

282-D, 4 Forest Park Lane
William Keeton House
Ithaca, NY

Misha Baheti
mb743@cornell.edu ▪ (607) 379-8030

502-Tennessee Tower
The Forest, Sector-92
Noida, India

EDUCATION

Cornell University, Expected: May 2015
Chemical Engineering (Conc. in Biomedical Engineering)
Minor: Business
Cumulative GPA: 3.702; Major GPA: 3.81

Amity International School, Noida, India
Graduated May 2011
SAT Score- Reading: 640, Writing: 670, Mathematics: 740

RELEVANT COURSEWORK

Introduction to Microeconomics, Finance, Marketing, Consumer Behavior

WORK EXPERIENCE

Undergraduate Research Assistant

Lucks Lab for RNA Engineering, Cornell University, NY (January 2013- Present)

- Using Golden Gate cloning, iPCR & BioBrick cloning to build parts for an RNA Oscillator
- Designing and building parts for a level 3 Transcription Cascade

Analyst

Vectus Industries Ltd, New Delhi, India (May 2012-June 2012)

- Studied the structure, functioning, applications of polymer (Polyethylene) manholes
- Conducted market surveys on the demand for plastic manholes
- Published a technical report on the functional and structural feasibility of polymer manholes on a large scale

Trainee

National University of Singapore, Singapore (June 2010 – July 2010)

Worked in lab for 2 weeks to study recombinant DNA technologies and drug delivery methods for cancer patients.

RECOGNITION

Cornell University Dean's List (All semesters) • Science Honors Scholarship • District Chemistry Award • District Biotechnology Award • Best Ambassador in Cornell ISAA

LEADERSHIP AND SERVICE

Vice Chair, Initiate Scholarship Committee

Phi Sigma Pi, National Honor Fraternity, Cornell University (October 2013-Present)

Organizing educational and scholarship-related events for the brothers of Phi Sigma Pi at Cornell.

Ambassador

Cornell International Student Admissions Ambassador (ISAA), Cornell University (Aug 2011- Present)

Responding to email inquiries, serving on panels, welcoming new students and visiting former schools to provide information about what it is like to be an international student at Cornell.

Service Volunteer

Cornell Alternative Spring Breaks, Bronx, NY (March 2012)

Volunteered for 7 days in New Settlement Apartments, Bronx, NY with a team of 10 students.

Led science workshops and Women in Engineering workshops, and actively participated in a Tenants' Rights rally.

SKILLS

Software (Proficient): Microsoft Office, MATLAB, Java, Mathematica

INTERESTS AND HOBBIES

Trained in **Kathak** (Indian Classical Dance) for 10 years • Member of **Cornell Sitara** (Cornell's Premier South Asian Fusion Dance Team) • Travelling (Visited over 15 countries all over the world) • Photography

KUNWAR BAL

3553 Villero Ct.
Pleasanton, CA 94566

Telephone: (925) 858 5462
E-Mail: kdb73@cornell.edu

EDUCATION

Cornell University, Charles H. Dyson School, Ithaca, NY
Bachelor of Science in Applied Economics and Management
GPA: 3.729 – Dean's List, National Society of Collegiate Scholars
May 2015

Amador Valley High School, Pleasanton, CA
Top 3% of class
GPA: 4.1
June 2011

Harvard College, Cambridge, M.A.
Harvard's Secondary School Program (SSP)
Principles of Economics S10ab (Macro and Micro), 8 College Credits - Grade A
Summer 2010

RELATED EXPERIENCE

Private Wealth Management Extern
Selected stocks and mutual funds for private wealth management arm of Ameriprise Financial to invest in based on technical and fundamental valuation methods, MorningStar reports, and S&P reports. Frequent use of Excel and Ameriprise Financial Advisor Services to help with recommendations. Familiarity with functions of retirement accounts and estate planning procedures.
Winter 2013

Financial Consultant, TeeItUp LLC.
Provided consultation for restaurant chain business model. Created Excel based Cost of Goods Variance reports, Labor Matrix, and Weekly Cash Flow, P & L tools for Management team of TeeitUp, a \$16M company operating 4 Buffalo Wild Wing Restaurants in Northern California. Currently monitoring and reviewing the reports weekly. The reports are used to recommend growth policies and help manage employees and expenses.
June 2012 - Present

Mutual Investment Club QuanTeam and Energy Sector Analyst
Managed fund as sector analyst for 4 semesters. Performing valuations of stocks using technical indicators, Market Comparables, as well as DCF analyses. Company Valuation based on cash flows. Knowledge of Bloomberg and Excel.
Spring 2012 – Present

Operational Manager, Buffalo Wild Wings
Overlooked servers, expos, and kitchen staff while learning the operations and financing of a restaurant business model. Intimately involved with competitive market analysis, site selection, and loan and lease negotiations.
2011 - 2012

OTHER SKILLS

Quantitative Analysis - Can use technical analysis of mutual funds and stocks using indicators and charting tools. Able to use financial data from balance sheets and income statements to evaluate companies. Helped in processing information from S&P 500 and MorningStar Reports. Additionally evaluated Company reports, quarterly 10Q and Annual 10K statements on Edgar Online.

Leadership Abilities - Led team members in coordinating pitches for Mutual Investment Club. Took charge to distribute and review parts and helped put together the deck to present. Experiences involved recognizing and emphasizing members' strengths

Programming Ability - Took class on programming language Python, ability to make basic programs. Exposure to VBA and Macros for Excel in Spreadsheet Modeling class.

Innovative - Created an Income Statement projection model on Excel to help better run the finances of TeeItUp Inc. Used responsibility accounting techniques for internal reorganization of financial documents so as to better project profits to the company. Proposed new method of employee incentive based on meeting key goals outlined in model. Incentive plan is in the process of being implemented in company.

Richard R. Barakat, Jr.

School Address: 424 Dryden Road, Ithaca, NY 14850
Home Address: 12 Winchester Drive, Muttontown, NY 11545
516-477-5162 • rrb83@cornell.edu

EDUCATION

Cornell University, College of Arts & Sciences, Ithaca, NY Expected May 2015
Candidate for Bachelor of Arts in Economics, Minor in Applied Economics & Management
GPA: 3.3 / 4.0; Minor GPA: 4.0 / 4.0

Chaminade High School, Mineola, NY September 2007 – June 2011
GPA: 96.4/100; Class Rank: 19/433; ACT: 32

RELEVANT COURSEWORK

Introductory Microeconomics • Introductory Macroeconomics • Intermediate Microeconomics • Intermediate Macroeconomics • Calculus I
• Introductory Statistics • Financial Accounting • Marketing • Spanish • Statistics and Applied Econometrics

PROFESSIONAL EXPERIENCE

UBS Global Asset Management, New York, NY June 2013 – August 2013
Product Development & Management Analyst

- Compiled financial data and constructed pivot tables in order to map out strategic asset management to active asset management initiative for external/internal sales teams within the firm
- Modeled an advisory share class conversion project by calculating A and Y shares' assets as well as third party fees
- Researched competitors' mutual funds in order to collect intelligence on offerings and gain insight into performance
- Delivered weekly market updates to the sales team to keep the group informed on current issues, news, and data
- Developed an understanding of the municipal bond market

MarketAxess Holdings Inc., New York, NY May 2012 – August 2012
Business Analyst

- Analyzed financial data to facilitate trades with various fixed income products including: U.S. High-Grade Corporate Bonds, Eurobonds, Emerging Market Bonds, and Credit Default Swaps
- Prepared presentation on new trading system that was released in September 2012
- Targeted and fixed bugs within the client-to-dealer trading platform and presented afflicted areas to IT
- Modeled bond yields on excel spreadsheets and sought out inefficiencies in the yield curve
- Analyzed data on Corporate Bond Ticker, MarketAxess's market data product

ACTIVITIES & LEADERSHIP EXPERIENCE

Cornell University Division I Men's Varsity Lightweight Crew Team, Ithaca, NY August 2011 – Present
Starboard & Port Oarsman

- Committed 35 hours per week in addition to balancing schoolwork, rowing, a business fraternity, and a social fraternity
- Developed camaraderie, a strategic mindset, and a mover/shaker mentality by rowing crew throughout high school, and college. Currently working together with my teammates to achieve a common goal: to win the Eastern Sprints Regatta and the National IRA Regatta
- Trained and continue to train year round by partaking in rigorous workouts
- Represented organizations with class throughout high school and college both on the water and off the water

Alpha Kappa Psi Professional Business Fraternity, Ithaca, NY February 2013 – Present
Philanthropy Chair

- Selected from a pool of 120 applicants to be in a pledge class of 12
- Contributed to and participated in a multitude of activities designed to increase professionalism and overall business acumen
- Volunteered at Ithaca Middle School by tutoring students in a variety of subjects

PEAKS Over Poverty Case Competition, Ithaca, NY November 2012
First Place Recipient

- Presented revenue model and marketing strategies to PEAKS Over Poverty President and to the Cornell Cooperative Extension Executive Director
- Collaborated with a team of four to extensively research the crowd-funding industry and created a Power Point presentation of recommendations

Putney Student Travel Program, Karonga, Malawi July 2009
Student Volunteer

- Led an independent project to test 70 Malawians for HIV
- Educated Malawians through their native language of Chichewa on how to prevent the spread of HIV and how to prevent contracting the disease themselves

HONORS/AWARDS

Three Carnegie Hall Performances with Chamber Choir • Cornell University Arts & Sciences Ambassador • Associate Class President for Phi Kappa Tau Fraternity • Scholastic National Champion Oarsman at Chaminade High School • National Honor Society President at Chaminade High School • Long Island Blood Services Leadership Scholarship • Extraordinary Minister of the Holy Eucharist

OTHER INTERESTS

Singing • International Travel • New York Knicks • Movies • Fantasy Sports • CrossFit • Golfing • Scuba Diving • Kanye West's Music

Alexander R. Bennett

230 Dudley Road Newton, MA 02459
617 894-7666 | Arb348@cornell.edu

EDUCATION

Cornell University

Ithaca, NY

Bachelor of Science in Industrial and Labor Relations

Minor in Business, Minor in Real Estate

Expected May 2015

- **GPA:** 3.55/4.00; Math SAT: 800, Math 2 SAT Subject Test: 760
- **Honors:** Phi Eta Sigma Honor Society, AP Scholar Award
- **Relevant Coursework:** Corporate Finance, Labor Economics, Marketing Principles, Compensation Studies, Micro & Macro Economics, Collective Bargaining, Human Resource Management, Organizational Behavior, Statistics, Essential Desktop Applications

WORK EXPERIENCE

Reliant Mortgage, L.L.C.

Beverly, MA

Financial Services Intern

June 2013 – August 2013

- Optimized company's accounting and loan processing efficiency
- Selected Project Experience:
 - Loan Compliance
 - Led team to document HMDA compliance, which resulted in improved loan organization
 - Loan Officer Performance Report
 - Analyzed performance reports and commission statements to introduce a system that utilized basis points; resulted in company proceeding with project and 12% cost savings
 - Warehouse Funding
 - Devised new method for recording purchased loans; led to increased employee productivity

Alan Investments, L.L.C.

Needham, MA

Real Estate Development Intern

June 2013 – August 2013

- Upgraded current properties and evaluated potential land acquisition in MA
- Led team budgeting efforts for new construction and existing building improvements; resulted in \$50,000 cost savings
- Examined opportunities available for new land procurement in MA and recommended purchase based on local property demand and feasible profitability; recommendation led to successful purchase of \$4,000,000 land
- Established strategy for attracting prospective tenants via promoting property location; resulted in 10% increase in revenue

PushPage Corporation

Cambridge, MA

Winter Intersession Program Intern

December 2012 – January 2013

- Developed and researched new advertising tactics
- Analyzed existing user feedback to develop new promotional material; led to 1,200 new users
- Expanded market reach to other social media outlets (Facebook, Twitter, Instagram)

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Proficiency in MS Excel, PowerPoint, Access, Word, and Encompass360

Activities & Interests: Sigma Chi Fraternity- Treasurer, Philanthropy Chairman & Jewish Greek Council Representative, Cornell Club Baseball, Cornell Real Estate Club, Golf

Kyle R. Berman

Current Address: 301 Bryant Avenue, Apt. 3, Ithaca, NY 14850

Permanent Address: 21 Creemer Road, Armonk, NY 10504

krb83@cornell.edu • (914) 406-6034

EDUCATION

Cornell University, Ithaca, NY

May 2015

Candidate for B.S. in Applied Economics & Management, Concentrations: Finance and Accounting

- Cumulative GPA: 3.94, Major GPA: 4.07
- Relevant Coursework: Managerial Economics, Spreadsheet Modeling, Intermediate Accounting, Finance

Awards and Honors

- Ho-Nun-De-Kah Honor Society: Recognized as part of the top 15% of the sophomore class in the College of Agriculture and Life Sciences
- Dean's List (all semesters)
- Inducted into the 400 Club for being a student-athlete and achieving a semester GPA of 4.0
- Recipient of the Intercollegiate Tennis Association Academic Scholar-Athlete Award in 2012 and 2013

London School of Economics, London, England

July 2012

- Coursework: Managerial Accounting and Financial Control

Byram Hills High School, Armonk, NY

September 2007 – June 2011

- Member of Mu Alpha Theta for excellence in mathematics; captain of varsity tennis team; two time varsity tennis all-state honoree

PROFESSIONAL EXPERIENCE

Morgan Stanley Wealth Management, Mount Kisco, NY

June 2013 – August 2013

Summer Intern

- Created bond valuation model to calculate yield, yield to maturity, and yield to call
- Evaluated investment opportunities in the municipal bond market by analyzing bond yields and ratings
- Helped transition client accounts from commission based to fee based by creating proposals of potential investment funds to fit the desired risk levels for various clients
- Determined the benefits of lump sum versus annuity payments to help clients optimize their IRA accounts
- Attended weekly sales meetings on potential investment opportunities, including mutual funds, MLPs and fixed income funds, and participated in weekly conference calls on current market conditions
- Analyzed potential equity investment opportunities by researching volatility and return rates of mutual funds

Cornell University Athletic Department, Ithaca, NY

March 2013 – Present

Tutor

- Tutor students up to five hours per week in finance and accounting courses
- Helped improve students' test scores by an average of 10%

The Windmill Club, Armonk, NY

May 2012 – August 2012

Tennis Instructor

- Organized and taught weekly men's and women's clinics consisting of twelve individuals
- Ran a three-week mini-camp for five-year olds to teach basic fundamentals and techniques
- Provided private instruction to children and adults

The Club of Riverdale, Riverdale, NY

May 2012 – August 2012

Tennis Instructor

- Worked with fifteen teenagers in a competitive summer camp on match toughness, strategy, and technique

ATHLETICS

Cornell Varsity Tennis Team, Ithaca, NY

August 2011 – Present

- Singles and doubles starter on a Division 1 team that was ranked as high as #23 in the nation in 2013 (highest in team history)
- Contributed to team's ECAC Championship in 2013, the second in team history
- Voted team's Most Improved Player in 2013 after going undefeated in Ivy League doubles and 14-2 overall

ACTIVITIES & INTERESTS

Activities: Phi Kappa Psi Fraternity, Big Red Leadership

Interests: Ski Racing, Running, NY Giants, and Traveling

Maxwell Bernstein
1755 York Ave Apt: 35F
New York, New York 10128
Cell: 917-617-8902 • Email: mjb435@cornell.edu

Education

Cornell University: School of Hotel Administration, Ithaca, New York
Bachelors of Science in Hotel Management and a Minor in Real Estate, Expected May 2015
Dean's List – 3.96 GPA

Relevant Coursework: Finance, Fixed Income Analysis (Graduate Level), Principles of Hospitality Real Estate, Managerial Accounting, Financial Accounting, Business Computing, Managerial Communication, Hospitality Development and Planning, Microeconomics, and Service Operations

Teaching Assistant: Managerial Accounting, Hotel Operations, Food Operations, August 2012—Present

Riverdale Country School, Bronx, New York, June 2011

Professional Experience

Newmark Grubb Knight Frank—Capital Markets Summer Intern | Hospitality Group **June—July 2013**

- Operated within a specialized division of BGC, Cantor Fitzgerald, and NGKF Capital Markets to provide clients with innovative transaction and management solutions for all types of hospitality properties as part of a global and fully integrated market leading real estate platform.
- Assisted with single asset acquisitions and dispositions, portfolio transactions, asset valuations, management company and brand evaluation, strategic and capital markets advisors, and property-specific equity and debt capital raising programs.
- Performed financial analysis, created market databases with excel, and analyzed and generated comparable reports.

Carnival Cruises—Hospitality Management Trainee **August 2013**

- Integration into Guest Services Manager and Cruise Director positions to understand multifaceted daily and long-term cruise ship operations and management.
- Evaluated and assisted in the implementation of brand standards by working with ship-board officers, corporate staff, and by serving on committees dealing with vessel appearance, guest safety, and crew emergency drills.
- Participated in the ship's preparation for United States Public Health inspections, Customs and Immigration Arrival and Departure Documents, and Center for Disease Control inspections.

Carnival Cruises—Guest Services Associate **June 2012**

- Integration into daily and long-term operations and management of the Guest Services Team and helped to deliver consistent standards associated with Carnival Cruises.
- Participated in and worked with Guest Safety Drill, Past Guest Celebration, iCare, CRT, FSS, SPMS, SMS intranet, and APASS.
- Cross-trained in housekeeping, food and beverage, casino, shore excursions, the bridge, port manning/gangway operations, and Camp Carnival departments to understand the interconnectedness of the operations and the management of a cruise ship.

Inter cruises: Shoreside & Port Services—Port Agent **June—August 2012**

- Operated in unison with various cruise lines to deliver a unified guest experience between land and ship.
- Advanced guest experience and satisfaction by consistently delivering superior quality in the daily operational tasks by performing meet & greet services, check in, transfers, luggage handling, and informational services.

Flex Mussels—Management Intern **July 2012**

- Fulfilled managerial responsibilities including scheduling, payroll, accounting, purchasing, and standardization across the brand.

Entrepreneurial Experience

Breakout Commerce (Hellopics & print.io)—Business Development Intern **May 2012—Present**

- Assisted in the preparation of the company's A round financing deck
- Performed accounting and financial analysis for monthly reporting
- Managed user testing team to execute app and web development

Leadership Experience

Ye Hosts Honorary Society—member **Fall 2013—Present**
Cornell Student Library Advisory Council—member **Fall 2013—Present**
Cornell Real Estate Club—member **Fall 2012—Present**
Club Managers Association of America—member **Fall 2011—Present**

Awards & Computer Skills

Spring 2012 Spencer Portfolio Award Winner | Expert in Microsoft Word, Excel, PowerPoint, and Publisher

Russell C. Braun

rcb357@cornell.edu

(716) 949-9322

Current Address

55 Ridgewood Rd.
Ithaca, NY 14850

Permanent Address

108 Hamilton Dr.
Amherst, NY 14226

EDUCATION

Cornell University

B.S. Dyson School of Applied Economics and Management

Concentrations: Finance, Accounting

Minor: Real Estate

3.55 GPA

Ithaca, NY

Expected May 2015

Washington and Lee University

3.61 GPA

Lexington, VA

September 2011 – May 2012

RELEVANT COURSES

- Finance, Spreadsheet Modeling, Financial Accounting, Managerial Economics I & II, Intermediate Accounting I, Principles of Real Estate, Commercial Bank Management, Introductory Microeconomics, Introductory Macroeconomics

PROFESSIONAL EXPERIENCE

GIC Group

Investment Advisory Analyst

Alexandria, VA

June 2013 – July 2013

- Assisted in capital structure decision making on multiple capital raising mandates in excess of \$5 million for international investment advisory firm
- Constructed three-statement pro forma financial models used to evaluate financing alternatives and capital allocation
- Developed and updated investment memorandums and pitch books for multiple advisory deals
- Researched and evaluated market entry strategies for new agricultural opportunities in international markets

inLighten Inc.

