Asset Management, LP
- Led legal negotiations with funds for the U.S. division of the world's second largest bank holding company.
- Conducted fund formation for a multi-billion-dollar asset manager, including negotiating investment management agreements and side letters as well as drafting offering documents.
- Negotiated agreements for the successful merger of the Canadian division with MUFG Securities Americas.
- Managed research on and adherence to the Dodd-Frank Act, Investment Advisers Act of 1940, and numerous other regulations covering private equity funds and hedge funds to comply with applicable rules.

Chadbourne & Parke LLP, New York, NY   **July 2015 – January 2016**
Associate (merged with Norton Rose Fulbright US LLP)
- Successfully collaborated with the head of the private funds group to implement numerous investments into private equity funds and hedge funds.
- Oversaw fund formations and regulatory projects for investment funds, advisors, and asset managers.

Lyxor Asset Management Inc. (Société Générale S.A.**),** New York, NY   **November 2007 – July 2015**
Vice President-Legal Counsel, Asset Management Division of Société Générale S.A.
- Served as the deputy to the Chief Legal Officer of the domestic division of the $176 billion asset manager.
- Provided general counsel functions / leadership in the CLO's absence. Led a team of lawyers.
- Formed and structured more than 50 private funds and managed accounts in the U.S. and overseas.
- Led negotiations for institutional investors, investing in investment funds and managed accounts, to implement numerous investment management, operating, trading, and other agreements.
- Fielded legal questions to cover emergencies as well as regulatory and operational issues on the trading floor on a real-time basis during the market's crash and recovery while coordinating each project directly with portfolio managers and clients as well as risk, sales, and structuring teams.
- Produced an RFP submission as part of a two-person team that won a $200 million mandate from the California State Teachers' Retirement System, which is now a multi-billion-dollar investment.

Teleos Management, LLC, Stamford, CT   **August 2005 – October 2007**
Operational Due Diligence/Legal Consultant
- Performed due diligence on all ($250 million) underlying funds and investment vehicles in which the fund-of-funds division invested.
- Identified and determined the worthiness of investments through engaging in qualitative and quantitative analysis of products, analyzing structures, strategies, and performance numbers.

EDUCATION / CERTIFICATIONS

New York University School of Law, New York, NY   **May 2006**
Juris Doctor

University of Texas at Austin, Austin, TX   **May 2002**
Bachelor of Arts, High Honors, History
- Phi Beta Kappa, Liberal Arts Honors, History Honors Program

BAR ADMISSONS: State Bars of New York and Texas. | **CFA Charterholder**