Business Development Intern

Clarence, NY

July 2011 – August 2011

- Prospected within existing client base for attractive sales and revenue generation opportunities
- Reported to business development team and management on potential for incremental client sales and service extensions
- Contributed to 20% year over year revenue increase within business development division

Sgroi Financial

Intern

West Seneca, NY

August 2013

- Attended financial planning and research group meetings, and gained a thorough understanding of wealth management platform, asset allocation, diversification and retail investment products

LEADERSHIP ACTIVITIES

Financial Management Group of Cornell

President

Ithaca, NY

September 2013 – Present

- Lead student-run, student-funded mutual fund of \$4,000 investing in equity securities
- Organize general body meetings and guide club curriculum as well as new member recruitment and applicant evaluation

Vice President

January 2013 – August 2013

Senior Analyst, Consumer Retail Group

September 2012 – December 2012

Mutual Investment Club of Cornell

Sector Analyst, Technology Group

Ithaca, NY

September 2012 – December 2012

- Identify and advocate for equity market investment opportunities
- Work with team members to develop and present buy/sell presentations to club general body

Pi Kappa Phi Fraternity, Psi Chapter

Member Education Chair

Ithaca, NY

August 2013 – Present

- Developed and implemented, in collaboration with fraternity executive board, 4-week new member education process for fall 2013 new member class

OTHER RELEVANT EXPERIENCE

Bain Capital and Berkshire Partners Alternatives Industry Overview

Participant

Boston, MA

January 2013

- Selected as 1 of 6 students for externship program focused on the alternative investing industry
- Learned about different roles within each firm across private equity, hedge funds and fixed income businesses

Current Address
230 Willard Way
Ithaca, NY 14850

Evan R. Brovender

erb234@cornell.edu
561-504-2283

Permanent Address
4091 Briarcliff Circle
Boca Raton, FL 33496

Education

Cornell University, Ithaca, NY, Dyson School of Applied Economics and Management Expected May 2015

Bachelor of Science in Applied Economics and Management

Concentration: Finance and Entrepreneurship

- **Major GPA:** 3.7; Cumulative GPA: 3.42; Dean's List Fall 2012, Dean's List Fall 2013
- **Relevant Coursework:** Business Management and Organization, Marketing, Spreadsheet Modeling, Financial Accounting, Statistical Science, Finance, Business Law, Marketing Teaching Assistant

Pine Crest School, Fort Lauderdale, FL May 2011

- **Cumulative GPA:** 3.7
- **Awards:** Honor Roll 2010 - 2011, 8 Advanced Placement Courses, Spanish National Honor Society 2009

Professional Experience

UBS, New York, NY June - August 2013

Private Wealth Management Intern

- Evaluated fundamental financial information necessary to produce individualized investment strategies for high net-worth clients
- Produced asset allocation proposals delivered directly to potential clients that resulted in an over 2% increase of total assets
- Conducted extensive research on the benefits of an exclusive ETF portfolio while utilizing Structured Products

Credit Suisse, New York, NY January 2013

Fixed Income Trading Extern

- Assisted Senior Fixed Income and Equity Analysts covering a wide variety of sectors, including TMT, Emerging Markets, Cash Derivatives, Credit Derivatives, and High-Yield Bonds
- Attended a due diligence conference call while assisting a Private Banking Analyst on the Debt Capital Markets desk
- Contributed to the quarterly earnings research presentation and assisted on a New Issue Security Pricing transaction

Metal Conversions LTD, Mansfield, OH May - July 2012

Intern Trader; Assistant to the Vice President of Metal Purchasing

- Executed purchases of recycled aluminum from customers, resulted in increased sales of final products to business partners
- Visited several partner smelting plants and met with plant managers to oversee product inventory and monthly transportation progress
- Mastered new system of documentation while assisting in managing all secondary aluminum scrap received in scrap yard

Leadership and Activities

Sigma Nu Fraternity, Gamma Theta Chapter, Ithaca, NY April 2012 – Present

Lieutenant Commander – Vice President

- Serve as Chairman of the Executive Board, Oversee Chapter Committee System, and Coordinate Chapter Pursuit of Excellence submission
- Assisted in organizing philanthropy events such as “Kappa Dogs” that resulted in over \$800 raised for a Children’s Literacy foundation, “Ivy Man” which resulted in over \$10,000 raised for Women’s Cardiac Care, and the “1st Annual Powder-puff Football Tournament” which raised over \$1,000 towards the Wounded Warrior Project
- Silver Key Academic Award Winner 2012

Cornell Varsity Football, Ithaca, NY August 2011 – Present

Varsity Member

- Dedicate over 30 hours per week to football training, practice, and games in pursuit of an Ivy League Football Championship
- Gained valuable experience in working in a team-oriented environment and developed a strong and aggressive work ethic

Financial Management Club at Cornell, Ithaca, NY August 2011 – Present

Analyst

- Analyzed several specific sectors of the financial market and became more familiar with delivering a professional stock pitch
- Learned about modern quantitative and analytical metrics to select securities and develop a diversified portfolio

Skills, Interests, & Activities

Technical Skills: Proficient in Microsoft Office Suite

Interests & Activities: Big Red Readers, Adopt-A-Family, Susan G. Komen for the Cure, Two State Basketball Championships, Youth Basketball Coach, Skiing, Snowboarding

Alec Jeffrey Budow

Current Address:
312 College Avenue, Apt. 615
Ithaca, NY 14850

(646) 207-8628
ajb355@cornell.edu

Permanent Address:
525 East 80th Street, Apt. 5F
New York, NY 10075

EDUCATION

Cornell University School of Hotel Administration, Ithaca, NY *May 2015*
Candidate for B.S. • Real Estate Minor • Finance, Accounting, and Real Estate Concentration
GPA: 3.76 - Dean's List Freshman Fall/Spring, Dean's List Sophomore Fall/Spring

Activities and Honors:

Student Advisory Board (helps the administration communicate with students; two students selected per class)
Teaching Assistant: Principles of Real Estate Finance; Hotel Operations; Facilities Management; Management Communication II;
Models of Excellence Award for "Best Presentation"
Alpha Delta Phi Fraternity Brother

Columbia Grammar and Preparatory School, New York, NY *June 2011*

Notable Achievements:

New York State Office of the Comptroller Award for Academic Excellence and Civic Commitment
Student Government School Co-President; Newspaper Senior Editor; Model Congress Co-President

WORK EXPERIENCE

Fortress Investment Group *June-August 2013*

Credit Funds Intern

- Researched different U.S. markets to help determine the viability of potential real estate investments
- Drafted/edited investment memoranda for shopping center, hotel, and residential asset opportunities
- Attended meetings with counsel and a developer for a multifamily development on Long Island, NY

Corcoran Sunshine Marketing Group *May-July 2012*

New Development Intern

- Created residential building grids and diagrams using advanced Excel functions
- Worked as a direct aid to the firm's top Senior Managing Director while his assistant was on vacation
- Read and summarized documents on global wealth trends to help project NYC residential sales

Mayor's Office of Citywide Event Coordination and Management, New York, NY *June-August 2011*

Intern to the Director and the Chief of Staff

- Recruited for highly competitive internship offered only to college students while in high school
- Assisted in tasks related to event planning, organizing, and inter-agency coordinating
- Compiled, mapped, and modified data associated with various City events and event routes
- Summarized meetings for numerous citywide events (e.g. 9/11 Ten Year Anniversary)

Columbus Square/Stellar Management/Chetrit Group, New York, NY *August 2010*

Intern to the General Manager

- Digitized hundreds of tenant files in an organized manner
- "Walked" multiple apartments with a leasing director and clients
- Toured construction sites with the general manager and prospective commercial tenants

Excelsior Hotel and Skyline Hotel, New York, NY *June-July 2010*

Front Desk Attendant

- Answered and transferred telephone calls
- Handled guests' requests and problems, including filing maintenance reports

Bloomberg for Mayor 2009, Inc., New York, NY *July-November 2009*

Field Operations and Voter Outreach Intern

- Interacted with voters and organizations via telephone calls and in-person visits
- Researched charter school voter outreach campaign opportunities

SKILLS:

Advanced capabilities in Microsoft Word, Excel, PowerPoint, Outlook

Kevin Chang

208 Dryden Apt 205, Ithaca, NY | kc672@cornell.edu | 703-389-7346

EDUCATION

Cornell University, College of Engineering, Ithaca, NY

Bachelor of Science in Operations Research and Information Engineering

expected May 2015

Dyson Business Minor for Engineers

Computer Science Minor

- **Cumulative GPA:** 3.71/4.00
- **Relevant Courses:** Industrial Data & System Analysis/ Financial & Managerial Accounting/ Object-Oriented Programming & Data Structures/ International Trade & Finance/ Engineering Probability & Statistics/ Finance/ Business Management

WORK EXPERIENCE

Deloitte Consulting LLP

New York, NY

Business Technology Summer Analyst

Jun 2013- Aug 2013

- Advised a global insurance company worth over \$45 billion on implementing a new financial reporting system
- Facilitated communication between internal and external leadership by creating time lines, daily reports, and official published documents
- Worked directly with client's project lead and VP of internal audit on multiple projects
- Wrote and executed test scripts for integration test cycles of the system implementation

CID Group

Taipei, Taiwan

Venture Capital Analyst

Jun- Jul 2012

- Researched existing and potential limited partners and conducted a report based on their asset under management, private equity allocation, geographic distribution, and minimum required returns
- Valued 25 portfolio companies in mostly the semiconductor, green technology, agriculture, and medical industries using both precedent transaction approach and P/E multiples of competitors obtained from Bloomberg
- Identified income statement, balance sheet, and statement of cash flows of each portfolio company from financial data and uploaded them to a new system

Ivy-Way SAT Preparation

Taipei, Taiwan

Co-founder

May- Aug 2011

- Taught three sessions of 12 students, with average score improvement of 285
- Prepared 80-page teaching guide in writing and mathematics
- Created advertisements on the website and communicated with parents about students' performance

ADDITIONAL EXPERIENCE

CFA Institute Research Challenge

Oct 2012- May 2013

Member of Cornell Team

- Works on 10 page research report on Microsoft using company presentation and financial statements
- Researches macroeconomic trends, competitors of Microsoft and presents to equity research professionals
- Reaches out to competitors, suppliers, retailers, customers, and major shareholders of Microsoft and gathers information for the report

Cornell Strategic Consulting

Sep 2012- May 2013

Consulting Analyst

- Works directly with Director of Community Programs at Cornell to help finance and market a resource center for student organizations
- Developed marketing strategies that helped SPCA of Tompkins County, successfully raised \$800,000
- Extended Ithaca YMCA's volunteer network by establishing connections with over 10 on campus organizations

Mutual Investment Club of Cornell

Jan 2012- May 2013

Financials Sector Analyst

- Manages over \$60,000 mutual fund with the club and make stock investment decisions weekly
- Writes a weekly column about news of major investment banks
- Researched and presented AIG as a buy to the club, resulting in club allocating 50% of cash on hand to AIG

SKILLS/ INTERESTS

Software/ Programming Skills: MS Office/ VBA / Oracle Web ADI/ Java/ AutoCAD/ SQL/ ALM/ Matlab

Language Skills: Fluent in Mandarin

Interests: Tennis, classical music, ballroom dancing

Daniel J. Chazen

djc352@cornell.edu
(908) 415-6245

Current Address
140 Thurston Avenue
Ithaca, New York 14850

Permanent Address
5 Andrea Court
Manalapan, New Jersey 07726

EDUCATION

Cornell University, Ithaca, New York Expected May 2015
B.A., College of Arts & Sciences
Major: Science & Technology Studies; Minor: Business
Cumulative GPA: 3.58; Major GPA: 3.94

Biotechnology High School, Freehold, New Jersey Graduated June 2011
International Baccalaureate (IB) Diploma with Honors

RELEVANT COURSEWORK

Science Writing for the Media	Finance	Biological Statistics
Statistical Theory & Application	Ethical Issues in Health & Medicine	Marketing

WORK EXPERIENCE

Board of Directors Member August 2012 – Present
Student Management Corporation, Ithaca, New York

- Advise the organization's management on how to balance and utilize cash flow of over \$5 million.
- Discuss the overall state and well-being of the not-for-profit cooperative at monthly meetings.
- Consult with other organizations in order to attract new members.

Research Assistant May 2012 – Present
Clark Lab, Cornell University, Ithaca, New York

- Research genetic basis of variation in diverse populations using gene replacement experiments.

Internship Summer 2010 and 2011
Weill Cornell Medical College Institute for Genetic Medicine, New York, New York

- Clinical Operations and Regulatory Affairs.
- NIH and privately funded research protocols involving experimental treatments for various diseases.
- Recruited patients for different studies based on predetermined inclusion criteria.
- Achieved several research certifications in human subject assurance and protection.

Research Intern May 2010 – August 2010
University of Pennsylvania Department of Medical Ethics & Health Policy, Philadelphia, Pennsylvania

- Researched ethical issues surrounding various medical technologies.
- Completed extensive research projects on bioethics graduate education in the United States.

ACTIVITIES AND OTHER EXPERIENCES

Publication: "Revisiting Weissman's Mouse" Spring 2012
Ivy Journal of Ethics, Volume XI, Issue I

- Analysis of ethical issues involving human-mouse brain cell transplantation.

Vice President & Treasurer May 2012 – Present
Alpha Epsilon Pi, Ithaca, New York

- Responsible for all programming and operations, including oversight of other leadership positions.
- Manage all financial matters for the organization, including fundraising.
- Create and administer a \$200,000 yearly budget.

Orientation Leader August 2012 – Present
Cornell University New Student Programming, Ithaca, New York

- Plan orientation events and introduce incoming students and their families to Cornell.

Peng Yuan Chen

Current Address

513 Carl Becker House
Ithaca, NY 14853

pc364@cornell.edu
845-826-0100 (Cell)

Permanent Address

11 Margo Court,
Suffern, NY 10901

OBJECTIVE: To obtain a summer internship in finance by applying academic skills and work experiences.

EDUCATION:

Cornell University, College of Engineering, Ithaca, NY

Candidate for Bachelor of Science Degree in Operations Research and Engineering

May 2015

Minor in Dyson Business for Engineers

Cumulative GPA: 3.10, Major GPA 3.30, Dean's List

Columbia University, New York, NY

Summer 2012

RELEVANT COURSES:

ENGINEERING: Eng. Probability & Statistics • Object Oriented Programming & Data Structures • Industrial Data & Systems Analysis • Optimization I • Eng. Probability & Statistics II • Financial & Managerial Accounting • Investments in the Global Economy

DYSON BUSINESS: Intro to Microeconomics • Intro to Macroeconomics • Finance

AWARDS/HONORS:

- New York State School Music Association (NYSSMA) - Level All State: A (2009), A- (2010)
- Diversity Programs in Engineering Awards (DPE)

2011, 2012

WORK EXPERIENCES:

CORNELL UNIVERSITY, Ithaca NY

May 2013 – Aug. 2013

Treasurer's Office - Summer Intern

- Communicated about the unclaimed properties of 100+ unidentified receipts
 - Discussed with the supervisors about investing in Northern Trust Corporation using working capital
 - Optimized the route of the Armor Car for picking up cash and checks from 30+ departments on campus
 - Understood the process and documentation of the private business use on campus with the Tax Exempt Debt
 - Documented 1000+ Cornell University Assets using Microsoft Excel and Access
 - Cash Management – Tracking daily revenues and disbursements, cash forecasting and reporting, investing of working capital
-

NATHAN KLINE INSTITUTE, Orangeburg, NY

2009 - 2011

Student Science Researcher

- Conducted science research on the prevention of Alzheimer's disease
 - Designed a series of complex experiments from various parts of mouse's brain
 - Prepared 30+ complicated reagents for the experiments
 - Collected and analyzed data using Microsoft Excel and presented the material in Microsoft PowerPoint
-

COMMUNITY SERVICES:

ROCKLAND CHINESE SCHOOL, Tappan, NY

2009- 2011

Teacher Assistant

- Assisted Rockland Chinese School teachers covering making copies, grading homework and tests
 - Tutored 100+ students individually from first grade to sixth grade including listening, speaking, reading and writing
 - Aided in organizing Chinese culture events and planning field trips every month
 - Acted as a captain and leader for the Chinese School Lion Dance Troupe
-

ACTIVITIES:

Cornell Alpha Fund: Students investing stocks collectively, the Fund invests in bonds, equities, FOREX and options

Sep. 2012 - Present

Cornell Carl Becker House: Residential House Council, Active Citizen

Sep. 2012 - Present

Cornell Taiwanese-American Society: Organized cultural events, prepared for weekly meeting

Sep. 2011 - Present

Cornell INFORM: Prepared for weekly meeting

Sep. 2012 - Present

SKILLS/INTERESTS:

Computer: Java, MATLAB, SQL, VBA, R, UNIX, AMPL, Microsoft Access, Excel, PowerPoint

Languages: Fluency in Chinese and English

Interests: Tennis, basketball, violin, traveling, reading news

HIU HON "NELSON" CHEW

312 College Ave Apartment #422, Ithaca, New York 14850

hc577@cornell.edu

+1 607 379 9456

EDUCATION

- Cornell University**, Ithaca, New York Expected Graduation Jan 2015
- Dual Degree: B.Sc. Operations Research & Engineering, B.A. Economics; Cumulative GPA 3.86; Dean's List (every semester)
 - Relevant Courses: Accounting • Corporate Finance • Equity Investment Analysis • Economics; Tau Beta Pi Honor Society
- London School of Economics and Political Science (LSE)**, London Oct 2012 – Jun 2013
- 1-year exchange program in Operations Research and Economics (General Course)
- The Japan Foundation, Japanese-Language Institute**, Kansai, Japan Apr 2010
- Language exchange program; research project and interviews in Japanese; articulated results to local Kansai residents

EXPERIENCE

- Goldman Sachs**, Hong Kong Jun 2013 – Aug 2013
Investment Banking Summer Analyst in Corporate Finance (IBD Classic)
- Prepared financial analyses and pitch books for REIT IPO and distribution-in-specie (DIS) transactions over US\$500 million
 - Assisted with financial modeling and real estate portfolio valuations of prime department stores and hotels in Asia
 - Analyzed segment information of major media companies for growth trends of broadcasting and entertainment businesses
 - Sourced for research reports and produced electrical and electronic equipment sector book and company profiles
- Keppel Integrated Engineering (Subsidiary of Keppel Corp)**, Singapore Jul 2012 – Aug 2012
Summer Intern in Mergers and Acquisitions (M&A), Corporate Development and Strategy
- Analyzed M&A targets worth over S\$100 million in utility infrastructure, environmental and alternative energy sectors
 - Assisted with M&A teasers and financial statements; produced information packages and presentation materials
 - Conducted industry and companies research; covered companies in Australia, China, Europe and Singapore
- Cornell Venture Capital**, Ithaca, New York Jan 2011 – May 2012
Venture Capital Intern with Cayuga Venture Fund, Bessemer Venture Partners and Clearstone Venture Partners
- Researched healthcare startups and breakthrough medical products for potential investments; conducted competitive analyses
 - Identified emerging technologies in technology, media & telecommunications (TMT) industry; formulated business outlook
 - Analyzed investment decks and produced research reports; presented findings to firm management and partners
- Accenture Consulting (Financial Services Division)**, Singapore Jun 2011 – Aug 2011
Summer Intern in S\$15 Million Consulting Engagement; Merger integration program between 2 banks in Asia Pacific
- Examined interdependencies of over 35 technology and business implementation tasks; produced client databases
 - Led production of high-quality dependency maps under tight deadlines; cooperated directly with clients
- Marigold International Bullion Dealers**, Hong Kong Jan 2011
Attaché at Gold Trading Brokerage Division
- Job-shadowed Chief Operating Officer; exposure to brokerage business and online trading platform
- HSR Real Estate Firm**, Singapore Mar 2010 – Jul 2010
Property Consultant and Agent
- Researched market valuations; phone calls for business leads; on-site real estate sales for properties worth over S\$500,000

COLLEGE ACTIVITIES

- Cornell International Students Board**, Ithaca, New York Jan 2012 – Dec 2012
Board Member
- Budgeted university funds for events and organizations; advised university events and organizations
- Cornell Alpha Fund (Student-Run Investment Fund)**, Ithaca, New York Jan 2011 – May 2012
Associate Class
- Pitched stocks; managed assets over US\$15,000; invested in equities and exchange-traded funds; presented market updates

MILITARY

- Singapore Armed Forces, Chemical Biological Radiological Explosives Group** Jan 2008 – Nov 2009
Battalion Signal Officer, Lieutenant
- Governed communications for battalion of 300 troops; created communication plans; developed standard operating procedures; led men in trainings; managed military logistics; award for Fastest Team in 72 kilometer route march
 - Officer Cadet School; navigation exercises in Brunei; weapons and military doctrines trainings

SKILLS & ACTIVITIES

- Investment Banking Institute** Financial Modeling and Valuation Training, Singapore Aug 2012
- Languages:** Mandarin Chinese, Japanese, Cantonese (Basic), German (Basic)
- Other Activities:** Building Homes with Habitat for Humanity (Brazil) • PwC Case Competition • Floorball (Singapore Schools 2nd) • Piano • Trekking and Mountain-Climbing (Everest Region, Himalayas, Nepal) • Zouk Nightclub Bartender (Singapore)

Current Address:
Apt 7, 101 Dryden Rd,
Ithaca NY, 14850

Arjun Chhabra
Cornell University '15

Contact Information
ac677@cornell.edu
(202)680-4945

Education:

Cornell University: B.S. Operation Research and Information Engineering May 2015
B.A. Economics

Dyson Business Minor for Engineers

Standardized Tests: SAT 2200 (800M; 700Cr; 700Wr)
SATII 780 - Math II; 750 - Chemistry

GPA: 3.0 - Deans List Spring 2012, 3.15 - 4 semester lag

Walt Whitman High School, Bethesda, Maryland

Relevant University Courses:

Financial Economics	Behavioral Economics	Public Finance
Engineering Probability and Statistics	OR Tools for Financial Engineering	Differential Equations
Intermediate Macro/Micro Economics	Financial and Managerial Accounting	Optimization I / II

Related Experience:

Ingram Micro Logistics, CA, USA - Business Solutions Intern (July '13-Aug '13)

- Assisted in the refinement of IML's acquisition strategy
- Developed interdepartmental reporting framework for proactive account management
- Analysis of relevant market verticals

CLSA Asia-Pacific Markets, Singapore - Equity Research Intern (June '12-July '12)

- Financial Modeling - DCF and Operational Modeling
- Supplemented analyst's research for daily recommendations
- Created daily morning pack sent out to clients

ABB China Limited, Beijing, China - Intern (June '11-Aug '11)

- Weekly analysis of Chinese macroeconomic indicators in the context of the energy industry
- Assisted in the evaluation of potential long term contracts by conducting market research

University of Maryland, Robert H. Smith School of Business - Intern (June '09-Aug '09)

- Evaluated the role of Information Technology in Emergency Medical Services.

Extra Curricular:

Federal Reserve Club of Cornell - President and Founder, former Treasurer (Jan '11-Present)

- Restructured and reorganized team research
- 2011 & 2012 New York District Finalists - College Fed Challenge

Investing

- Investor in the Indian Stock Market
- Former research analyst, current member of *Mutual Investment Club of Cornell*.
 - 2nd place in Research Group Analyst Competition
 - Participated in DCF Modeling Workshops

Chintan Environmental Research and Action Group (May '08-Aug '11)

- Fundraising through food drives and local grassroots efforts to finance medical camps for impoverished children
- Field research and analysis concerning health and education for poor children

Debate (Aug '07-May '10)

- Competed in over 25 national level Varsity debate tournaments.

Other:

- Proficient in Java, C++, Stata, Excel, Minitab, LaTeX
- Proficient in French and Hindi

Hong (Paul) Cho

Current Address: 125 College Avenue, Apt #1, Ithaca, NY 14850

Permanent Address: 131 Evergreen Court, Blue Bell, PA 19422

267-421-1640 | hhc44@cornell.edu

EDUCATION

Cornell University, Dyson School of Applied Economics and Management, Ithaca, NY

- B.S. Applied Economics and Management, Concentration in Finance; Minor in Real Estate
- Expected Graduation in May 2015
- Cumulative GPA: 3.30; Concentration GPA: 3.54
- Completed coursework in Finance, Spreadsheet Modeling, Financial Accounting, Statistics, Marketing Plan & Development, Business Law, and Managerial Economics

EXPERIENCE

Cornell Endowment Management Project, Ithaca, NY

November 2013 – December 2013

Spreadsheet Modeling Class Project

- Created a spreadsheet model to find optimal management of \$500 million endowment
- Analyzed a 10.8% projected annual return with low volatility within model
- Forecasted 1,000 possibilities in both bull and bear markets using Monte Carlo simulation
- Wrote a simple VBA Macro to assist in forecasting projections
- Ensured portfolio met Cornell's restrictions on how the endowment is invested
- Constructed a user friendly interface of spreadsheet model for use of sales pitch presentation

The Statler Hotel, Ithaca, NY

February 2013 – August 2013

Accounting Intern

- Constructed a six year revenue report for the General Manager of the hotel
- Audited fiscal year end close inventory statement to ensure integrity
- Verified adequate documentation to process payment requests and vendor invoices
- Prepared, reviewed, and retained billing accounts for banquet events
- Assisted month end closing and ensured accuracy between trial balance and general ledger

Executive Education Alliance, Philadelphia, PA

July 2012 – August 2012

Marketing Intern

- Formed a plan to increase recognition and popularity among small business owners in Philadelphia
- Responsible for creating and maintaining social media pages
- Gained knowledge on the synthesis of technology and marketing

EXTRACURRICULAR ACTIVITIES

Varsity Track & Field Team

August 2011 – Current

- Heptagonal First Team All Ivy League
- Recorded an all time top 10 800-meter performance in Cornell history
- Devoted 20-30 hours per week including practice, weight training, meetings and competition year round

Big Red Leadership Institute

September 2013 – Current

- Elected member of the Upper Class cohort
- Contributed in meetings to ensure a cease to potential "hazing" incidents among Greek life and athletic teams

ADDITIONAL INFORMATION

- Bloomberg Certified
- Proficient in Word, Excel, and PowerPoint
- Conversational in Korean

STEVE JAEJOON CHUN

646 415 4035 | jc934@cornell.edu

Current Address:
151 Dryden Rd. Apt 200
Ithaca, NY 14850

Permanent Address:
C-2704 Kolon Tripolis, 210 Geumgok-dong
Bundang-gu, Sungnam-si, Gyeonggi-do
Republic of Korea 463-943

EDUCATION

CORNELL UNIVERSITY, ILR SCHOOL, Ithaca, NY, USA

Bachelor of Science, Major in Industrial and Labor Relations, Minor in Business

May 2015

- Cumulative GPA: 3.62

A.B. LUCAS SECONDARY SCHOOL, London, ON, Canada

- Cumulative GPA: 4.00

May 2008

RELEVANT COURSEWORK

Finance • Financial Accounting • Essential Desktop Applications • Business Management • Economics of Wages & Employment • Economics of the Public Sector • Marketing • Labor and Employment Law • Human Resources Management • Statistics

WORK EXPERIENCE

IMM INVESTMENT, Seoul, Korea

Research Analyst at VC&PEF with \$1.8B in capital under management

Oct 2012 – May 2013

- Collected and organized contents and hotel tourism industry data into Excel spreadsheets and PowerPoint decks, contributing to Cultural Contents Fund and Infrastructure Private Equity Fund proposals, totaling \$360M in volume
- Carried out target company research and simple valuation analysis in writing drafts of internal Investment Examination Reports
- Analyzed business development strategies of Ansell Limited, a global leader in protective solutions, using Excel and PowerPoint, for a \$50M M&A proposition of Midas, one of IMM's portfolio companies

A.T. KEARNEY LLC, Seoul, Korea

Research Assistant

May 2012 – Aug 2012

- Conducted extensive research on best practice case studies of global online retailers, including Amazon.com, as part of a business process reengineering project for a market leading company in the retail industry
- Analyzed megatrends of the global retailing industry and the department store sector, focusing on J.C. Penney and Neiman Marcus
- Developed company 'Rule Book' using PowerPoint and Excel, an integrated database of the company's comprehensive processes, by organizing process decompositions for Order & SR and Distribution & Shipping modules

LEADERSHIP EXPERIENCE

KOREA DEFENSE INTELLIGENCE COMMAND, Seoul, Korea

Platoon Leader, Intelligence Specialist & Translator

Aug 2010 – May 2012

- Successfully commanded 20-man platoon, receiving 'Best Platoon Leader' award from the commanding Major General
- Served as main interpreter for Colonel Director of Forces Development and Israeli Military Attache Korea for ROK-Israel Military Satellite cooperation meetings
- Researched US & Israel satellite data from multiple sources such as DIA and ASI, and built intelligence presentation materials

ON-CAMPUS ACTIVITY

CORNELL QUANTITATIVE FINANCE ORGANIZATION

Analyst, Equity Research Division

Oct 2013 – Present

- Attended weekly General Body Meetings and Equity Research Educational Meetings for discussions of organization's restructuring as well as training in valuation methods such as discounted cash flow and trading comps

ILR STUDENT GOVERNMENT ASSOCIATION

Active Member

Sep 2013 – Present

- Participated in weekly SGA meetings to represent and serve the interests of all ILR undergraduate students through holding events like Dinner with the Dean

PUBLICATION

RANDOM HOUSE KOREA, Seoul, Korea

Co-author

Jul 2008 – Aug 2008

- Published book titled *Secret Notes of English Geniuses in Korea* with other co-authors

SKILLS AND INTERESTS

- Computer: Proficient in Microsoft Excel, PowerPoint and Word, ThomsonOne
- Language: Fluent in English and Korean
- Interests: Golf, English Premier League Soccer

RAN CI

516 University Ave Apt B4, Ithaca, NY 14850 • (607) 379-5886 • rc465@cornell.edu

EDUCATION

Cornell University, *School of Hotel Administration*, Ithaca, NY Expected May 2015
Candidate for Bachelor of Science in Hotel Administration, Concentration in Finance, Minor in Mathematics
Major GPA: 3.90 | Cumulative GPA: 3.35 | Dean's List (Fall 2012, Spring 2013)

PROFESSIONAL EXPERIENCE

UBS Securities, Shanghai, China July 2013 - August 2013
Sophomore Research Program, *Equity Department – New Business Development Group*

- Collaborated with VP and conducted research on the future integration of innovative and traditional financial products
- Delivered a presentation to the group about the future development of securities margin trading in the Chinese securities market, made a presentation to the entire division about the potential integration of securities margin trading and designated placement

Credit Suisse, Beijing, China May 2013 - July 2013
Summer Analyst, *Investment Banking Division – State Owned Enterprise Group*

- Supported a Hong Kong team to prepare due diligence notes for a US\$50bn state-owned asset management corporation; interviewed the client's management team to revise 240 pages of Due Diligence Notes according to the requirements of Chinese SEC
- Refined a domestic commercial banking capital analysis model containing 14 domestic banks; calculated the increase rate of credit cost based on net capital to meet capital adequacy ratio
- Compiled a 15-page research summary on Chinese futures markets based on the change of total turnover, volume of transaction, and commodity futures in the past 6 years

Credit Suisse, Beijing, China June 2012 - August 2012
Summer Analyst, *Investment Banking Division – Initial Public Offering (IPO) Group*

- Worked on four deals including a convertible bond issuance, a follow-on offering, and an initial public offering
- Prepared the prospectus for US\$20bn H-share IPO of a domestic commercial bank and consolidated the latest Chinese SEC Ordinance
- Participated in an interview of the company's senior management team and produced transcript for internal distribution
- Collaborated with associates to perform competitive analysis and benchmarking to highlight a Chinese technology company's strengths to investors for follow-on offering

ENTREPRENEURIAL EXPERIENCE

VIM International, Beijing, China February 2012 - Present
Co-Founder, CEO

- VIM International provides conference design service for companies such as Oliver Wyman
- Led a conference team of 31 members to host an annual business conference for more than 300 students, earned a revenue of US\$80,000 in 2012 and US\$100,000 in 2013
- Invited guest speakers include the chairman of a NASDAQ listed company and the partner of Oliver Wyman
- A registered company in Beijing with new offices in Beijing and Shanghai in 2013

Flyon Consulting Co., Ltd, Shanghai, China April 2011 - Present
Founder, Chairman

- Flyon Consulting provides educational consulting and activities planning to students applying to college outside China
- Led a team of 47 Ivy League college students with a 8 members board of directors, earning a revenue of US\$50,000

EXTRA CURRICULAR ACTIVITIES

Cornell Mainland China Student Association May 2013 - Present
President

- Led a cultural organization with 352 general body members and 16 executive board members to plan 4 annual cultural events and 6 internal activities
- Planned and executed the Spring Festival Gala, a \$10,000 cultural show that attracted over 650 attendees

Alpha Kappa Psi Professional Business Fraternity August 2013 - Present
Member

- Selected as one of 12 members from a pool of 130 applicants to complete an intensive 10-week pledging process

SKILLS AND INTERESTS

Languages: Mandarin Chinese (Native) • English (Fluent)

Interests and Activities: Texas Hold'Em • Soccer (ShenHua F.C. Juniors) • Saxophone • Traveling • CAPSU • MICC

CHENXI DAI

208 DRYDEN ROAD, APARTMENT 305, ITHACA, NY 14850
(607)280-5097 | dcx2011@gmail.com

EDUCATION

Cornell University, College of Arts and Sciences, Ithaca, NY
Bachelor of Arts in Mathematics and Economics expected May 2015 Minor in Business
Cumulative GPA: 4.13 (out of 4.3) Dean's List all semesters

RELVANT COURSES

- Intermediate Microeconomics & Macroeconomics • Probability and Statistics • Econometrics • Public Finance
- Money and Credit • Game Theory • Real Analysis • Advanced Linear Algebra • Number Theory
- Introduction to Operation Research • Optimization • Matlab • Transition to Java • Financial Accounting

PROFESSIONAL EXPERIENCE

Standard Chartered Bank (China) Limited, Shanghai, China **Summer 2013**

Intern, Head Office of Origination and Client Coverage, Wholesale Banking

- Conducted risk management in cooperation with finance department, analyzing lending forecast and evaluating AD ratio on a regular basis
- Maintained internal online system to keep track of limit drawdown process and the status of real estate loans and liability deals
- Assisted in tracking business performance across branches of the bank
- Kept record of phone meetings and translated related documents

Development Bank of Singapore, Shanghai, China **Summer 2012**

Intern, Institutional Banking Group

- Analyzed financial and annual reports of various corporations to guarantee creditworthiness of counterparties
- Assisted in the preparation and writing of credit analysis report to keep track of ongoing real estate deals
- Interacted with customer representatives and business associates such as legal counsels

UNIVERSITY WORK

Research Assistant, Department of Applied Economics and Management **August 2013 — Present**

- Compile data for the Qualified Foreign Institutional Investor Program through CSRC, SAFE and CEIC databases
- Update quantitative analysis on the data from 2002 to 2013 using graphical Excel modelling
- Perform research on the policy framework and financial institutional level involvement in the QFII program
- Conduct statistical analysis and set up economic models using Stata

Tutor, Department of Athletics and Physical Education **October 2012— May 2013**

- Tutored student athletes in mathematics and economics on a weekly basis

AWARDS & ACTIVITIES

- First Place in Chinese National Creative Writing Competition • First Place in Shanghai Creative Writing Competition • Eight Published Works of Creative Writings • Third Place in China Adolescents Science & Technology Invention Contest • Tangjunyuan Education Fund Scholarship • Asian & Asian American Forum
- Economic Society • Chess Club • Ice Skating

SKILLS

Languages: Fluent in Mandarin

Computer Skills: Word, Excel, PowerPoint, Matlab, Java, Stata, AMPL

Vincent S. Daigger

Current Address
702 University Avenue
Ithaca NY, 14850

vsd7@Cornell.edu
(631) 495-8558

Permanent Address
7 Cameron Court
Commack NY, 11725

Education

Cornell University

Expected May 2015

GPA: 2.84

Charles H. Dyson School of Applied Economics and Management, Finance Specialization

- Spreadsheet Modeling
- Managerial Economics
- Behavioral Economics
- Financial Accounting
- Statistics
- Finance

Commack High School

Graduating Class of 2011

International Baccalaureate Diploma and Advanced Regents High School Diploma with Honors

Extracurricular Activities

Cornell Tradition Fellow

September 2011 to Current

- Dedicate over 200 hours a year to community service and school involvement, both on and off of the Cornell Campus through employment, volunteering, and campus involvement
- Assist the community through volunteering for local charities such as Long Island Cares

Dyson Undergraduate Council

September 2012 to Current

- Collaborate to solve issues regarding the Dyson School of Applied Economics and Management
- Communicate with Cornell University professors and administrators to create positive change

Association of Latino Professionals in Finance and Accounting

September 2013 to Current

- Build leadership and initiative within a dedicated team of Latino Professionals and mentors
- Committed to professional growth and establishing high ethical standards of doing business

Mutual Investment Club of Cornell

September 2011 to Current

- Participated in the stock research project to present a new equity to add to the \$60,000 portfolio
- Analyzed stocks and gained experience in financial analysis and investment research

Phi Sigma Kappa Fraternity

April 2012 to Current

- Demonstrated dedication and leadership to earn the position of House Manager
- Manage a \$50,000 budget and work with professionals to maintain the historic chapter house

Cornell Italian American Organization

September 2012 to Current

- Organize public events to celebrate the Italian culture as President of the organization
- Interact with other Italian American students to promote and preserve Italian culture

Work Experience

Pallets-R-Us - Bellport, New York

Financial Analyst

May 2013 to Current

Assisted in analyzing and restructuring costing of individual product lines to determine gross profit.

Prepared financial reports used by management and lending institutions for financing of new equipment to be used for a new product line.

Stop and Shop - East Northport, New York

Cashier

March 2011 to January 2013

Interacted with customers, building strong communication skills and performed cash transactions

State Farm Insurance - Commack, New York

Clerical/Sales

May 2010 to January 2011

Contacted customers directly, gathered information and wrote quotes for various insurance products

Skills: Microsoft Office | Experienced Leader | Budget Management | Basic Bloomberg | Visual Basic
Interests: Traveling | Intramural Sports | Guitar/ Ukulele | Photography | LI Cares/Special Olympics

Karolyne Kaye DeBriyn

109 Dryden Road • Apt. C1 • Ithaca, New York 14850 • 612/232-5315
1522 Twin Springs Road • Houlton, Wisconsin 54082
kkd25@cornell.edu

EDUCATION

Cornell University, Ithaca, NY; B.S. in Applied Economics and Management, May 2015
GPA 4.17 • Dean's List • Dyson Scholar • Concentration in Finance • Minor in French Studies

Hill-Murray School, Maplewood, MN, May 2011
GPA: 4.30 • Valedictorian • National Honor Society, Hill-Murray School Chapter

SELECTED COURSEWORK

Finance • Spreadsheet Modeling • Financial Accounting • Managerial Accounting • Microeconomics • Macroeconomics
Statistics • Managerial Economics • Business Organization & Management • Marketing

WORK EXPERIENCE

Longitude Capital Management, LLC., Greenwich, CT Summer 2013

Intern

Analyzed over 800 recent transactions in the healthcare services industry. Researched and consulted experts to compile an overview presentation of the healthcare services universe with a focus on specialty outpatient care providers. Attended weekly investment meetings and company presentations to the biotechnology and medical device teams.

Shoptiques, Inc., New York, NY Summer 2012

Intern

Managed existing boutique partner relationships. Researched and initiated new partner relationships with boutiques. Contributed original creative content which was featured in mailings and The Edit, Shoptiques' online magazine. Uploaded new product information to the online store. Organized logistics of photo shoots and other events, such as the Boutique Chic Fashion Show.

TEAMWORK AND LEADERSHIP EXPERIENCE

Cornell University, Ithaca, NY

Dyson Undergraduate Council

President

Winter 2014-Current

Lead the Council and Executive Board on current initiatives for the Dyson School and its over 700 students with a focus on prospective students, student development, and alumni relations. Serve as liaison between the Council and the Administration. Attend Alumni Advisory Council meetings biannually to present to and inform members of the activities of the Dyson School.

Vice President of Student Development

Winter 2013-Winter 2014

Advanced the Dyson School and its students by analyzing and updating the curriculum, hosting workshops, and organizing social events to strengthen relationships among students. Worked as part of the Executive Board to enhance visibility of the Dyson School to prospective students, build stronger relations among students and faculty, and connect current students with alumni.

AEM 2240 – Finance, *Teaching Assistant*

Fall 2013-Current

Collaborate with Professor Curtis to facilitate students' learning and administration of the course through holding office hours, proctoring exams, attending lectures, and aiding in administrative duties. Improve understanding of effective teaching methods and current financial issues through writing papers related to personal learning experiences and current events in finance.

Pi Beta Phi Social Sorority, *Vice President of Finance*

Winter 2013-Winter 2014

Budgeted and allocated funds to proper members and authorized expenses for daily activities and special events. Chaired the Budget Committee to prepare the yearly budget for the Chapter. Assigned and collected dues and other fees from members, including designing a payment plan for members. Maintained records and compiled information to complete tax return forms.

AEM 2200 – Introduction to Business Organization and Management, *Teaching Assistant*

Fall 2012-Current

Coordinate with Professor Perez to aid students in their understanding of business and integrate first year students into the Dyson School. Attend weekly staff meetings to discuss lesson plans and collaborate to improve teaching methods. Grade and record assignments, quizzes, and projects. Assist students during office hours and answer questions outside of class time.

ADDITIONAL ACTIVITIES

Pi Beta Phi Sorority • Ho-Nun-De-Kah Honor Society • Cornell Athletics Tutor

COMPUTER SKILLS

Word • Excel • PowerPoint • Photoshop CS5 • Prezi

INTERESTS

Cooking • French Language & Culture • Juggling • International Travel • Baking • Photography • Golfing

CAITLIN DOOLING

702 Cottondale Ct. Bel Air, MD 21015 • 443-243-1758 • crd77@cornell.edu

EDUCATION

Cornell University

Ithaca, NY

Bachelor of Science in Applied Economics and Management, Finance Concentration

Expected January 2015

- Minor in Viticulture and Enology
- GPA: 3.78
- Related Coursework: Finance, Capital Structure, Financial Accounting, Micro/Macroeconomics, Negotiation

IESEG School of Management

Paris, France

Semester Abroad Program

August 2013 - December 2013

WORK EXPERIENCE

University of Baltimore, Department of Finance and Economics

Baltimore, MD

Research Assistant, VIX Index Options

May 2013 - September 2013

- Analyzed information on six S&P 500 index options' market trends and relationships
- Developed a master spreadsheet compiling over 25 years and 90,000 data points of six index options' daily prices with a focus on the daily analysis of VIX calls and puts
- Conducted academic research and examined price data and historical trends of the VIX

OpiaTalk

Baltimore, MD

Project Manager, Intern

May 2013 - August 2013

- Devised revenue model and sales compensation structure to prepare for Series A financing
- Prepared five-year income statement projections by researching related firms and industry averages
- Utilized crowd sourcing to hire and manage freelancers by setting milestones, maintaining communication, and providing feedback to create informational advertisements for potential partners

Cornell University, Department of Applied Economics and Management

Ithaca, NY

Research Assistant

September 2012 - May 2013

- Researched and recorded business model and pricing data for 100 wineries in emerging wine regions
- Utilized statistical analysis to understand the relationship between business model factors and profitability for small wineries
- Utilized Adobe Dreamweaver software to update and modify a website for the publication of research

Legends Vineyard

Churchville, MD

Tasting Room Server, Vineyard and Winery Assistant

March 2011 - August 2011

- Sold and advertised wines, independently and as a team, in one-on-one and large event settings
- Trained new employees on vineyard management techniques and best practices
- Performed routine vineyard, winery and tasting room management tasks

LEADERSHIP EXPERIENCE

Sigma Delta Tau Sorority

Ithaca, NY

Sustainability Co-Chairperson

September 2012 - May 2013

- Organized the design and purchase of reusable water bottles and travel mugs for over 100 members
- Lead sustainable initiatives such as composting and recycling program implementation

Orientation Steering Committee

Ithaca, NY

Freshmen Orientation Leader

June 2012 - October 2012

- Facilitated meetings during orientation week to encourage group members to meet each other and get involved
- Offered advice and information to freshmen before and during their first semester at Cornell

ACTIVITIES & SKILLS

Activities: Teacher's Assistant for Wines and Vines, Sigma Delta Tau Sorority, Greeks Go Green, Viticulture and Enology Club, Girl Scout Camp Assistant Leader

Skills: Bloomberg Terminal, Adobe Dreamweaver Software, Conversational in French, Microsoft Office

Awards: Dean's List (2011-2013), Cornell University Gertrude Spencer Writing Prize, Girl Scout Gold Award

Interests: Running, Traveling, Wines, Baking

NATHANIEL DRAKE

5 Whispering Pines Drive, Ithaca, NY 14850
(607) 229-6586 • ned29@cornell.edu

EDUCATION

Cornell University, Charles H. Dyson School of Applied Economics and Management
Bachelor of Science in Applied Economics and Management

Ithaca, NY
May 2015

- Cumulative GPA: 3.97, Major GPA: 3.92
- Relevant and Current Coursework: Finance, Investments in the Global Economy, Financial Accounting, Intermediate Accounting, Managerial Accounting, Business Law, Business Statistics, Excel Spreadsheet Modeling, Managerial Economics, International Trade and Finance, Consumer Behavior
- Honors and Awards: Dean's List (All semesters), Dyson Scholar (top 10% of Dyson School students)

PROFESSIONAL EXPERIENCE

Tiger Consumer Management

New York, NY

Summer Analyst

June 2013 - August 2013

- Created a user-customizable Estimate Archives tool in Excel to assist analysts that gathers and updates 3 years of 13 historical and consensus estimates for 320+ companies using various macros
- Implemented macros and Excel modules that input to the hedge fund's central data spreadsheet, added consensus estimates, and improved cash flows to all of the fund's 320+ financial models
- Developed Excel code modules that adjust a company model's sales based on exposure to foreign currencies and then implemented a macro to add the code to each of the hedge fund's 320+ financial models
- Contributed to online scrapes of companies' retail websites that aggregate pricing data for comparison to in-store pricing—used by analysts to assess trends in retail
- Constructed a back-testing study that analyzed 10 years of data for 320+ companies by classifying various share repurchasing patterns and then compared historical returns and multiple changes across classifications
- Created a back-testing study to assist analysts on research that analyzed 5 years of data for 320+ companies by classifying CEO changes into 8+ categories and then compared historical returns and multiple changes across categories

Tompkins Trust Company

Ithaca, NY

Retail Banking Customer Representative

June 2010 - June 2013

- Assisted up to several hundred daily customers with a variety of financial transactions and confidential account problems while also promoting the bank's products and relationship with the community through outreach programs
- Applied 3 years of experience to assist existing and new employees with financial processing, customer service strategies, and adoption of a new firm-wide financial software system (approx. 45-50 hours/week)

LEADERSHIP EXPERIENCE & ACTIVITIES

Phi Gamma Nu Professional Business Fraternity

Ithaca, NY

President

December 2013 - Present

- Directed a 6 member executive board to orchestrate fraternity-wide social and professional events and acted as a liaison between Nationals and the Cornell chapter of Phi Gamma Nu

Senior Vice President of New Member Education

August 2013 - December 2013

- Led a pledge class of 9 students through a professional curriculum that culminated in a series of presentations to develop growth in networking and professional skills

Social Business Consulting

Ithaca, NY

Junior Consultant

August 2013 - Present

- Conducted market research on vocational training programs in India in order to assess trends on unemployment and rural education and impacts on youth employment prospects
- Created corporate sponsorship and expansion strategies for an expanding Indian nonprofit that is seeking to bridge the gap between occupational needs and existing education levels in rural regions of Western India

Design Build Fly Project Team

Ithaca, NY

Business Subteam Lead

August 2012 - Present

- Executed expense reporting and budgeting in coordination with Cornell's Financial Transaction Center and coordinated Business Subteam activities, including new member recruitment and external corporate fundraising

Cornell BOLD Leadership Certificate Program

Ithaca, NY

Leadership Team Member

August 2012 - May 2013

- Developed skills in conflict resolution and ethical decision making through teambuilding and awareness exercises

SKILLS, INTERESTS, & ADDITIONAL ACTIVITIES

Skills: Excel Spreadsheet Modeling, VBA for Excel, Introductory Bloomberg and FactSet

Interests: Soccer—English Premier League, Football—Green Bay Packers, Do-It-Yourself Projects, Fishing

Additional Activities: Cornell CASE. Special Olympics of Ithaca

JONATHAN EDELSTEIN

1880 E 26 Street • Brooklyn, NY 11229 • 1-347-485-7799 • je289@cornell.edu

EDUCATION

Cornell University

Bachelor of Science in Applied Economics and Management (Finance Concentration)

Ithaca, NY
Expected 2015

- **Cumulative GPA:** 4.0 / 4.0; **SAT:** 1490 / 1600 (99th Percentile)
- **Honors:** Cornell Tradition Fellow (awarded to ~3.5% of Cornell undergraduates who demonstrate significant work experience and academic achievement), Dean's List
- **Relevant Coursework:** Financial Accounting, Corporate Finance, Spreadsheet Modeling, Investments, Microeconomics, Macroeconomics, Managerial Economics, Calculus 2, and International Financial Management

Macaulay Honors College at Brooklyn College

Bachelor of Science in Finance

New York, NY
September 2011- May 2013

- **Cumulative GPA:** 4.0 / 4.0
- **Honors:** Macaulay Full Merit Scholarship, Dean's List all semesters, AP Scholar with Distinction

FINANCE EXPERIENCE

Mutual Investment Club of Cornell

Industrial Sector Analyst

Ithaca, NY
October 2013 – Present

- Use discounted cash flow analysis, comparable company analysis, and industry research to generate investment ideas for a portfolio with over \$70,000 AUM

David Szlafrok, Proprietary Trader

Intern, Commodities Trading

New York, NY
Summer 2013

- Helped build a proprietary energy trading model for a ~\$5 million portfolio that quantified different historical relationships affecting energy prices (i.e. crack spreads, calendar spreads, inventory changes, and open interest)
- Researched and summarized reports from the U.S Energy Information Administration (EIA)
- Shadowed trader's daily activity and applied technical indicators such as the stochastic oscillator and the RSI

Brooklyn College Learning Center

Economics Teacher Assistant

New York, NY
December 2012 – May 2013

- Tutored introductory macroeconomics and microeconomics to Brooklyn College students
- Developed communication and public speaking skills through both tutoring and lecture styled test reviews

LEADERSHIP EXPERIENCE

Cornell Upward Bound

Program Assistant

Ithaca, NY
November 2013 – Present

- Help manage a \$250,000 budget and plan programming for a federally funded nonprofit organization that helps disadvantaged students in the Ithaca area learn about and gain access to higher education.

Macaulay Honors Business Club at Brooklyn College

President and Founder

New York, NY
September 2011 – May 2013

- Founded the only active business club at Brooklyn College
- Recruited and managed a 7 member executive board
- Organized events to encourage interest in business; many events had over 50 attendees

ClassGetter

Developer and Founder

New York, NY
August 2011 – June 2012

- Programmed the front-end and back-end of a website that allowed students to share class notes and connect
- Effectively marketed website to over 1,000 students

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in Hebrew

Technical Skills: Financial Modeling in Microsoft Excel, Web Development, PHP, MySQL, HTML, and jQuery

Interests and Activities: Resident Advisor at Cornell, Web Development, Cycling, Recreational Basketball, and Reading

Hari Effendy

312 College Ave, Ithaca, NY, 14850

he73@cornell.edu | (607) 793 6759

EDUCATION

Cornell University, Dyson School

Ithaca, NY

B.S. Applied Economics and Management – Finance and Entrepreneurship

Expected May 2015

- GPA: 3.8 / 4.0

- Relevant coursework: Valuation of Capital Investment, Commercial Bank Management, Securities Market and Investment Banking, International Trade and Finance, Excel Spreadsheet Modeling, Financial Accounting, Leadership Theory & Development

PROFESSIONAL EXPERIENCE

Deutsche Bank

Jakarta, Indonesia

Equity Research Summer Jr. Associate

July – August 2012

- Wrote an Initiation Research Report draft on the aviation industry with a focus on Garuda Airlines (GIAA) that was utilized by the Research Analyst as the basis for initiating coverage on the company
- Modeled fuel price sensitivity analysis, interest expenditure, revenue per mile, and load factor to project the firm's valuation
- Co-authored and presented a Markets Research Report on the internet industry and the implications for Telecommunication companies that served as a primary investment thesis for the Sales and Trading team

Student Agencies Inc

Ithaca, NY

Cornellian Yearbook Business Manager

June – October 2013

- Managed all aspects of the \$325K business in the areas of finance, operations, marketing, and customer service
- Projected over 25% net income growth YoY as a result of increasing the target market by 300% and other strategic initiatives
- Maintained fiscal responsibility by exceeding net budgeted income and implemented new standards for internal control
- Re-established strategic campus partnerships with the Registrar, Grounds Department, EH&S, and Campus Life

Minna Padi Investama (MU)

Jakarta, Indonesia

Asset Management Summer Intern

July – August 2011

- Performed fast-paced information research for a capital raising venture for Bukit Asam (PTBA)
- Outlined the sustainability trajectory and challenges of PTBA for analysts to include in the prospectus

EXTRACURRICULAR EXPERIENCE

Cornell Venture Capital

Ithaca, NY

Treasurer

February 2012 – Present

- Created budgets for VC projects / events and coordinated funding from external sponsors and the school's administration
- Assisted Sequoia Capital in developing a community management strategy with pilot scale tests for one of its portfolio companies
- Completed competitive studies and a digital media marketing campaign for Solve Media (backed by New Atlantic Ventures)

Cornell University Alumni Association Board of Directors

Ithaca, NY

Student Director

May 2013 – Present

- Served as one of two undergraduate student with voting rights on the 32-person Board of Directors of the Alumni Association
- Organized large-scale programs that promote the Association and alumni involvement to undergraduate students such as career panel events, annual student-leader appreciation BBQ, and annual Outstanding Alumni Banquet

Mutual Investment Club of Cornell

Ithaca, NY

Consumer Sector Analyst

September 2011 – August 2013

- Directed a \$1,000 position in Activision (ATVI) and \$6,000 position in VF Corporation (VFC) for a \$70,000 student-run fund
- Utilized discounted cash flow, comparable company analysis, liquidation value, and market research to evaluate companies

Dyson School of Applied Economics & Management

Ithaca, NY

Research Assistant

September 2011 – October 2012

- Assisted Professor Sharon Poczter in researching the value of political connections for publically traded companies by identifying abnormal stock returns on companies with recently appointed government officials on the management team
- Analyzed four new sources from independent initiatives and facilitated interpretation in three languages

Other Involvements: Alpha Delta Phi Fraternity, Cornell Indonesian Association, Cornell Outdoor Odyssey

ADDITIONAL ACTIVITIES, SKILLS, AND INTERESTS

Other Relevant Experiences

- UBS Investment Banking Office Hours Ithaca, NY
- Credit Suisse Corporate Valuation Training New York, NY
- J.P Morgan Asset Management Externship New York, NY
- Sequoia Capital / Business Today Conference Princeton, NJ
- 19th World Hydrogen Energy Conference Toronto, CAN
- Capital Markets Law Summer Internship Jakarta, IDN

Languages

- Native proficiency: English, Indonesian, Javanese, Hokkien
- Intermediate proficiency: Mandarin Chinese

Interests

- Debating: 2nd Place in Asian English Olympics, BP format
- Startups: Wearable Computing, Ridesharing Applications
- Squash, Cooking, Watersport

Mohammad Saad Farooq

Campus: 141 Baker Tower, Ithaca, NY 14853
Permanent: 10 E. Oak Street, Carteret, NJ 07008
(646) 338 – 7587 | msf249@cornell.edu

EDUCATION

Cornell University

Bachelor of Science in Biology and Society

- **GPA:** 3.98 – Dean's List

Ithaca, New York

2013 – 2015 (Expected)

Rutgers University

Bachelor of Arts in Cell Biology

- **GPA:** 3.89 – Dean's List, Academic Excellence Award
- **Relevant Coursework:** Microeconomics, Statistics/Probability, Calculus 1, Calculus 2/Linear Algebra

New Brunswick, New Jersey

2011 – 2013

WORK & LEADERSHIP EXPERIENCE

Memorial Sloan-Kettering Cancer Center

Productivity/Finance Analyst Intern

- Led project to analyze finances and productivity of 3 teams of employees; proposed initiatives to develop new efficiency standards for office tasks
 - Researched/collected data on departmental revenue streams and employee time allocation
 - Modeled financial/statistical data via Excel; discovered that efficiency of tasks could be improved by 15% per employee, with potential to save 90 hours of labor per week and \$93,000 per year
 - Created financial graphs to organize and present data to team leaders/managers
 - Implementation of research data considered by managers, potentially resulting in more efficient time allocation for office tasks in the future

New York, New York

06/2012 – 07/2012

Department of Food Science, Rutgers University

Industry Analyst & Undergraduate Researcher

- Assessed food science industry trends and presented cost-benefit analysis for 3 scientific research areas
- Designed and led two long-term experimental research projects on application of organic molecules in technology and food production
- Analyzed acquired data via Java/Excel; created multivariate models of data trends

New Brunswick, New Jersey

05/2012 – 08/2013

Allercare Medical Clinic

Medical Assistant

- Managed co-pay financial account with \$750 weekly cash flow for 100+ patients
- Supported MD and RN by providing direct patient care in a high patient volume environment
- Directed front desk operations, assisted patients, and organized health/financial records
- Trained newly hired employees in medical testing and office operations

Somerville, New Jersey

11/2012 – 08/2013

SKILLS & ACTIVITIES

Languages: Fluent in Urdu and Hindi; Conversational Proficiency in Punjabi

Technical Skills: C++, Java, Excel, PowerPoint

Activities: St. Peters University Hospital Volunteer (2012-2013), Rutgers Housing Representative (2013)

Interests: Aviation (pilot's license in progress), Science/Healthcare Markets, Squash, Football (Giants fan)

Sam G. Fleck

Current Address

301 Bryant Avenue Apt #3
Ithaca, NY 14850

sgf35@cornell.edu
(607) 279-0922

Permanent Address

10 Church St, Stapleford
Cambridge, UK CB225DS

EDUCATION

Cornell University, College of Agriculture & Life Sciences, Ithaca, NY

May 2015

- Bachelor of Science in Applied Economics and Management
- Major GPA: 4.00; Cumulative GPA: 3.84; Dean's List: Spring 2012, Fall 2012, Spring 2013, Fall 2013
- Relevant coursework: Intermediate Microeconomics, Finance, International Trade and Finance, Spreadsheet Modeling, Financial Accounting, Marketing, Business Management, Calculus II, Statistics

Hills Road Sixth Form College, Cambridge, UK

Jun 2011

- A Levels: Maths (A*), Further Maths (A*), Economics (A*), Chemistry (A*)
- Received Outstanding Achievement Award

WORK EXPERIENCE

ICAP plc, New York, US

Jun 2013

Industry Insight Program

- One of only seven to be selected to participate in this highly competitive and intensive program
- Received training from ICAP senior management in global financial markets and the role of an interdealer broker in the industry
- Rotated through various desks, observing, questioning and learning from experts in each field

Cambridge Econometrics Ltd, Cambridge, UK

Jun - Jul 2012

Internship

- Contributed to the UK Economic Summary and Forecast 2012, an important report sold nationally to firms and the government
- Focused on changes to the UK labor and housing market, looking at regional differences and future projections
- Analyzed percentage change tables and graphs to devise concise summaries of current and future market trends, and compared these summaries across regions to draw overall conclusions
- Acquired basic programming skills in OxMetrics software for statistical analysis of various complex data sets

Mondrian Investment Partners Ltd, London, UK

Jul 2010

Externship

- Researched investment potential in emerging markets and participated in stockbroker meetings regarding the Indian Automobile industry and Shale Gas reserves

Great Shelford Tennis Club, Great Shelford, UK

Jun 2009 - present

Self Employed Tennis Coach

- Responsible for coaching players across a wide range of age and ability, in both individual and group lessons
- Nurtured a select few talented players from club standard to regional and national standard

LEADERSHIP EXPERIENCE

Cornell Varsity Tennis Team, Cornell University

Aug 2011 - present

Captain

- Became one of the youngest Captains in program history as a sophomore, leading the team to their highest ranking ever
- Led practices, organized training sessions and motivated the team during training and tournaments
- Became the third Cornell player ever to earn three All-Ivy honors, earning All-Ivy First Team for singles and All-Ivy Second Team for doubles in 2013, as well as All-Ivy Second Team for singles in 2012
- Dedicate between 20 and 25 hours per week to practice, competition, traveling, and conditioning

Mutual Investment Club of Cornell, Cornell University

Sep 2013 - present

Technology Sector Analyst

- Helped manage portfolio with a current net asset value of over \$69,000, earning almost 25% cumulative return
- Led a team of myself and three research analysts during weekly stock pitch debates
- Reviewed the technology sector each week, discussing major headlines, news releases and our current sector positions

Delta Sigma Pi Professional Business Fraternity, Cornell University

Feb 2013 - present

Active Brother

- One of only eleven pledges selected from 170 applicants after an extensive and thorough interview process
- Prepared and presented eight in depth case studies on a variety of topics ranging from firm acquisitions and real estate to economic issues and consultancy
- Organized and executed philanthropic, professional and social events for the 70 active brothers

ACTIVITIES, SKILLS AND INTERESTS

Languages: Basic French and Spanish

Activities: Young Enterprise Scheme, LTA Level 1 tennis coach

Interests: Tennis, golf (12 handicap), soccer, football, skiing, Arsenal FC, Andy Murray, Kobe Bryant, traveling

Jennifer Gammond
3600 Mystic Pointe Drive • Apt. 502 • Aventura, Florida 33180
Phone: (305) 206-4790 • Email: jeg333@cornell.edu

EDUCATION

Cornell University, Ithaca, NY – B.S. Dyson School of Applied Economics and Management, Class of 2015
3.3 G.P.A. Specialization: Accounting

SELECTED COURSEWORK

Finance · Intermediate Accounting · Business Law · Spreadsheet Modeling · Statistics · Money & Credit · Networks

WORK EXPERIENCE

- **Avnet, Inc.** – *Business Intern for Latin America and Caribbean Group* Summer 2013
Spearheaded an international trial launch of a configuration service · Planned timeline and responsibilities for full-scale launch · Analyzed value and high transaction sales in Chile · Created and presented a user-friendly format for sales managers to analyze sales reports · Nominated for “Intern of the Year”

EXTRACURRICULAR ACTIVITIES & LEADERSHIP POSITIONS

- **Cornell Accounting Association** – *Vice President of Corporate Affairs* September 2012 – Present
Worked with the Big 4 Accounting Firms to organize recruiting events · Implemented tactics to increase participation · Strategized with other VPs on ways to provide a better experience for club members
- **CUAir** – *Business Subteam, Fundraising Lead* September 2013 – Present
Engaged in a 40 person interdisciplinary project team that builds an unmanned aerial vehicle · Worked on fundraising, marketing efforts, public relations, and alumni connections
- **Smart Woman Securities** – *Investment Board Officer* August 2011 – Present
Collaborated with a team of five members to analyze Ralph Lauren’s financial statements and overall presence · Presented analysis to the club and to select business professors · Advised newer members
- **Society of Women In Business** – *Member* August 2011 – Present
Networked with businesswomen around the country · Mentored by experienced members · Evaluated Apple’s marketing strategies · Attended information sessions to better understand business concepts
- **Cornell International Affairs Society** – *Delegate and Crisis Committee* October 2011 – Present
Collaborated in a dynamic, fast-paced organization during conferences · Delegated tasks among members
- **Community Action Board** – *Officer* August 2011 – August 2013
Acted as peer counselor, community builder, academic resource person, programmer, and administrator · Generated enthusiasm · Created a sense of community
- **Assisting Kids In Need** – *Founder and President* August 2009 – May 2011
Founded and fundraised for a community service project that sponsored kids in Chile and Haiti

ADDITIONAL EXPERIENCE

- **Goldman Sachs Discover Summer Series** – *Participant* Summer 2013
Attended biweekly webinars to enrich my understanding of Goldman Sachs’ divisions and careers
- **Morgan Stanley Sales & Trading Enrichment Program** – *Participant* April 17th – 18th 2013
Engaged in team-based trading simulations · Learned about Fixed Income and Equity · Networked
- **Goldman Sachs Undergraduate Camp** – *Participant* June 13th – 14th 2012
Learned about the Financial Services Industry · Networked with Goldman Sachs professionals
- **Morgan Stanley Wealth Management Women’s Open House** – *Participant* May 21st 2012
Cooperated in interview workshops · Networked with Morgan Stanley executives · Received an overview of the division’s functions including Portfolio Analysis, Risk Analysis, and Sales Pitch Development

AWARDS

Gates Millennium Scholarship · Buick Achievers Scholar · Morgan Stanley Foundation Scholarship

INTERESTS AND SKILLS

Financial Markets · Consulting · Advisory · Sustainable Aviation Fuel Markets · Travel · Racquetball · Spanish (Fluent) · French (Intermediate) · Italian (Beginner) · Excel · Word · PowerPoint · Outlook

Alexander Webber Gatto

125 Edgemoor Lane, Ithaca, NY 14853
(914) 434-2189 | awg66@cornell.edu

EDUCATION

Cornell University, College of Arts and Sciences
Bachelor of Arts in Economics and Computer Science
• **GPA: 3.5 Honors:** Dean's List Fall 2012

Ithaca, NY
May 2015

Horace Greeley High School

Chappaqua, NY
June 2011

WORK AND LEADERSHIP EXPERIENCE

BARCLAYS, Global Research & Investments
Analyst Intern, Portfolio Consulting Group (PCG)

New York, NY
Summer 2013

- Supported 10-person team of Analysts/Consultants in 10-week rotation within Americas Wealth Division
- Worked closely with analysts to learn and execute team's proprietary tool set
 - Built a custom template to classify equities in different sub asset classes utilizing Bloomberg API and custom VBA macros and functions
 - Executed updates of Asset Class Historical file, created custom Ibbotson chart of asset class returns
 - Modeled forward and backward looking return/risk of concentrated stock position
 - Review and classified client portfolio and made tactical asset recommendations
- Attended bi-weekly team meeting, manager launches/updates, weekly national sales call, and weekly investment strategy meeting.
- Analyzed and presented a 9 Asset Class portfolio to client that included key components of the Firm's investment philosophy and behavioral finance expertise

Cornell Sailing Team
Treasurer (2013 – 2014)

Ithaca, NY
Fall 2011 – present

- Administrate an annual budget of \$16,500 for 30 collegiate sailors. Financial representative to the SAFC.
- On the water practice 12 hours/week; Collegiate regattas 8 weekends/semester

Lambda Chi Alpha – Omicron Zeta
Treasurer (2014 – 2015)

Ithaca, NY
Fall 2012 – present

- Assemble and manage an annual budget of over \$200,000. Executive Board Representative.

YMCA Camp Fuller
Assistant Sailmaster

Wakefield, RI
Summer 2012

- Trained and coached capable 13-15 year olds for local sailing competitions
- Responsible for thirty boat fleet; administration of Sailing Program

Counselor – Junior Division

Summer 2011

- Managed a cabin of eight boys ages 7 through 12
- Advanced Coordinator of the Sailing Program; Lifeguard

PROJECTS AND RELEVANT COURSEWORK

CS 3110 – Data Structures and Functional Programming

Fall 2013

- An introduction to functional programming, recursive and higher-order procedures, models of programming language evaluation and compilation, type systems, and polymorphism.
- Latest project: an interpreter for a simplified version of the Scheme language written in OCaml.

CS 3410 – Computer System Organization and Programming

Spring 2013

- An introduction to computer organization, systems programming and the hardware/software interface.
- Final project: a 32-bit 5-stage pipelined MIPS processor capable of branch, jump, memory reads/writes, and basic arithmetic operations.

SKILLS & INTERESTS

Languages: Spanish - Conversational

Technical Skills: Java, OCaml, VBA, C, Python, LaTeX, Microsoft Excel, Microsoft Office Suite

Interests: Sailing, Soccer, and Music

111 Dryden Road,
Ithaca, NY 14853

Nicole M. Ghannam

nmg58@cornell.edu | (267) 884-2482

3256 Spruce Drive
Doylestown, PA 18902

EDUCATION

Cornell University

Bachelor of Science, Charles H. Dyson School of Applied Economics and Management

Ithaca, NY

Expected May 2015

- **GPA:** 3.92; **SAT:** 2250
- **Honors:** Dyson Scholar (2013-2014), Dean's List (all semesters), AP Scholar with Distinction
- **Relevant Coursework:** Finance, Financial Accounting, Business Management, Marketing, Micro/Macroeconomics, Managerial Economics, Managerial Accounting, Behavioral Economics, Business Law, Spreadsheet Modeling (Spring 2014)

WORK EXPERIENCE

Bank of Tokyo-Mitsubishi UFJ

Investment Banking Summer Analyst, Corporate Advisory Group

New York, NY

June 2013 – August 2013

- Created 24 company profiles of potential acquisition targets for \$24bn retail chain and analyzed industry research reports to illustrate global retail trends and opportunities; resulted in request for further due diligence on \$1bn EBITDA department store
- Projected debt capacity of \$9bn global consumer products company and evaluated three financing scenarios for potential \$1.3bn acquisition to recommend optimal pro forma capital structure
- Used precedent transaction analysis and comparable company analysis to value announced deals for internal credit division; resulted in bank becoming lender on \$2.5bn Kroger/Harris Teeter, \$12.4bn Loblaw/Shoppers Drug Mart, and \$1.4bn Rockwell Collins/ARINC acquisitions
- Analyzed Moody's and S&P credit reports and ratings criteria to highlight clients' strategic areas of opportunity and limitations

Third Federal Bank

Accounting Intern

Newtown, PA

May 2012 – August 2012

- Assisted in processing of over 200 incoming and outgoing wire transfers
- Reviewed and updated prior year's management reports, including company 401(k) and Employee Stock Options Plan
- Prepared monthly bank reconciliations and financial reports for review by management and external auditors

Bucks County Opportunity Council

Assistant of Development

Doylestown, PA

May 2012 – August 2012

- Supported mission to promote economic self-sufficiency among low-income families of Bucks County through tax preparation services and financial literacy education and training programs
- Organized monthly bills, pay stubs, and income tax information from participants of the Economic Self-Sufficiency Program
- Created comprehensive database of over 200 volunteers across 27 food pantries in Bucks County

LEADERSHIP EXPERIENCE

Society for Women in Business

President (as of January 2014), Vice President of Internal Development

Ithaca, NY

January 2013 – Present

- Selected as President of Cornell's largest undergraduate women's organization (800+ current members)
- Hosted private networking sessions and sponsored campus-wide speaker events led by senior women in business
- Structured and supervised professional development program of 100+ girls, with projects including formal business presentations, current events newsletters, and resume and cover letter workshops

Sustainable Enterprise Association

Vice President

Ithaca, NY

November 2012 – Present

- Formed mentorship program of 50+ members with Net Impact Chapter of Johnson Graduate School of Management
- Organized, marketed, and hosted socially responsible case competitions of over 12 student teams through partnerships with Purity Ice Cream, Peaks Over Poverty, and Life Changing Apparel
- Promoted knowledge and awareness of topics including corporate social responsibility and campus sustainability initiatives

Dyson Undergraduate Council

Council Member

Ithaca, NY

January 2013 – Present

- Act as main liaison between the Dyson undergraduate student body, administration, and alumni
- Aim to increase commitment rate of accepted applicants through prospective student events and mentorship programs

ACTIVITIES & INTERESTS

- Alpha Phi Omega National Service Fraternity, Arab Student Association, Sino Elite Education Group Writing Mentor, J.P. Morgan Winning Women Participant (Spring, Fall 2013), Deutsche Bank GROW Your Career Participant (Spring 2013)
- Interests include traveling, tennis, trance music, and Middle Eastern cuisine

Grace Elizabeth Gorenstein

135 Blair Street, Unit 2, Ithaca, NY 14850 • (845) 558-9432 • geg62@cornell.edu

EDUCATION

CORNELL UNIVERSITY, College of Arts and Sciences Ithaca, NY
Candidate for Bachelor of Arts; Dual Major: Economics and History May 2015
GPA: 3.9; Dean's List for 4 semesters

LONDON SCHOOL OF ECONOMICS Summer 2013

Relevant Coursework: Finance • Business Management • Econometrics • Business Law • Intermediate Macroeconomics • Intermediate Microeconomics • Money & Banking

EXPERIENCE

CORNELL ALPHA FUND Ithaca, NY
Associate 2013-present

- Implement investment strategies for the Consumer Discretionary/Staple Sector
- Research and analyze small cap market trends to update the team with synthesized analyses of current events
- Develop trading strategies to be integrated in the fund's investment portfolio on a weekly basis

CREDIT SUISSE Manhattan, NY
Credit Trading Extern January 2013

- Researched and analyzed fundamental statistics of healthcare companies in the context of current legislative effects on the healthcare industry

PUBLIC DEFENDER SERVICE OF WASHINGTON, D.C. District of Columbia
Investigative Intern Summer 2012

- Interviewed prospective witnesses; gathered, reviewed, and assembled evidence for court
- Created files and wrote reports documenting histories, interpersonal relationships, and past charges to help my attorney efficiently access critical witness information

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

CORNELL BUSINESS REVIEW, Associate Editor 2012-present

- Select topics in accordance with the Business Review's mission, edit articles ensuring relevant content and professional structure, and ensure timely deliverables from the writers
- Write and publish articles with a focus on long-term trends of various industries and economic analysis of the geo-political environment as it relates to international business

CORNELL HISTORICAL SOCIETY, President and Editor-in-Chief 2012-present

- Founded the History Advisor Program, in which upper-level majors are paired with students who seek a peer mentor
- Serve as Editor-in-Chief of the Society's academic journal, Ezra's Archives. Select and edit pieces, train copy editors, organize editors into editing groups, and coordinate submissions from other universities through outreach and networking

HARVARD WIB CONFERENCE, Cornell Campus Ambassador 2012-present

- Increased Cornelian attendance at the conference by 350% over the course of two years through an intensive marketing campaign targeting specific groups of interest on campus
- Coordinate logistics and offer mentorship to those interested in the program

ADDITIONAL INFORMATION

- Interests/Activities: Running, golfing, skiing (alpine and water), cooking, Alpha Epsilon Phi Sorority, tutoring student-athletes, note-taking for students with disabilities
- Language Skills: Spanish proficiency; Hebrew proficiency
- Additional Externship Experience: Citi Corporate Governance Externship, GE Capital Financial Manager Program Real Estate Externship, Morgan Stanley Smith Barney Wealth Management Women's Open House Participant

Melissa L. Groark

Mlg237@cornell.edu
631-896-6109

School Address

210 Delaware Avenue, Apt. 3
Ithaca, NY 14850

Permanent Address

20 Austin Lane
Huntington, NY 11743

OBJECTIVE

- To obtain a summer 2014 internship in investment banking at UBS.

EDUCATION

- Cornell University**, College of Agriculture and Life Sciences, *Ithaca, NY*
- Candidate for **Bachelor of Science**, *May 2015*. Expected completion of **CPA** school and testing requirements
- Charles H. Dyson School of **Applied Economics and Management**
- Concentration: **Finance and Accounting**
- Major **GPA: 4.1/4.0**. Overall **GPA: 3.9/4.0** Dean's List Every Semester, Golden Key Honor Society, Academic Fraternity Invitee *Big Red 400 Club* – Honors **division one varsity student-athletes** who earn a 4.0 during season.
- Teaching Assistant** for Financial Accounting, Managerial Accounting, Plant Biology, and Issues in Social Biology
- Tutor** for Finance, Financial Accounting, Excel Spreadsheet Modeling, Managerial Economics, Marketing, and Chemistry

HIGH SCHOOL

- John H. Glenn High School, *Elwood, NY* *Graduated June 2011*
- Valedictorian**, AP Scholar with Honors, National Honor Society, Elected Student Council Rep, 3 Sport Varsity Captain
- Unweighted GPA: **4.0/4.0** -- Weighted GPA **5.3/4.0** *USA Today's Top Scholar Athlete, GotMilk National Scholar Athlete Award*

EXPERIENCE

Financial Controlling Intern: MasterCard Inc., *Purchase New York (International Headquarters)* *May 2013 – August 2013*

- Assisted in the creation of the Company 10Q. Responsibilities included: tying out cash flow statements, reviewing footnote disclosures, agreeing draft documents, and assisting in XBRL Coding & Filing
- Rolled out a new Rep Letter & Certification Process (SEC Compliance regulation) through the automated system: WebFilings
- Researched a technical accounting issue with regards to software capitalization; aided in rewriting the current MasterCard policy
- Reported on SEC Comment letters in regards to Mergers and Acquisitions and MD&A reports.
- Assisted in the developing a new payment application that MasterCard is currently researching to capture profits in Generation Y

Finance Intern: WPLJ Radio Station and Brother Stations, *New York New York* *May 2012 – August 2012*

- Assisted in the annual "100 Days of Summer" Promotions Program, garnering an all time high of \$70 million for revenue
- Analyzed balance sheets, income statements, statements of stockholders equity and statements of cash flows
- Recorded journal entries for various transactions made by the firm, analyzing the changes in value for assets and liabilities
- Mentored new interns, teaching them financial strategies for analyzing cash flows of the business
- Created a filing organization system that was adopted by the Sales and Marketing segment of the firm

RELEVANT COURSES

Finance & Advanced Corp Finance	Financial & Managerial Accounting	Taxation Management	Applied Economics & Business Statistics
Strategic Pricing Strategy	Managerial Economics I & II	Business Law	Intermediate Economics & Accounting
Oral Communications	Excel Spreadsheet Modeling	Micro & Macro Econ	Business Organization & Development

2013 WORKSHOPS ATTENDED

Goldman Sachs Women in Securities Workshop	Ernst and Young Emerging Leaders Program
Barclays Investment Banking Boot Camp	Deloitte Consulting Conference
JP Morgan Investment Banking Winning Women Program	Morgan Stanley I-Banking Boot Camp Session

2011-2013 BUSINESS ACTIVITIES

- Financial Analyst*, Healthcare Sector **Cornell's Financial Management Group**: Pitched Pfizer to University Board
- Member of **Pi Sigma Epsilon** Professional Business Fraternity: Participate in recruitment and alumni relations
- Weekly Columnist* for the **Cornell Business Review Magazine**: Recently published the article: *The Debt Ceiling Debate*
- Consumer Retail Analyst* for **Society for Women in Business**: Present weekly reports on the consumer retail industry
- Marketing Manager* of **Insomnia Cookies**: Organize Monthly Fundraisers to spark brand awareness in potential consumers
- Member of the **Mutual Investment Club** & Member of the **Smart Women in Securities** Business Club

2011- 2013 Additional Extra Curricular Activities

- Division I Varsity Soccer Player**, *midfielder*, for the **Big Red** Program: **2012 Ivy League Strength & Conditioning Award**
- Member of the **Olympic Development Soccer Team**, *national level*: Compete in tournaments across the country to represent USA
- Philanthropy Chair* of social sorority, **Phi Sigma Sigma**: Organize a Golf Outing & Color Run Event that each raise \$14,000/semester
- Member of **Guiding Eyes for the Blind** – Guide Dog Foundation: Trainer of Seeing Eye Dogs
- Executive Event Planner* for Cornell's **Senior Week Committee** and Cornell **Slope Day Committee**: Plan CU Events

Skills

- Computer Skills**: All Microsoft Office programs, Adobe InDesign, Minitab, Java, XBRL Coding, WebFilings
- Language: Proficient in speaking and writing **Spanish** as a second language

Interests

- Soccer, Sudoku Puzzles, Reading Mystery Novels, Running, Playing the Guitar, Ice Skating, Reality TV shows, Penne alla Vodka.

Peter Haas

38 Woodmere Drive, Summit, NJ
908.644.4442 / pmh68@cornell.edu

EDUCATION

Cornell University

Bachelor of Science in Operations Research and Engineering, Business Minor

Ithaca, NY

Expected May 2015

- **GPA:** 3.91
- **Honors:** Tau Beta Pi Engineering Honor Society, Dean's List, Sigma Alpha Mu Young Scholar
- **Relevant Coursework:** Macro/Microeconomics, Finance, Accounting, Probability and Statistics

Investment Banking Institute

Intensive 4-week financial modeling and valuation training program

New York, NY

July 2013

- Performed company valuations using comparable public company analysis, precedent transactions analysis, and discounted cash flow analysis
- Built fully integrated financial statements projection model, LBO model, and accretion/dilution merger models, including the ability to run operational and capital structure sensitivities within models and data tables for sensitivity analysis

EXPERIENCE

Pine Grove Asset Management LLC

Summer Associate

Summit, NJ

May 2013 – August 2013

- Gathered competitive intelligence on over 80 RIC funds to determine optimal structure of a soon-to-be launched fund
- Attended hedge fund conferences to explore unique investment areas and seek the opportunity to further diversify firm holdings
- Performed due diligence on current investments to ensure adequate execution of performance, risk management, and integrity

Oppenheimer & Co. Inc.

Summer Intern

New York, NY

June 2012 – August 2012

- Constructed target allocation for over one hundred multimillion dollar client portfolios based on individual needs and current account composition
- Assigned by broker to determine most effective investment for \$60,000 of free cash
- Performed industry research on Fortune 500 companies to determine investment theses for financial management

Pilot Advisors LP

Summer Intern

New York, NY

June 2010 – August 2010

- Modeled supply chain for science technology startup with seven international production plants
- Researched wind power development in Midwest in response to financial initiatives to determine investment potential
- Reconciled account balances of up to \$20 million with financial bank statements
- Reported information gathered during IPO seminars, office meetings, and conference calls to senior managers

ADDITIONAL

Mutual Investment Club of Cornell

Sector Analyst – Consumer Group

Ithaca, NY

August 2011 – Present

- Provide weekly update to the Club with recent news from the consumer goods sector
- Develop and present pitches for prospective consumer investments to be voted on by Club members
- Conduct fundamental analysis to determine potential equity investments

Sigma Alpha Mu Fraternity

Philanthropy Chair

Ithaca, NY

January 2012 – Present

- Organized "Greek House of Pancakes," an annual philanthropy event generating over \$3500 in revenue for Alzheimer's research with over 250 attendees
- Planned a standup comedy event achieving earnings of over \$1500 with a suggested donation and a merchandise sale

Investment Technology Group

Externship

New York, NY

January 2013

- Shadowed professionals in several different business areas including Research and Sales and Trading
- Attended seminars to develop leadership, communication, and networking skills
- Explored numerous career opportunities through presentations given by key speakers from various divisions

Skills: MATLAB, Java, VBA, SQL, R | Basic Proficiency in Spanish

Interests: Cooking, Fitness, Photography, Oboe Player

Education

Cornell University

Industrial and Labor Relations major with a secondary field in Finance
Bachelor of Science Degree
Cumulative GPA: 3.35 Fall 2013 GPA: 3.41
Coursework: Finance, Accounting, Business, Economics, Law, and Human Resources

Ithaca, NY
Expected May 2015

Deerfield Academy

Honor Roll, Varsity Soccer, Varsity Lacrosse: All Western New England

Deerfield, MA
Post-Graduate May 2011

Experience

J&J Snowballs LLC

Co-Founder

- Organized vending of ice beverages at athletic events across the East Coast
- Serviced over 300 teams (over 17,000 people) with up to five different locations per event
- Negotiated contracts and organized vendor permits
- Management of income statement and payroll
- Increased sales by over 100% from initial summer, generating over \$24,000 in revenue

Annapolis, MD
May 2010-Present

Morgan Stanley

Extern

- Selected out of a pool of applicants to participate in a Sales & Trading Day on the Job opportunity
- Shadowed the desks of Short-Term Sales and Senior Relationship Management
- Participated in a mock trading game
- Observed a mock equity morning meeting

New York, NY
November 2013

Barclays

Extern

- Shadowed the Managing Director of Wealth and Investment Management
- Discussed various topics with a private client representative

New York, NY
October 2013

BNP Paribas

Extern

- Shadowed the Head of High Yield Bond Sales
- Observed the sales and trading operation
- Discussed topics such as the yield curve, spread to treasuries, and relative value

New York, NY
October 2013

Hoganlax.com

Director of Operations

- Assisted in administrating a family owned business of organizing lacrosse events
- Facilitated the communication and agreements with vendors and clients
- Dealt with on-site problem solving related to tournament attendees, scheduling, staffing, & field realignments
- Managed over 280 teams and led 30 staff members over the course of a weekend
- Assisted in strategically mapping out tournament sites to maximize tournament revenues

Arnold, MD
June 2012-August 2013

LaxWorld of Annapolis

Sales Associate and Stick Stringer

- Assisted customers in finding products that matched their needs
- Recommended certain products I believed would benefit the customer
- Worked with particular individuals to customize their products to their satisfaction

Annapolis, MD
June 2008-August 2008

Leadership

Cornell University Men's Lacrosse

- 2013 NCAA Semifinalists and Ivy League Champions
- Commit 30 plus hours a week to one of the top programs in the country to achieve a common goal
- Appeared in every game as a part of the nation's #2 offensive unit in 2013
- Community Service: Dream Factory, 21 Run, Ithaca Book Fest, and Bench Press for a Cure

Ithaca, NY
August 2011-Present

SAAC Student Athletic Advisory Council

- Representative voice for the lacrosse team in stemming changes for the student-athletes

Ithaca, NY
August 2013-Present

Annapolis Hawks Lacrosse

- Assistant coach for the Annapolis Hawks boys lacrosse team

Annapolis, MD
June 2010-Present

Skills & Interests

- Proficient in Microsoft Excel (PivotTables, Nested IF, VLOOKUP), PowerPoint
- Work ethic and problem solving
- Interests: Crabbing, Boating

David Hong

21 Summit Avenue, Ithaca, NY 14850
(607) 793-5521 | sh558@cornell.edu

EDUCATION

Cornell University, ILR School, Ithaca, NY

Expected May 2015

- *Bachelor of Science in Industrial Labor and Relations; Minor in Business Administration*
- Cumulative GPA: 3.65
- Dean's List in the last three semesters with cumulative GPA of 4.04
- Relevant Courses: Financial Accounting • Finance • International Trade and Finance • Essential Desktop Application

PROFESSIONAL EXPERIENCE

UBS Global Asset Management, Seoul, Korea

Summer 2013

Summer Analyst – Product Development and Management Group

- Assisted Product Development Team in drafting proposals and performing backtests on a newly issued fund
- Extracted and analyzed data of a variety of indices, benchmarks, and bond prices by using Bloomberg Terminal; calculated relevant financial metrics including volatility, Sharpe ratio, and annual excess return
- Created a guidebook on major U.S. indices for institutional investors with guidance provided by an associate
- Provided morning briefs on general macroeconomic views and information on global markets

Accenture, Seoul, Korea

Summer 2010

Summer Analyst – Financial Services Industry Group

- Participated in an \$80 million collaborative project between Accenture and Hanwha Group, providing application outsourcing, transformation and branding of the financial services firms affiliated with Hanwha Group
- Collected and refined data sets for Accenture Delivery Suite for Outsourcing to transfer Hanwha Securities' financial services to Accenture's Philippine Delivery Center, in an assistance of Accenture consultants
- Supported team members in planning and developing financial IT services for financial services companies
- Facilitated communication between team members from Hanwha S&C and those in the Philippine Delivery Center

MILITARY EXPERIENCE

Korean Augmentation to U.S. Army, Daegu, Korea

Winter 2010 – Fall 2012

Sergeant, Platoon Leader, Broadcaster of American Forces Network

- Promoted to sergeant to lead a platoon with 32 American and Korean soldiers in daily and monthly tasks in barracks
- Received a *Korean Soldier of the Year Award*; awarded with *Joint Service Achievement Medal*
- Produced 48 TV and radio news stories broadcasted on AFN Korea channel across the peninsula and posted on AFN website
- Translated Korean and English simultaneously in negotiations between the U.S. and Korean Army officials; Selected to become personal translator of a lieutenant colonel during UFG and KRFE Joint military exercises

LEADERSHIP EXPERIENCE & ACTIVITIES

Alpha Kappa Psi – Professional Business Fraternity, Ithaca, NY

Spring 2013 – Present

Master of Rituals

- Selected as 1 of 12 out of 130 students to undergo an intensive 10-week professional development process
- Record and edit introduction video presented in the information sessions for the organization

Cornell Asian Pacific Islander Student Union, Ithaca, NY

Fall 2012 – Present

Vice President of External Affairs

- Work as a liaison representing Asian Pacific Islander students to other ethnicity groups on campus
- Contribute raising \$6000 to invite Wong Fu Productions, an American filmmaking group, to perform at Cornell

Apex Capital Fund, Ithaca, NY

Fall 2012 – Present

Research Analyst

- Performed various valuation analyses in the healthcare sector in conjunction with four team members
- Pitched companies in the healthcare sector to rest of the organization for investment considerations

OTHER ACTIVITIES, SKILLS & INTERESTS

Other Activities: Cornell Ensemble • Cornell Outing Club • Intramural Soccer Club • Asian Business Society

Skills: Microsoft Excel • PowerPoint • Word • Avid • Sony Vegas • Adobe Photoshop

Interests: LA Lakers • Major League Baseball • Film • Biking • East Asian History

Chris Huh

117 Dewitt Place #1, Ithaca, NY 14850 | 949-554-9915 | ch462@cornell.edu

EDUCATION

CORNELL UNIVERSITY

Bachelor of Arts and Sciences in Economics, History, Minor in Business

GPA: 3.7 / 4.0 **SAT:** 2300 – Reading: 770, Writing: 790, Math: 740

Honors: Dean's List (Fall 2011 – Fall 2012), National Merit Finalist

Relevant Coursework: Finance, Financial Accounting, Calculus, Statistics

Ithaca, NY

Expected May 2015

RELEVANT EXPERIENCE

CB CAPITAL PARTNERS INC.

Investment Banking Summer Analyst

Newport Beach, CA

June 2013 – August 2013

- Prepared pitch presentations, confidential memorandums, and comprehensive business plans for companies within the technology, healthcare, and aerospace & defense sectors
- Compiled and reviewed data from companies' financial statements, facilitating subsequent analysis and presentation
- Drafted a narrative examining growth opportunities in the social media analytics market for investors and clients subscribed to firm's proprietary macroeconomic research arm

Selected Transaction Experience:

\$20 MM Capital Raise for Video Gaming Analytics Company Valued at \$88 MM

- Conducted due diligence and industry research to evaluate historical and projected trends in the video game industry, focusing on operating system platforms and title releases in the United States and China
- Developed an investor presentation which included a detailed strategic plan for the company, industry overview, market growth opportunity, and financial statement analyses
- Analyzed 5 contracts and project proposals to begin building out a preliminary model for projecting revenues

REVOLUTION PREP SUMMER MANAGEMENT PROGRAM

Branch Co-Manager

Irvine, CA

June 2012 – August 2012

- Generated \$4,560 in revenue for first-year branch by leveraging sales and marketing techniques while closing sales using CRM database and managing P&L statement
- Developed and executed sales and marketing plan based on competitive landscape and customer demographic assessment
- Produced average score improvements of 235 in branch compared to company's advertised 200
- Retained 3 clients for continued educational and counseling services personally customized for students with learning disabilities throughout the school year, averaging 10-15 hours of work per week

ALPHA FUND

Sector Analyst

Ithaca, NY

August 2012 – Present

- Collaborated with team of 4 to screen and perform fundamental research on companies in the healthcare industry by utilizing Capital IQ, Mergent Online, and Bloomberg
- Pitched potential investment opportunity in a mid-cap molecular diagnostics company (MYGN) to members

ADDITIONAL EXPERIENCE

ALZHEIMER'S HELP AND AWARENESS CLUB

Outreach Coordinator

Ithaca, NY

August 2013 – Present

- Develop and initiate outreach strategies to broaden student attendance beyond select, core demographics
- Manage team of 6 to mobilize outreach efforts for fundraising events, lectures, and nursing home visits

ORANGE COUNTY TAIWANESE ASSOCIATION

English Instructor

Tustin, CA

May 2012 – June 2012

- Planned marketing strategy including community fundraising events and pursuing sponsorships by local churches
- Managed group finances for a team of 15 fellow instructors by recording all transactions and budgeting weekly for boarding, dining, supplies, and miscellaneous expenses

ACTIVITIES & INTERESTS

Activities: Cornell Daily Sun, Cornell Asia Business Journal, Bridges to Community, Mutual Investment Club of Cornell

Skills: Capital IQ, Photoshop, Korean

Interests: Snowboarding, Hiking, Viola, Hospice Music Therapy, College Preparation Mentoring

Connor Hunt

Current Address:
125 Highland Place
Ithaca, NY 14850

Email: cfh46@cornell.edu
Phone: 925-818-5959

Permanent Address:
106 Florence Court
Alamo, CA 94507

EDUCATION

Cornell University; **May 2015**

Dyson School of Applied Economics and Management

- Candidate for Bachelors of Science with a 3.54 GPA
- Dyson Scholar Award
- Varsity Men's Lacrosse Player

Related Coursework

- Finance, Introductory Computer Programming, Financial and Managerial Accounting, Managerial Economics, Business Law, Marketing
- Scored 1600 on SAT and 36 on ACT

EXPERIENCE

North Point Advisors (San Francisco) **Summer 2013**

Mergers & Acquisitions Consulting Firm (\$12.5 billion in deals over 8 years)

Summer Analyst

- Researched various companies for prospective deals, analyzed finances, conducted valuation measures, and collected buyer data
- Participated in management presentation to several private equity groups
- Contributed to presentations used for clients
- Prepared weekly financial news updates

St. Vincent de Paul Society (Pittsburg, California) **Summer 2012**

Non-profit charity providing healthcare and dining to community

Summer Financial Analyst

- Assistant to the executive director
- Supported director with analysis of finances and plans for future developments
- Conducted a comprehensive competitive analysis of other thrift stores in the Bay Area to provide information for possible development of a thrift shop

LEADERSHIP

- Member of Student Athlete Advisory Council Executive Board (2012-)
 - Communicate to administration and foster union between teams
- Cornell BOLD Leadership Certificate Program (2012-2013)
 - Participated in fall and spring workshops, could not complete due to lacrosse
- Member of Varsity Men's Lacrosse Team
 - National Semifinalist in 2013

COMMUNITY

- Member of lacrosse team's Big Red Readers program, reading to children at Immaculate Conception school
- Organizer of the 21 Run, a charity event to help combat child illiteracy
- Clinic for a Cause, fundraising event for the Dream Factory of Central New York
- Mission is to grant wishes to critically ill children

E. Alec Kane

eak246@cornell.edu | 702 University Avenue, Ithaca, NY 14850 | (310) 339-3119

EDUCATION

Cornell University, Charles H. Dyson School, Ithaca, NY Expected 2015
Bachelor of Science in Applied Economics and Management
Cumulative GPA: 3.87; Concentrations in Finance and Strategy; Minor in International Development Studies

Honors: Cornell Tradition Fellowship (2% selected for service, work, and academics), Dean's List, Ho-Nun-De-Kah Honor Society (top 15% of college), Golden Key International Honour Society (top 15% of university)

Coursework: Finance, Financial & Managerial Accounting, Financial Statement Analysis, Managerial Economics, Research & Strategy in Emerging Markets (2-week trip to South Africa), Spreadsheet Modeling, Visual Basic

WORK EXPERIENCE

MBK Real Estate LLC (Subsidiary of Mitsui & Co.), Irvine, CA June 2013 – August 2013
Finance Intern, Corporate Division

- Researched senior living M&A opportunities and presented findings to President of Senior Living Division
- Modeled P&L and cash flows from investment in multifamily projects over 10 years, analyzing NOI and asset balance
- Developed benchmark analysis using data from Capital IQ, evaluating ROE, leverage, and per unit revenue
- Created a workbook that automated monthly reports creation, pulling data from division financial statement outputs

Cornell Venture Capital Club, Ithaca, NY October 2012 – Present
Project Manager, VC Internship Program

- Lead teams on investment analysis, market research, and due diligence projects for VC firms
- Cover wearable computing for Inside Activity Tracking, a joint venture with David Stern (Investor at Clearstone)
- Analyzed enterprise market growth options and created outreach strategy for Sequoia Capital portfolio companies

Cornell University, Charles H. Dyson School, Ithaca, NY February 2012 – Present
Teaching Assistant for Spreadsheet Modeling, Research Assistant, and Webmaster

- Taught Excel concepts including PivotTable, Solver, Data Table, and basic Monte Carlo simulation to 30+ students
- Copy edited graphs and tables in *Food Security and Sociopolitical Stability* by Chris Barrett; redesigned his website

California Manufacturing Technology Consulting, Torrance, CA June 2012 – August 2012
Intern, Finance and Accounting Department

- Entered daily A/P invoices; created spreadsheets to streamline grant applications and macros to format reports

LEADERSHIP EXPERIENCE

Dyson Undergraduate Council, Ithaca, NY January 2013 – December 2013
President

- Led meetings and projects for a 38-person group that communicates student concerns to faculty and alumni advisors
- Helped expand the organization's scope, resulting in new events, mentorship programs, and AEM course proposals

Student Assembly Finance Commission, Ithaca, NY December 2013 – Present
Vice Chair for External Relations

- Direct outreach and informational marketing for a group that allocates \$1.3 million to 500+ student clubs each year

CALS Dean's Student Advisory Council, Ithaca, NY December 2012 – Present
Co-Chair

- Lead weekly group meetings and monthly meetings with Dean Boor; complete projects to improve the college

SKILLS AND INTERESTS

Skills: Microsoft Excel, PowerPoint, Word, VBA, Final Cut Studio, Basic HTML and CSS

Interests: Water Polo: NY Club Champions, Video Production, Travel: Recently to China and South Africa, TED Talks

DYLAN KEEFE

165 West Avenue Fairport, NY 14450
585.208.0993 | dek67@cornell.edu

EDUCATION

Cornell University, Dyson School of Applied Economics and Management

Bachelor of Science in Applied Economics and Management

GPA 3.93 • Dean's List All Semesters

Ithaca, New York

Expected May 2015

Relevant Coursework: Finance, Spreadsheet Modeling, International Trade and Finance, Intermediate Micro/Macroeconomics, Financial Accounting, Intermediate Accounting, Marketing, Business Management, Behavioral Economics

PROFESSIONAL EXPERIENCE

Manning & Napier

Intern, Asset Management

Fairport, New York

May 2013 – August 2013

- Analyzed 9 large-cap defensive stocks for Global Quality managed account based on free cash flow yield, operating margin, and earnings stability
- Pitched a buy recommendation for Sage Group (LSE:SGE), including DCF valuation and comparable company analysis, to Global Strategies group and co-head of Equity Research
- Presented research on emerging market fixed income to 10 members of Global Strategies group
- Prepared asset reconciliation and semi-annual performance reports for 600 client accounts
- Participated in weekly research analyst meetings with Quantitative Strategies and Global Strategies groups

Cornell University

Teaching Assistant, Spreadsheet Modeling

Ithaca, New York

August 2013 – December 2013

- Oversaw and advised section of 45 students, developed and graded exam questions, and held weekly office hours
- Created VBA tutorial with guided examples for programming macros and automating complex processes

Cornell University

Teaching Assistant, Behavioral Economics and Management Decisions

Ithaca, New York

August 2013 – December 2013

- Interpreted raw data from 12 economic experiments and prepared graphs and analysis for weekly lecture slides

UNIVERSITY INVOLVEMENT & RELEVANT EXPERIENCE

Phi Sigma Kappa Fraternity

President

Ithaca, New York

November 2013 – Present

- Lead fraternity of 65 active members, run chapter and executive committee meetings, and oversee fraternity events
- Coordinate philanthropy and recruitment events and serve as liaison between fraternity and university, national organization, and alumni association
- Previously served as Treasurer, coordinating payroll and fundraising campaign, and managing annual budget of over \$500,000

Social Business Consulting

Senior Consultant

Ithaca, New York

January 2013 – Present

- Developed corporate social responsibility initiative for Indonesian mining company, with annual budget of \$200,000
- Led group of 3 students to create agroforestry training program for local farmers to use reclaimed land
- Developed marketing materials and annual report for local startup that builds sustainable playground equipment

Mutual Investment Club of Cornell

Research Analyst

Ithaca, New York

November 2011 – May 2012

- Selected to work as research analyst for student investment fund with over \$60,000 AUM
- Attended MICC education lectures to develop financial knowledge, including financial modeling and options trading
- Pitched Abbott Laboratories (NYSE:ABT) and General Electric (NYSE:GE) to a board of senior analysts

Phi Gamma Nu Professional Business Fraternity

Director of New Member Education

Ithaca, New York

September 2012 – Present

- Developed and executed 10-week professional development curriculum for new members
- Collaborated with Board of Directors to lead fraternity of 40 students and achieve fraternity goals

SKILLS, ACTIVITIES & INTERESTS

Technical – Excel, VBA, PowerPoint, Factset, Bloomberg Certified

Language – Conversational Spanish, Spent two summers in Madrid

Awards/Honors – Eagle Scout, Cornell Elevator Pitch Competition Finalist, Rotary Oratorical Contest Winner

Interests – Rowing, playing guitar, politics, golf, traveling

Christina J. Kim

227 Linden Ave.
Ithaca, NY 14850

201-401-1747
cjk235@cornell.edu

EDUCATION

Cornell University, College of Arts and Sciences, Ithaca, New York Expected May 2015
• Bachelor of Arts Dual Degree in Economics and Government, Minor in Business and Law and Regulation
• Cumulative GPA: 3.82 – Dean's List
Relevant Coursework: Microeconomics, Macroeconomics, Corporations Shareholders and Policy, Statistics, Calculus II, Econometrics, Marketing, Money and Credit

PROFESSIONAL EXPERIENCE

Bank of America Merrill Lynch, Short Hills, NJ; Washington D.C. June 2012-August 2012
May 2013-August 2013
Investment Management Intern

- Participated in managing securities portfolios for high net worth clients to achieve investment goals
- Involved in discussions and attended various office meetings related to optimizing returns relative to risk.
- Assisted in client relationship tasks, including opening new accounts, initiating wire transfers, determining tax consequences and liaising with third party product providers.

Ivy Insiders, Revolution Prep Start Up, based in Chatham, NJ June 2012-August 2012
Branch Manager

- Managed a branch of Revolution Prep spanning over 10 towns in the north and central New Jersey area
- Executed advertising campaigns to increase enrollment and participated in national conference calls and strategy meetings

Miller & Engel, Chatham, NJ September 2010-August 2011
Intern, Paralegal

- Managed and calculated financial accounting records for large trust and estate accounts
- Involved in the administration and documental production of tax returns, real estate closings, affidavits, deeds, wills, and testaments
- Oversaw computer programming and website management and attended various client meetings and assisted in client relationship tasks

Troshkin Economics Research Assistant, Ithaca, NY February 2013 - Present

- Apply statistical analysis and multiple regression on various data to observe policy effects and relationships between incentives and outcomes, such as capital income taxation, pareto efficient policies, merging micro and macro approaches.

Pepinsky Research Assistant, Ithaca, NY September 2013-present

- Analyze past and present trends in the relationship between economic trends and political outcomes, and between domestic politics and the global economy
- Conduct comparative statics analytics based on different eras of government regulation and effects of legislation, particularly in the emerging markets sector

ACTIVITIES

National Society of Collegiate Scholars (NSCS), Ithaca, NY January 2012 - Present
Member, Tutor

- Top 20% of Cornell students (those with above a 3.8 GPA) are invited to join NSCS
- Tutor and mentor students of Ithaca High School through organization

Society for Women in Business, Ithaca, NY January 2012 – Present

- Attended weekly case briefs, research panels, speaker events, networking events, and skill building workshops
- Affiliated with Cornell's Dyson School of Business to host information sessions for various companies to connect students with each other and the professional world

Kappa Alpha Pi Professional Pre-law Fraternity, Ithaca, NY January 2013 - Present
Pledge Class President, Vice President of Public and Professional Relations

- Attend guest speaker lectures, interview preparation, discussions, and debates on legal policy and current events
- Prepare and present weekly business case studies and analyses of past and present issues ranging from Federal Reserve policy to real estate consulting
- Design and execute strategic marketing tactics to advertise and recruit new, qualified students each semester

Orientation Leader, Ithaca, NY August 2012, 2013

- Guided a group of Freshman Cornell students through daily meetings, activities, workshops
- Attended meetings and training workshops to facilitate group activities and improve upon the Orientation process

ADDITIONAL SKILLS

Skills: Microsoft Office, STATA, Dorsey Wright, Business Computing, Bond and Stock Valuation

Languages: Fluent in English and Korean, Proficient in Spanish

HYUNGJOO KIM

114 Summit Avenue Apt. #23, Ithaca, NY 14850 ▪ hk543@cornell.edu ▪ (347) 891-2012

EDUCATION

CORNELL UNIVERSITY, ILR School, Ithaca, NY

Expected May 2015

Bachelor of Science in Industrial and Labor Relations; Minor in Business

- **Cumulative GPA: 3.86;** Dean's List
- **SAT:** 2290 (Math 800, Writing 780, Critical Reading 710)
- **Relevant Coursework:** Finance, Financial Accounting, Intermediate Microeconomics, Econometrics, Statistics, Business Strategy

WORK EXPERIENCE

CLAYTON, DUBILIER & RICE – Part-time Research Assistant, Seoul, Korea

February 2012 – April 2013

- Supported a managing director in identifying potential investors and investment opportunities in the Asia-Pacific region
- Selected Project Experience:
 - Potential Asia-Pacific LP Investors Research for the New “CD&R Fund IX, L.P.”
 - Examined 60+ LPs in 11 countries to segment the LP base based on scale and strategic posture toward PE allocation
 - Evaluated the attractiveness of 55 LPs in 7 countries by analyzing their growth potential and interest in global PE investment
 - Produced official documents including a translation of a bid proposal for a \$92B Korean LP and a PPT for a PE conference
 - Korean Chaebols (Conglomerates) Research
 - Created a 50-page report on 4 chaebols that covered group-level financials, strategies, and governance

PETRA CAPITAL MANAGEMENT – PEF/Mergers & Acquisitions, Summer Analyst, Seoul, Korea

June 2011 – August 2011

- Participated in M&A advisory pitch and in managing the firm's \$220M mid-cap value fund
- Selected Project Experience:
 - American LED Company's Buy-side Cross-border M&A
 - Identified and proposed potential acquisition candidates in Korea for an overseas joint venture based on trend analysis
 - Performed valuation analysis of the target company using DCF and comparable companies analysis
 - Mid-cap Value Fund
 - Carried out fundamental analysis of 53 multinational and Korean public companies based on Petra's Intrinsic Value Model
 - Delivered scuttlebutt research on 11 potential targets of shareholder activism and presented at weekly portfolio meetings

AKKADIAN VENTURES – Proprietary Investment, Project Intern, Ithaca, New York

February 2011 – May 2011

- Performed due diligence on 14 potential portfolio network & data analysis companies and pitched the top 3 to the CIO

TNS RESEARCH INTERNATIONAL – Marketing Business Unit, Research Associate, Seoul, Korea

June 2010 – August 2010

- Conducted global and local market research on product developments, competition, trend, and brand presence for 4 major clients
- Selected Project Experience:
 - Technology Company's Smartphone Market Expansion
 - Conducted market research of 13 countries on existing smartphone models of 7 major brands and online music stores
 - Assisted focus group interviews on new smartphone models, deals, marketing strategies, and brand image
 - Logistics Company's Global Customer Satisfaction Feedback
 - Drafted analytical reports based on interviews with more than 20 foreign clients in Singapore, India, and Indonesia

MILITARY SERVICE

SEOUL JUNGAE SCHOOL FOR STUDENTS WITH AUTISM – Assistant Teacher, Seoul, Korea

August 2011 – August 2013

- Aided a class of autistic students for a whole academic year, helping students with their learning and job training

LEADERSHIP EXPERIENCE

STRUCTURING & DEBATING BUSINESS SOCIETY – Chief Session Manager, Seoul, Korea

March 2012 – December 2012

- Delivered 17 presentations suggesting the best strategy for 15 business cases in front of 20+ members during weekly sessions
- Organized 11 sessions as a chief session manager and led 4 team projects as a team leader

MUTUAL INVESTMENT CLUB OF CORNELL – Technology Sector Analyst, Ithaca, New York

February 2011 – Present

- Managed 3 research analysts in preparing stock pitch debates and technology market review
- Led a team of 8 analysts in discovering and pitching AVG Technologies, resulting in the buy of 65 shares for \$1,500 (Fall 2013)
- Discovered and pitched Entropic Communications, resulting in the buy of 251 shares for \$1,960 (Spring 2011)

SKILLS, ACTIVITIES AND INTERESTS

Languages/Technical Skills: Native in Korean, Proficient in Bloomberg

Other Activities: Delta Sigma Pi Professional Business Fraternity, Cornell Korean Students Association (*Culture Chair*)

Interests: Fountain pens, narrative-driven movies, English Premier League, poker

AUSTIN KIM

151 Dryden Rd. APT 516
Ithaca, NY 14850

Email: sk943@cornell.edu / Cell: 607-793-8986

Education

Cornell University, College of Arts and Sciences, Ithaca, NY

Expected Spring 2015

Major in Economics, Minor in Statistics

GPA 3.89

Honors: Dean's List

Relevant Coursework: Economics, Statistics, Math (Linear Algebra, Multivariable Calculus), Finance, Accounting

Experience

At CIMB Securities (formerly RBS's Asia-Pacific units), Corporate Finance (M&A)

Aug 2013-Nov 2013

Intern

- The first intern assigned to work on \$1 billion merger of a bank in Korea from preparing for an indicative offer, conducting a due diligence to final bids
- Created pitch books and presentations including extensive valuations, industry research, company research, and details of strategic opportunities for clients in various fields
- Gained exposure to pharmaceutical, banking, and auto industries by researching and valuing potential acquisition opportunities
- Prepared and communicated daily stock and news updates to clients

At Citibank, Financial Markets Group,

Jun 2013-Jul 2013

Summer Intern at Corporate Sales & Structuring Dept,

- Analyzed FX market trend and conditions, and forecast them every day and designed the presentation materials
- Produced one-page reports on the impacts of big events such as FOMC, China's liquidity crunch, and the weakening of yen
- Collected and organized all the CCB FX derivative products-related documents
- Participated in weekly training module involving analyses of FX market trends, presentation assignments, etc.

At Aon Hewitt

May 2012-Aug 2012

Research Assistant (summer analyst)

- Led 2012-13 Salary Increase Survey (SIS) Project to produce a 50-page report, sold for \$300 per report, on salary increase and benefit trends in 2012 and 2013 (projected)
- Contacted more than 1000 HR personnel and attracted 354 firms to the SIS project; increased the number of participants from 249 firms of the previous year

Extracurricular Activities

Analyst at Cornell Alpha Fund (Industrials Sector)

Aug 2009-Present

- Participated in weekly team (industrials sector) meeting and led the team to develop and implement creative investing and trading strategies that could be used to create superior returns
- Held weekly educational series which exposed members to different investing strategies and increases experience and knowledge of the financial markets

Copy Editor of the Visible Hand

Aug 2009-Present

- Revised the economic research articles in terms of thesis, contents, lengths and errors
- Produced an about 40 page-long peer-reviewed academic research journal, the Visible Hand

Finance Study Club

Aug 2012-Present

- Participated in weekly session and analyzed specific firms (Phillip Morris, R.J. Reynolds, Samsung, LG) and made presentations

Military Service

Translator & Healthcare Specialist at ER (KATUSA)

9 Aug 2010-19 May 2012

Camp Carroll TMC

- Worked as translator and healthcare specialist at the emergency room at the U.S. armed force base
- Received Army Commendation Medal (ARCOM) from the United States Department of Defense

Skills

Financial Accreditation: CFA Level I

Language: Fluent in both Korean and English

Computer: Full proficiency in Microsoft Office (Excel, Power point, MS Word); R-program (statistics)

Joshua Lawrence Kornblatt

jlk274@cornell.edu

College Address

808 East Seneca Street / Apt. 3
Ithaca, NY 14850
(732) 778 - 2428

Permanent Address

93 Battin Road
Fair Haven, NJ 07704

EDUCATION

Cornell University, College of Arts and Sciences

Ithaca, NY

Bachelor of Arts expected May 2015

Major: Economics / Minors: Spanish and Information Science

GPA: 3.63

Relevant Coursework: Intermediate Microeconomic Theory, Intermediate Macroeconomic Theory, International Trade Theory, Financial Accounting, Industrial Organization I, Introduction to Web Design, Statistics and Probability, Linear Algebra, Multivariable Calculus

Rumson-Fair Haven Regional High School

Rumson, NJ

- *Honors:* National Merit Commended Scholar, AP Scholar with Distinction
- **SAT:** 2330 / **Math:** 790 / **Critical Reading:** 740 / **Writing:** 800

June 2011

PROFESSIONAL EXPERIENCE

NJ Turnpike Authority, Department of Finance, Woodbridge, NJ, *Intern*

Summer 2013

- Collaborated with professionals within the Finance Department to prepare monthly traffic and revenue reports for NJTA Board of Commissioners. The reports provide monthly details of the NJTA's approximate \$1.5 billion of annual revenue.
- Prepared bank reconciliation statements and cash flow statements
- Performed NJTA Treasury functions such as processing checks, sending wires and ACH transfers to various banks, and completing journal entries
- Entered investment information and accounting data into Peoplesoft, NJTA's financial software platform
- Attended meetings with financial underwriters to discuss refunding opportunities relative to the NJTA's \$9 billion debt portfolio.

NJ Turnpike Authority, Department of Finance, Woodbridge, NJ, *Intern*

Summer 2012

- Performed NJTA Treasury functions such as processing checks, sending wires and ACH transfers to various banks, and completing journal entries
- Prepared cash flow statements
- Entered investment information and accounting data into Peoplesoft, NJTA's financial software platform

Walgreens Drugstore, Little Silver, NJ, *Service Clerk*

Summer 2011

- Provided customer service
- Maintained and verified correct amounts of cash collected per shift

ACADEMIC AND COMMUNITY SERVICE EXPERIENCE

UBS, *Extern*

January 2013

- Participated in round table discussion with professionals and fellow externs

Microfinance Club, *Member*

Fall 2011-Present

MICC - Mutual Investment Club of Cornell, *Member*

Fall 2011-Present

Alpha Phi Omega National Service Fraternity, *Brother*

Spring 2012-Present

- Participated in collaborative service projects, including preparing meals at the local soup kitchen and volunteering at Ithaca's Children's Community Center
- Attended CAPS leadership committee and discussed amendments to the chapter's by-laws

Seal and Serpent Society, *Brother*

Spring 2013-Present

- *Treasurer*, Spring 2014
- Responsible for maintaining the chapter's finances, which include accounts payable, collecting dues, payroll and chapter bank accounts

SKILLS

Conversational in Spanish

Proficient in HTML, CSS, and PHP / Microsoft Word, Excel, and PowerPoint

Zachary Kushner

Zak9@cornell.edu
(914) 393-6487

Current Address

201 College Avenue
Ithaca, NY 14850

Permanent Address

18 Aspen Road
Scarsdale, NY 10583

EDUCATION

Cornell University; Charles H. Dyson School of Applied Economics and Management

Bachelor of Science in Applied Economics and Management; Concentrations in Accounting & Finance
Cumulative GPA: 3.94 | Dean's List | Dyson Scholar

Ithaca, NY

Expected May 2015

Scarsdale High School

Signifer Honor Society | SAT: 2210

Scarsdale, NY

June 2011

RELEVANT COURSEWORK

Finance

Micro- and Macro- Economics

Intermediate Accounting

Intermediate Macroeconomics

Financial & Managerial Accounting

Spreadsheet Modeling

PROFESSIONAL EXPERIENCE

Soros Fund Management

Summer Analyst

New York, NY

Summer 2013

- Created 10 company profiles which included a company overview, financial information, and an investment thesis
- Communicated with stock analysts in South Africa, Russia, and China in order to help prepare investment theses and ask questions about their financial models
- Analyzed large sets of stock data using Microsoft Excel in order to narrow the search for new investment ideas
- Discussed market trends and new investment ideas with portfolio manager and other analysts

CBRE

Brokerage Services Intern

New York, NY

Summer 2012

- Assembled pitch books and performed market research for senior real estate brokers
- Evaluated a client's real estate situation and worked with brokers to provide a solution that met the company's economic, growth, and locational needs
- Learned and applied a cost analysis technique to help determine the best real estate option for a client that needed to expand its space

CAMPUS INVOLVEMENT

Mutual Investment Club of Cornell

Head Research Analyst, Sector Analyst for Macro Group

Ithaca, NY

January 2013–Present

- Selected to be a sector analyst for the largest investment club at Cornell with more and \$60,000 under management and more than 100 active members
- Organized and led weekly meetings with four other analysts and created a stock pitch for the club's executive board
- Contributed to the "Week In Review" newsletter which was distributed to all members of the club and its alumni
- Learned and applied different valuation techniques such as discounted cash flow analysis

Dyson Undergraduate Council

Council Member

Ithaca, NY

January 2013–Present

- Collaborated with fellow council members to plan and run "Dyson Days" for prospective Dyson students
- Met with prospective students and with freshmen to offer advice and to answer their questions about the Dyson School and about Cornell University

Cornell University School of Hotel Administration

Teaching Assistant for HADM 2230: Principles of Financial Accounting

Ithaca, NY

January 2013–May 2013

- Held office hours every week to answer students' questions on class material
- Graded exams and created answer keys for homework assignments

ADDITIONAL SKILLS & INTERESTS

Skills: Working knowledge of Bloomberg

Interests: Reading • Skiing • New York Yankees

LEO K. F. LAI

Apt. 507, 151 Dryden Road, Ithaca, New York 14850
+1 (314) 520-6813 | kl523@cornell.edu

EDUCATION

Cornell University, School of Hotel Administration | Ithaca, NY *Exp. December 2014*
Concentration in Finance, Minor in Real Estate,
Cumulative GPA: 3.555
Relevant Courses: Microeconomics, Corporate Finance, Financial Accounting, Managerial Accounting, Business Computing, Business Chinese, and Principles of Hospitality Real Estate

PROFESSIONAL EXPERIENCES

UBS AG | Hong Kong *June 2013 – August 2013*
Wealth Management Summer Intern

- Organized and drove the bank-wide Young Leaders Program to help 40 children of UBS employees develop financial and investment skills by inviting industry leaders to conduct seminars on financial markets
- Conducted statistical analyses of different Wealth Management programs by using interval estimation and identifying potential statistical errors and biases
- Organized 3 cocktail events with a budget of \$3000 HKD to celebrate the arrival of the new H. R. service model

Cornell University, School of Hotel Administration | Ithaca, NY *August 2012 – Present*
Teaching Assistant and Writing Consultant

- Instruct over 100 students on topics including property rights, hotel and restaurant investment analysis, valuation of real property, etc.
- Grade examinations and improve students' understanding of hospitality real estate valuations via discussions
- Assist students with recurring writing issues and polish their academic writing

Renaissance Harbour View Hotel | Hong Kong *June 2012 – August 2012*
Summer Intern

- Created an Excel template for the Front Desk to manage guestroom bills, reducing the checkout process by 15 min
- Successfully invited 1000 guests to join the Marriott Rewards Membership Program
- Created an Excel model to record upselling information and compute upselling commissions for the Front Office
- Computed daily guestroom cash inflows and compared the calculations with Opera to ensure accuracy

EXTRA-CURRICULAR ACTIVITIES & SELECTED AWARDS

Cornell Finance Club | Ithaca, NY *October 2012 – Present*
Analyst

- Manage the group's virtual portfolio by assessing the financial statements of different prospective companies to evaluate their credit risks and financial health

UBS | Hong Kong *July 2013*
UBS LEADS Certification Program 2013 Winner

- Led team to win the Best Return Performance award for the UBS Portfolio Management competition, making 25% more profit than the other five competing teams in 14 periods

PricewaterhouseCoopers (PwC) Case Competition | Ithaca, NY *March 2012*
First Place Winner

- Proposal won first place against 50 other teams from Cornell University
- Proposed to change the company's development model from "agile" to "waterfall" to increase interactions between clients and the company and to onshore unproductive departments to contain costs and increase productivity levels

Cornell Hong Kong Student Association | Ithaca, NY *August 2011 - May 2013*
Vice President

- Fundraised over \$12,000 within two years by organizing intercollegiate mixers with different elite universities, including the Ivy League universities, Oxford, Cambridge, MIT, and Stanford. Every mixer attracted at least 400 participants

SKILLS AND INTERESTS

Language: Fluent in English, Mandarin, and Cantonese
Computer: Microsoft Excel, Word, and PowerPoint
Interests: Travelling and Playing Badminton

Matthew R. Leach

mrl225@cornell.edu

Current Address
203 Linden Ave.
Ithaca, NY 14850
817-723-7788

Permanent Address
800 Lake Wood Dr.
Southlake, TX 76092
817-410-8825

OBJECTIVE

To secure an internship at UBS focusing on Investment Banking in preparation for employment within the financial services industry upon graduation from Cornell University in 2015

EDUCATION

Cornell University, College of Agriculture and Life Sciences, Ithaca, NY
Candidate for Bachelor of Science, May 2015; Classification: Junior; Cumulative GPA: 3.3
Major: Applied Economics and Management
Specialization: Finance/Accounting; Minor: Real Estate
NCAA Division I Men's Soccer: Letterman, Ivy League Champion; Dean's List; Cornell Real Estate Club

EXPERIENCE

MORGAN STANLEY, Southlake, TX Summer 2013

Wealth Management Branch Analyst

- Managed client relationships through publication of quarterly review letters and hypothetical illustrations
- Proposed and implemented a new filing system through consolidation, digitization, and online file access
- Screened a Morgan Stanley database of 600 mutual funds against criteria defined by supervising FAs
- Presented an independent opinion of potential investment products for implementation in portfolio models

CAPITAL INSTITUTIONAL SERVICES, Dallas, TX Summer 2012

Fixed Income Extern

- Assisted in prospecting and identifying potential clients through independent research
- Assisted in evaluation of asset allocations within fixed income portfolios on trading floor
- Supported daily compilation of collateralized mortgage offering data
- Aided incorporation of compiled data into firm proprietary CMO database
- Completed Bloomberg Certification course

WHITE'S CHAPEL UNITED METHODIST CHURCH, Southlake, TX 2008 – 2010

Media Technician

- Supervised junior technicians to ensure proper execution of 3 daily services
- Collaborated with staff in development of multimedia content
- Coordinated audio and video setup with service participants

GRAPEVINE-SOUTHLAKE SOCCER ASSOCIATION, Grapevine, TX 2006 – 2012

Referee

- Certified Grade 8 Official by United States Soccer Federation
- Officiated 200+ public school, recreational, and academy level games
- Supervised and trained assistant referees
- Ensured adherence of coaches, spectators, and participants to USSF rules

SKILLS & ACTIVITIES

Financial Morgan Stanley 3D Advisor Desktop, Morningstar Advisor Workstation, Bloomberg Certified, Active Management of Tactically Allocated Personal Portfolio

Technical MOS Excel Certification, Microsoft Office, Macintosh and PCs

Languages Spanish, 3 years

High School Texas State Champion Class 5A Soccer Team; UIL Soccer: All-State Academic Team, 1st Team All-State, All-Tournament Team, MVP runner-up

Other Locks of Love Donor, Wounded Warrior Half Marathon Dallas

Eric Lei

Permanent Address: 862 Roxbury Dr. Westbury, NY 11590

Current Address: 101 Dryden Rd. Apt 8, Ithaca NY 14850

Phone: 917-617-5011 E-Mail: el524@cornell.edu

Education

Cornell University, College of Agricultural and Life Sciences - Ithaca, NY

Expected, May 2015

■ Candidate for Bachelor of Science degree. Cumulative: 3.06 GPA Major: 3.36 GPA

- Major: Applied Economics and Management Concentration: Finance and Accounting

Relevant Courses: Business Management, International Trade and Finance, Financial Accounting, Statistics, Finance, Managerial Economics, Managerial Accounting, Microeconomics, Macroeconomics, Commercial Bank Management, Spreadsheet Modeling

Professional Experience

Sales Intern - RevTrax New York, NY

June 2013 - August 2013

- Enterprise promotion platform that provides secure and scalable business solutions for online to offline revenue attribution, campaign management and promotion intelligence across digital channels and devices
- Conducted quantitative and qualitative analysis using excel to create a ranking system for measuring competition and valuation
- Organized redemption data from clearing house for clients such as Kimberly Clark and Energizer to establish better market penetration and implementation of improved marketing plan strategies
- Conducted and presented client competitive market research to identify marketing strategies through smartphones and social media

Service Professional - Tourneau LLC Garden City, NY

June 2012 - January 2013

- Taught employees and lead three new trainees to assist customers with service
- Tracked clients with follow-ups, improved customer retention and ensured customer satisfaction
- Successfully reached monthly bonuses by attaining corporate marks

Activities

Alpha Fund Investor

2013 - Present

- Student led investment fund that engages in fixed income, equities, FOREX and options trading
- Financial market analysis and stock pitches through valuation techniques to generate alpha in portfolios

Pi Kappa Alpha Fraternity Special Events Chairman

2013 - Present

- Primary overseer and organizer for all formal fraternity functions for up to 150 guests
- Produced and managed a budget of estimated expenses for special events

Behavioral Economics and Finance Organization

2013

- Involved in equity trading and strategy through fundamental and technical analysis of various asset classes
- Analyzed global financial markets from a behavioral perspective

Cornell Rocketry Treasurer

2013

- Financially managed funding from donors, reached sponsors for aid in the project team

Skills

Technological Skills: Microsoft Word, PowerPoint, Excel

Linguistics: Proficient in advanced Chinese communication, reading and writing. Basic Spanish discussion

Interests include: Playing Piano, tennis, traveling

BOWEI LI

106 Valentine Place, Apt. 666
Ithaca, NY 14850
bl497@cornell.edu • (206) 617-1109

EDUCATION

Cornell University, College of Engineering, Ithaca, NY, Expected Graduation Date: May 2014

Operations Research and Information Engineering 2013-present

University of Washington, Engineering School, Seattle, WA

Materials Science and Engineering 2010-2012

Cumulative GPA: 3.50

Visa Status: US Permanent Resident

HONORS/ AWARDS

Dean's List at the University of Washington, 5 quarters • The High Scholarship • The Gulden Scholarship • Luoyang Honor Volunteer

COURSE HIGHLIGHTS

Engineering Probability and Statistics • Object-Oriented Programming and Data Structures • Optimization • Financial and Managerial Accounting • Thermodynamics of Condensed Systems • Materials Design Concepts • Communications for Engineering Managers • Microeconomics and Macroeconomics

WORK EXPERIENCE

LUOYANG YIGUANG NON-FERROUS METALLURGY CO., LTD

Summer 2010

Student Intern

- Managed the packaging section of the manufacturing department.
- Supervised and analyzed reaction speeds in the reaction furnace.
- Collected data from product samples and worked with the chemical analyst in sample analysis.
- Named Intern of the Month for dedication, commitment, and adaptivity.

LUOYANG TEENAGER VOLUNTEER CLUB

2008-2009

Honor Volunteer

- Volunteered as a student teacher for children in rural areas of the Gansu Province of China.
- Concentrated in Chinese, English and science. Worked individually with 6 children over the span of 2 summers.

WUHAN MAPLE LEAF HIGH SCHOOL

2008-2009

Teaching Assistant

- Assisted the Chemistry teacher, Ms. Lau, in course planning and preparation.
- Led weekly discussion sections with classrooms of twenty students.
- Graded weekly homework assignments. Proctored and graded examinations.

ADDITIONAL SKILLS

Software: Matlab; Java; Microsoft Office.

Second Language Proficiency: Fluent in Mandarin Chinese.

OTHER ACTIVITIES

- Cornell Indonesian Association, Ambassador, Summer 2013 to present.
- Theta Delta Chi Fraternity, Brother, Spring 2013 to present.

Noah J. Liff

Current Address:
810 University Avenue
Ithaca, NY 14850

(973) 820-3114 | njl39@cornell.edu

Permanent Address:
167 Tennyson Drive
Short Hills, NJ 07078

EDUCATION & HONORS

Cornell University, Ithaca, NY Expected May 2015

Candidate for Bachelor of Science in Industrial and Labor Relations, Minor in Business, Minor in Real Estate

GPA: 3.62 / 4.00; ACT: 34 / 36; SAT I: 2200 / 2400 (M: 710, R: 730, W: 760)

Relevant Coursework: Finance, Financial Accounting, Entrepreneurship and Private Equity, Microeconomics, Macroeconomics, Statistics, Regulating Financial Institutions, Governing U.S. Economic Development

Honors: Bank of America Joe Martin Scholar; Dean's List (All Semesters); 2011 Vincent J. Apruzzese NJ Mock Trial State Semifinalist; NJAJE Division III Jazz State Champions 2010/2011; New Jersey 2011 All-Kimber Division Lacrosse Honorable Mention; New Jersey 2011 All-Prep 'B' Lacrosse Second Team

PROFESSIONAL EXPERIENCE

The Bank of New York Mellon Corporation, New York, NY Summer 2013

Financial Institutions – Securities Industry Global Client Management Intern

- Prepared credit/risk analysis summaries detailing institutional credit exposure for global counterparties
- Created financial projections highlighting emerging market wallet-share analysis of international broker-dealer
- Developed pitch-book presentations for client review regarding company services and financial industry trends
- Assisted in M&A transaction advisory services of major domestic broker-dealer
- Built account plans for 40+ clients detailing analysis of revenue drivers and balance sheet evaluations

Fried, Frank, Harris, Shriver and Jacobson LLP, New York, NY Summer 2012

Real Estate – Legal Assistant Intern

- Completed in-house auditing of buyer/seller transaction dues and fees to ensure proper payment balances
- Prepared reports detailing structural issues and financial records of residential complexes for client protection
- Coordinated bill reviews and refunds with title companies and banks if necessary for auditing process
- Created post-closing binders for client review composed of transaction documents and explanations of payments
- Calculated mortgage loan adjustments and payments to account for tax payment corrections and escrow holdings

Fried, Frank, Harris, Shriver and Jacobson LLP, New York, NY Summer 2011

Real Estate – Legal Assistant Intern

- Organized, coordinated, and completed multi-million dollar transactions with clients, title companies, real estate brokers, commercial lending banks, and other parties
- Arranged database development and organized records of closings according to variables for facilitated search
- Provided consulting and assistance to Special Counsel for residential real estate transactions
- Coordinated and analyzed lien searches and continuations for client protection and property stability

LEADERSHIP EXPERIENCE

Cornell University Men's Club Lacrosse, *Face-off Specialist/Sergeant-at-Arms* Fall 2011 – Present

- Ranked 4th nationally of 118 teams (2013 Smartlink® Poll) in NCLL
- 2012/2013 Empire East Division I Champion Team | 2013 NCLL Final Four

Alpha Kappa Psi Professional Business Fraternity, *Treasurer* Fall 2012 – Present

- Selected as one of 14 members of the Alpha Zeta pledge class from pool of 128 applicants
- Responsible for producing weekly updates outlining stock market trends and financial industry developments
- Elected as sole junior to serve on 2013-14 Executive Board to oversee budget upwards of \$20,000

Cayuga's Watchers, *Vice President of Finance* Winter 2012 – Present

- Built, developed and managed \$100,000+ budget annually
- Prepared financial models and projections for funding reviews detailing sensitivity analysis, cash flows, etc.

Cornell University – ILR School Student Services, *Peer Advisor* Spring 2013 – Present

- Selected by Office of Student Services to advise and mentor freshman students throughout the academic year

Department of Organizational Behavior at Cornell University, *Independent Researcher* Fall 2013 – Present

- Developed and implemented program analyzing the impact of bystander intervention on collegiate social dynamic

SKILLS & INTERESTS

Technical Skills Bloomberg, Hostexplorer FTP, FileMaker, Microsoft Office Suite (Word, Excel, Powerpoint), Photoshop

Languages Conversational proficiency in French

Interests Tenor saxophone, French Revolution history, New York Rangers, New York Jets, golf, music composition

Other Shaolin Kempo – 3rd Cue Brown Belt

Dan Mei Lin

Current Address: 204 Miller St #D, Ithaca, NY 14850

Permanent Address: 500 East Houston St #8D, New York, NY 10002
646-541-8866 | dl628@cornell.edu

EDUCATION

Cornell University

Bachelor of Arts Degree in Economics; Minors in Business and Information Science

Ithaca, NY
Expected May 2015

- **GPA:** 3.73 **Honors:** Dean's List
- **Relevant Coursework:** Macro/Microeconomics, Econometrics, Calculus, Statistics, Finance, Financial Accounting, Marketing, Foundation of Entrepreneurship and Business, Business Management

WORK EXPERIENCE

Dominion Resources, Inc.

Contract Billing and Revenue Management Intern

Cleveland, OH
June–August 2013

- Analyzed gas meter readings and investigated 61 accounts using Six Sigma tools to determine key factors that caused adjustments in gas usage and billing amounts
- Developed metrics to evaluate various gas usage errors and to measure quality and cost of adjustments
- Examined 60 electronic gas measurement industrial accounts to determine primary issues that caused gas usage and data to not electronically report; presented findings to manager
- Gathered data, calculated costs, and demonstrated a loss of \$39,797 due to defective customer communication

Red Horse Strategies

Congressional Campaign Intern

New York, NY
May–June 2012

- Aided Congresswoman in winning a 62% landslide victory through grassroots marketing in both Chinese and English
- Canvassed approximately 100 households daily, introduced district congresswoman, persuaded constituents to vote, and noted local concerns
- Conducted campaign research and polling statistics to project amount of votes Congresswoman would win

LEADERSHIP EXPERIENCE

Society for Women in Business

VP Finance, Junior Apprentice (2012)

Ithaca, NY
January 2013–Present

- Promote the development of women in the workplace through business-related presentations, networking, and information sessions
- Manage the organization's financial accounts, expenses, and funding of programs and events

New York Needs You

Fellow

New York, NY
June 2013–Present

- Selected from an applicant pool of over 400 college students to serve in a 2-year career and leadership program
- Partner with professionals through holistic mentorship and a structured career development program to gain insight into finance industry

Cornell Translator–Interpreter Program

Treasurer

Ithaca, NY
August 2012–Present

- Provide translation and interpretation services for over 300 public service community agencies in Tomkins County
- Organize cultural events for 400 students per semester, attend hearing meetings, and facilitate annual program funding
- Provide bookkeeping of financial accounts and maintain a budget of over \$3,700 per semester
- Recruit and train volunteers to become translators or interpreters

Apex Capital Fund

Member

Ithaca, NY
August 2012–Present

- Attend educational series on basic principles of financial accounting and various valuation methods
- Assist group leader in analyzing stocks through analysis of the company's financials, management initiatives, market position, and industry dynamics

SKILLS, ACTIVITIES AND INTERESTS

Skills: Fluent in English and Chinese; Huayu Test of Proficiency–Rank 7/7 (Advanced Level); Six Sigma–Yellow Belt

Other Activities: Village at Ithaca (Public School Advocacy), (EARS) Empathy, Assistance & Referral Service–Beginning Trainer

Interests: Traveling, Fishing, Rowing, Horseback Riding, Nature, Chinese History

KEVIN H. LIU

607-793-7870 • khl52@cornell.edu
127 Catherine Street, Ithaca, New York 14850

EDUCATION

Cornell University, Dyson School of Applied Economics and Management

Bachelor of Science in Applied Economics and Management; Concentration in Finance

Ithaca, New York
Expected Spring 2015

- GPA: Cumulative: 3.7
- ACT: Composite: 34, Math: 35, English: 36

WORK EXPERIENCE

Sony Corporation of America

Transfer Pricing Summer Analyst

New York, New York
June 2013 - August 2013

- Conducted analysis on comparable companies to benchmark Sony Corporation profit levels for 2013 transfer pricing studies
- Utilized KPMG Interpreter software to screen companies using SIC codes, financial ratios, and qualitative criteria
- Finalized peer groups for Sony subsidiaries through analysis of potential comparable companies' business characteristics, performance drivers, risks, relative industry positioning, and overall profitability
- Completed industry research on the consumer electronics industry to evaluate the performance of Sony Electronics Inc., resulted in research report that was included in the 2013 Sony Electronics Bilateral Advance Pricing Agreement

Educational Investor Website

Founder, Managing Editor

Ithaca, New York
August 2013 - Present

- Created EducationalInvestor.com to provide applicable learning material for collegiate business students
- Published over 40 articles on topics including investing, finance, accounting, and valuation
- Attracted an average of 150 website views per week since site launch
- Directed aesthetic developments of website and complementary mobile theme by consulting with software engineers

Cornell University

Teaching Assistant: AEM 2210 Financial Accounting

Ithaca, New York
September 2013 - Present

- Taught a weekly discussion section of 30 students by reviewing important accounting concepts and answering questions
- Worked in a team with other teaching assistants to proctor and grade 400 student examinations 3 times every semester
- Provided further assistance for students through one-on-one tutorials, review sessions, and open office hours

Original Film

Acquisitions Intern

Los Angeles, California
June 2012 - August 2012

- Worked in executive office of Hollywood films including *The Fast and the Furious*, *21 Jump Street*, and *Total Recall*
- Analyzed over 65 potential screenplay, manuscript, and short story acquisitions using creative and financial measures; resulted in company executives conducting additional due diligence on 4 screenplays

LEADERSHIP EXPERIENCE

Cornell Finance Club

Director, Economic Indicator Leader

Ithaca, New York
September 2012 - Present

- Collaborated with executive board to provide an instructive platform for students to learn about investing and finance
- Led a team of 4 analysts through conducting analysis on potential investments and following macroeconomic trends
- Presented weekly updates on fundamental economic indicators and their potential effects on the markets

Cornell Poker Club

Founder, President

Ithaca, New York
April 2013 - Present

- Founded student organization dedicated to exploring the intellectual complexities of poker
- Developed the foundational structure, constitution, and initiatives of the organization
- Planned meetings, guest speakers, and social events focused on fostering relationships and teaching poker strategy
- Led executive board in all recruiting and fundraising efforts, resulted in 45 new members and \$1,500 in raised funds

Boombox Productions

Founder, Director

Ithaca, New York
Fall 2011 - Present

- Produced inspirational and humorous short films with student actors as an avenue to spread positivity and express creativity
- Amassed a total of 85,000 views and 3,000 subscribers through YouTube distribution

SKILLS, ACTIVITIES, DISTINCTIONS, AND INTERESTS

Skills: Conversational Chinese, KPMG Interpreter, Microsoft Office Suite, Final Cut Pro

Activities: Wall Street Training Valuation Seminar, Phi Kappa Tau Fraternity, Intramural Basketball, Cornell Film Club

Distinctions: Cornell University Dean's List, PwC M&A Case Competition Finalist, Duke of Edinburgh's Award

Interests: Personal Investing, NCAA Basketball, Texas Hold'em, Toronto Raptors

Zixian (Oliver) Lu

Present Address

516 University Ave., Apt D5
Ithaca, NY 14850
Email: zl85@cornell.edu

Permanent Address

21 Jarman Pl
Bridgewater, NJ 08807
Phone: 646-436-8152

EDUCATION

Cornell University, College of Engineering, Ithaca, NY
Bachelor of Science in Operations Research, Chemical Engineering, **May 2015**
GPA: 3.58

EXPERIENCE

Corning Inc., Painted Post, NY

Process Modelling Engineer Intern

Aug 2013 — Dec 2013

Designed a nozzle that would use impinging jets to remove micro-particle glass shards from glass displays to be used for smartphones. Created parametrized meshed model for the nozzle for computational fluid dynamic simulations and analysis via ANSYS Workbench.

Cornell University School of Chemical and Biomolecular Engineering, Ithaca, NY

Undergraduate Researcher

Mar 2012 — June 2013

Researched with Professor Yong L. Joo in devising effective and efficient methods to create mesoporous carbon nanofibers from precursors such as electrospun polyacrylonitrile and electrospun carboxymethylcellulose nanofibers and films for applications such as supercapacitors. Used Scanning Electron Microscopy and Raman Spectroscopy to measure mesopore sizes on the created carbon fibers.

Cornell University ChemE Car Project Team, Ithaca, NY

Project Team Member

Feb 2012 — Present

Designed method to stop a shoebox sized car via the iodine clock reaction with an error range of 0.1 seconds. Designed a car by optimizing heat generation from glucose reduction to be used for thermoelectric power generation. Helped out with troubleshooting engineering problems and data analysis before and during ChemE Car competition to generate precise power-velocity models. First place at 2013 Northeast Regional ChemE Car Competition.

Hunter College High School, New York, NY

Teaching Assistant & Chemistry Lab Intern

Sept 2010 — June 2011

Prepared and set up lab materials for AP chemistry and sophomore chemistry laboratory classes. Taught AP chemistry and sophomore chemistry laboratory classes. Helped sophomore chemistry class by tutoring, holding review sessions, grading, and proctoring exams. Prepared presentations, worksheets, classes for a new Organic Chemistry class starting in the 2011-2012 school year.

TECHNICAL SKILLS

Java, MATLAB, AMPL, Python, Mathematica, Microsoft Word, Microsoft Excel, Microsoft Powerpoint, Solidworks, ANSYS Workbench, COMSOL Multiphysics, SAS, R

COURSEWORK

Differential Equations, Linear Algebra, Object-Oriented Programming, Optimization I-II, Engineering Statistics I-II, Microeconomics, Macroeconomics, Finance, Stochastic Processes, Industrial Data & System Analysis, Financial & Managerial Accounting, Game Theory, Honors Physical Chemistry I-II, Honors Organic Chemistry, Fluid Mechanics, Heat & Mass Transfer, Chemical Engineering Thermodynamics, Process Control & Dynamics

Armon K. Margono

20 Castle Heights Avenue, Tarrytown, NY 10591 ■ (914) 703-1043 ■ akm234@cornell.edu

Education

Cornell University, School of Industrial and Labor Relations Ithaca, NY
Bachelor of Science in Industrial and Labor Relations – Major GPA 3.46 May 2015
Double Minor in Business and Economics

Relevant Coursework

Business Finance ■ Financial Accounting ■ International Trade & Finance ■ Global Business Environment ■
Introductory Statistics ■ Economics of Wages & Employment ■ Intro to Macroeconomics ■ Intro to Microeconomics ■
Entrepreneurship Speakers Series ■ Introduction to Organizational Behavior ■ Labor & Employment Law

Work Experience

TBC Commodities Trading Incorporated New York, NY
Intern May 2013 – July 2013

- Scoped the legitimacy of external parties/companies by performing extensive due diligence
- Analyzed deal documents (SCOs, ICPOs, etc.) to extract relevant information
- Made calls to discuss partnerships on TBCC's behalf with potential buyers/suppliers
- Rewrote contracts to incorporate predicted daily changing profits of commodities traded

Quvat Capital Management Pte Ltd Singapore, Republic of Singapore
General Intern July 2010 – August 2010

- Developed and presented a business plan for a Singapore-based private equity firm to help expand Indonesian mobile banking technology
- Performed front office functions at Blitz Megaplex (a Quvat portfolio company) in Jakarta
- Designed presentations geared toward updating financial information for the Board of Directors' meeting and helped initiate Blitz's first official franchise

Schwartz & Perry, LLP New York, NY
Legal Intern July 2012 – August 2012

- Learned employment discrimination practices through working alongside 6 third-year law students
- Researched to compile information that would aid in providing evidence lacking in ongoing cases
- Wrote/filed complaints on behalf of clients to formally initiate cases in the city of New York

TLR Energy New York, NY
Intern/High School Curricula Advisor July 2011 – August 2011

- Served as delegate for correspondence between Westchester Country high schools and TLR Energy
- Enhanced general high school curricula to incorporate more renewable energy education
- Worked with others toward the end goal of having the new curricula ratified by the Council for Economic Education

Leadership

President Sleepy Hollow, NY
Model United Nations (UN) Club September 2010 – July 2011

Jazz Band/Combo Leader Sleepy Hollow, NY
Sleepy Hollow High School September 2009 – July 2011

Tae Kwon Do Instructor Tarrytown, NY
Yoo's Martial Arts June 2007 – July 2009

Head Volunteer Sleepy Hollow, NY
Phelps Memorial Hospital Center September 2008 – July 2011

JACQUELYN A. MATEER

Current:

420B Hans Bethe House
Cornell University
Ithaca, NY 14853
(516)-236-8352

Permanent:

235 Biltmore Blvd
Massapequa, NY 11758
(516)-804-9196

E-mail: jam876@cornell.edu

Education

CORNELL UNIVERSITY, Ithaca, New York

Bachelor of Science (B.S.), Charles H. Dyson School of Applied Economics & Management, Finance Specialization (4.0 GPA)

Expected Graduation Date: May 2015

- Society for Women in Business

Relevant Coursework: Financial and Managerial Accounting, Managerial Economics, Spreadsheet Modeling, Public Speaking

NASSAU COMMUNITY COLLEGE, Garden City, New York

Associates Degree (4.0 GPA)

Sept. 2012-May 2013

- Phi Theta Kappa Honor Society

Work Experience

BENEFITS PLANNING CORPORATION

April 2011 – August 2013 (Per Diem)

Clerical Assistant

- Researched and validated sensitive insurance form data for major corporations in the New York area
- Collated and filed insurance applications to ensure proper record keeping.
- Designed and created spreadsheets utilizing Microsoft Excel for the tracking and payment of independent insurance agents.

BILTMORE BEACH CLUB

Summers (2008, 2009, 2010)

Gate Attendant

- Responsible for the daily receipts and tracking of guest passes purchased, as well as counted and maintained an accurate cash drawer.
- Verified identifications and recorded all members attending the Club on a daily basis.

Skills

- Proficient use of Microsoft Excel, Word and Powerpoint
- Basic aptitude of Spanish

Interests: Playing Acoustic Guitar, Photography, Hiking in the Adirondack Mountains, New York Jets fan

Connor K. McGrath

ckm75@cornell.edu
407.480.8320

Current Address
242 Baker Tower
Ithaca, NY, 14853

Permanent Address
832 Camargo Way #101
Altamonte Springs, FL, 32714

OBJECTIVE

An opportunity to flourish in a competitive and challenging environment. An opportunity to synergize with creative and ambitious people, towards a common goal. An opportunity to fully actualize my full human potential. An opportunity to change the world!

EDUCATION

Cornell University, College of Agriculture and Life Sciences, Ithaca, NY

Bachelor of Applied Economics and Management, May 2015

Concentration: Finance

Florida Atlantic University, College of Arts and Letters & College of Business, Boca Raton, FL

Candidate for Bachelors in Philosophy and Finance, Aug. 2011- May 2013

Cumulative GPA: 3.947

HONORS & REWARDS

Dean's List for entirety of Collegiate Career • President's list for the 2012-2013 School Year • Over 100 hours Volunteering for the Students with Disabilities at Florida Atlantic • Phi Eta Sigma Freshman Honor Society • MVP Offensive Player 11' Lake Brantley Varsity Football • MVP 11' Lake Brantley Volleyball • Voted "Most Competitive" in High School Superlatives

EXPERIENCE / LEADERSHIP

Undergraduate at- Large Representative

Summer 2013-

University Assembly at Cornell University

Hear propositions and motions from various departments in the University and think critically, analytically, and reflectively about information being presented. Adaptive to multifarious fields and departments, ranging from Religious Affairs to Health Services, have learned the skill of mastering difficult and unfamiliar topics quickly and with accuracy. Utilize communication skills with people of all ages and ranks, know how to analyze different people and different situations and take optimal action. Report Legislative actions of the University Assembly to the President of Cornell, and respond to any requests from the President for information or reconsideration of any actions.

University Ambassador

Cornell Annual Fund

Summer 2013-

Reach out to alumni, update their records, and provide insight into news and events happening at Cornell. Raise financial support for the University by working a deal with former alumni to help them be philanthropists towards their alma mater and contribute to the continuing success of Cornell. Communication, interpersonal, social, and people reading skills are a must in order to properly handle clients and co-workers, obtain the maximum pecuniary support, and accurately represent Cornell.

Assistant Coach for Professional Football Team

Spring 2013

Ancona Dolphins, In Ancona Italy, Junior Quarterback Coach

Learned how to effectively communicate with people from diverse backgrounds, cultural influences, and overcome language barriers. Involved in instructing and mentoring young players and teaching them the essentials of the game, as well as working alongside a coaching staff to ensure a high standard of excellence throughout the organization.

Financial Management Association

Fall 2011- Spring 2013

Florida Atlantic University

Gained applicable knowledge from professionals in the South Florida area in fields ranging from Sales and Trading, Brokering, IPOs, FINRA, Wealth Management, Consulting, Under Writing, and other financial/business fields. Set up meetings and brought in guest speakers, as well as visiting professionals in their workplace and getting hands on experience. Communicated, worked, and competed with peers in Investor Simulations and Financial discussions.

SKILLS

Uncanny interpersonal skills and ability to read body language, cues, tells, facial expressions, voice tone, pitch, and tempo • Extremely comfortable speaking publicly and am refined in the art of elocution • Master at Goal setting and implementation, Law of Attraction, and being habitually Excellent • Phlegmatic in all walks of life, deal with high-stress situations with complete equanimity • Proficient in Excel, PowerPoint, Word, and EDGAR.

INTERESTS

A deep interest and love for Philosophy, especially Metaphysics, Social & Political, Ancient, Epistemology, and Phenomenology, with a penchant for Continental Philosophy • Novice Guitar player, and Classic Rock/Big Band/Jazz/Oldies aficionado • Voracious reader and book collector, ranging from Quantum Physics to Zen Buddhism • Dilettante student of Chess • Astounding athletic ability

Raj Merchant

12 Shirewood Drive, Scotch Plains, NJ 07076 | (908) 917-6839 | rrm86@cornell.edu

EDUCATION

Cornell University, Charles H. Dyson School, Ithaca, NY September 2011 – May 2015 (Expected)
Bachelor of Science in Applied Economics and Management with Concentrations in Finance and Strategy

- *Cumulative GPA:* 4.00/4.00
- *Honors:* Dyson Scholar (All Years), Dean's List (All Semesters)
- *Relevant Coursework:* Finance, Financial Accounting, Business Management and Organization, Spreadsheet Modeling

London School of Economics and Political Science, London, England July 2012 – August 2012
Coursework: E-Business in the Digital Age

Newark Academy, Livingston, NJ September 2007 – June 2011
High School Diploma, International Baccalaureate Diploma

- *Cumulative GPA:* 3.94/4.00

WORK EXPERIENCE

Cornell University, Office of the President, Ithaca, New York October 2013 – Present
Research Assistant to President Skorton

- Recommended for the position by the Director of the Dyson School
- Conduct research in support of upcoming book focused on the national economy
- Evaluate drafts in terms of content and grammar, prepare research briefs, and lead fact-checking process

Bloom Energy, Sunnyvale, California June 2013 – August 2013
Product Management Intern

- Interned at a Kleiner Perkins Caufield & Byers portfolio company focused on alternative energy
- Created, modeled, and presented customer ROI analyses for five new international markets
- Analyzed data center market trends for mission critical solutions
- Developed an Excel model that analyzes costs associated with different efficiency and total energy output commitments

KBR Capital Partners, New York, New York June 2010 – August 2010
Summer Intern

- Developed asset portfolios in order to evaluate commercial real estate investments
- Created a comprehensive Excel database of over fifty operators and developers in order to streamline search process

LEADERSHIP EXPERIENCE

Mutual Investment Club of Cornell (\$70,000 AUM) – Cornell University January 2012 – Present
Vice President of Public Relations (November 2013 – Present), Senior Analyst: Media & Telecom (September 2013 – Present)

- Lead a team of ten analysts in evaluating stocks and presenting pitches rooted in both qualitative and quantitative analyses
- Conduct thorough industry research in order to pinpoint investment opportunities
- Facilitate club interaction with alumni within the financial services industry

Dyson School of Applied Economics and Management – Cornell University August 2012 – Present
Teaching Assistant: Business Management and Organization, Managerial Economics II

- Teach and review course materials with students during weekly office hours
- Mentor a group of ten freshmen during their first semester in the undergraduate business school
- Grade case studies, quizzes, and examinations

Dyson Undergraduate Council – Cornell University January 2013 – Present
Vice President of Alumni Relations (November 2013 – Present)

- Serve on a student-directed organization focused on promoting and strengthening the Dyson School
- Coordinate and plan events centered on professional and academic development
- Communicate the interests, ideas, and opinions of the student body to Dyson School administrators and alumni

Community Action Board – Cornell University September 2011 – May 2012
Vice President

- Organized fundraisers and coordinated events to foster a strong sense of community within my freshman residence hall

OTHER SKILLS & INTERESTS

Computer Skills: MS Office Suite (intermediate level)

Languages: Gujarati (intermediate level), Spanish (basic level)

Interests: Music (play acoustic and electric guitar), New York Giants, and International Travel

JOANNA MLECZKO

ISM396@CORNELL.EDU

216 Dryden Road, Apt. 2, NY 14850
(973) 735-4579

EDUCATION

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science: Dyson School of Applied Economics and Management; Concentration: Finance Expected May 2015

- GPA: 3.66; Dean's List
- Cornell Tradition Fellow: Awarded to students with a commitment to community and campus service, work experience, and academic achievement
- Relevant Coursework: Finance • Spreadsheet Modeling • Financial Accounting • Intro to Business Management • Managerial Economics • Behavioral Economics and Managerial Decisions • Marketing • Marketing Plan Development • Statistics • Calculus I • Intro to Macroeconomics • Intro to Microeconomics • Intermediate Microeconomics

WORK EXPERIENCE

ASSURED GUARANTY (NYSE: AGO; ~\$4 billion financial guaranty company)

New York, NY

Summer Intern: Public Finance Surveillance

June 2013-August 2013

- Highlighted concerns and material events to portfolio managers on a high-risk subset of a \$100+ billion insured municipal credit portfolio
- Analyzed financial statements, rating agency reports, and other research materials, identifying points of credit concern
- Created Excel templates utilized in General Obligation State Sector Review Report and assisted the Lead Analyst with the preparation of presentations to Senior Management
- Assessed appropriation risk for state tax revenue bonds

CORNELL PUBLIC SERVICE CENTER

Ithaca, NY

Student Program Assistant, Affiliation Board

October 2011 - Present

- Review and analyze applications of prospective student-led groups and provide recommendations to grant or deny affiliation with the Public Service Center (Cornell's public service umbrella organization)
- Engage in weekly leadership training sessions with community service group leaders to help affiliated programs troubleshoot problems and determine funding needs
- Facilitate communication between the Public Service Center and affiliated programs by serving as a student intermediary for the Assistant Director of Student Programs

CORNELL PRE-ORIENTATION SERVICE TRIPS (POST)

Ithaca, NY

Program Assistant

June 2012 - August 2012

- Planned logistics of POST, a pre-orientation community service trip for over fifty incoming first-year Cornell students
- Convinced local nonprofit organizations to coordinate community service projects with Cornell by communicating POST's mission and capabilities
- Coordinated and organized the POST College Dinner for Cornell University faculty and freshman students

VOLUNTEER EXPERIENCE / ACTIVITIES

SOCIETY FOR WOMEN IN BUSINESS

Ithaca, NY

Junior Women in Business Apprentice

February 2012-Present

- Organize presentations for general body members
- Prepared current events summaries for a biweekly newsletter sent to all SWIB members

CORNELL BALLROOM DANCE TEAM

Ithaca, NY

Vice Captain

August 2012 - Present

- Collaborate with Executive Board to determine budget allocations for an organization with over fifty members
- Organize and planned team trips to both collegiate and professional dance competitions
- Create semester-long lesson plans for the Cornell Ballroom Dance Team members

CORNELL PRE-ORIENTATION SERVICE TRIPS (POST)

Ithaca, NY

Team Leader

August 2012

- Led and mentored a group of ten first-year students
- Coordinated with co-leader to lead group through community service sites, volunteering for eight hours at four location

SKILLS

- Language: Native Polish speaker; Dual Citizenship: United States/Poland (European Union)
- Computer: Proficient in Excel

Gabriel Motola

10 Sisson Pl., Ithaca, NY 14850
gim9@cornell.edu | (516) 426-7252

EDUCATION

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science in Applied Economics and Management

Expected May 2015

- **Coursework:** Finance ♦ Financial Accounting ♦ Spreadsheet Modeling for Management and Economics ♦ Managerial Accounting ♦ Statistics ♦ Marketing ♦ Managerial Economics I & II ♦ Business Management ♦ Organizational Behavior
- **Honors:** Dean's List (all semesters) | Ho-Nun-De-Kah Honor Society | Σ AM Young Scholar Award | National AP Scholar
- **Cumulative GPA:** 4.0 | **SAT I:** Math: 800, Writing: 800, Verbal: 780 | **SAT II Math Level 2:** 800

UNIVERSITÀ BOCCONI

Milan, Italy

- **Coursework:** Corporate Valuation ♦ Financial Markets ♦ Business Strategy ♦ Monetary Theory and Policy

Fall 2013

PROFESSIONAL EXPERIENCE

PRACTICE MAKES PERFECT, INC.

New York, NY

Director of Business Development

June 2013 - Present

- Working with CEO to streamline evolution of nonprofit educational company from a local philanthropy model to a national earned-income entity, creating a self-sustaining social enterprise
- Preparing pitch decks and applications for presentation to 1,000+ donors, foundations, social impact investors, and incubators to secure over \$500,000 in funding for Practice Makes Perfect's expansion
- Hosting meetings with local school administrators to solicit support and recruit 500+ students to participate
- Organizing events for contributors, performing administrative tasks, and mapping business plan for incubators
- Directing 3 interns working on various projects, including summer staff recruitment and corporate outreach plans

OCSEP

Yangzhou, China

Seminar Leader

July 2013 - August 2013

- Worked in a China-based social entrepreneurship company teaching ESL at the Global IELTS School to over 50 Chinese students; wrote 5 daily lessons myself and developed relationships with students
- Gained familiarity with Chinese business and social norms

ON-CAMPUS LEADERSHIP EXPERIENCE

MUTUAL INVESTMENT CLUB OF CORNELL

Ithaca, NY

Sector Analyst

January 2012-Present

- Conducting market, company, and competitor research, performing valuations using DCF method and presenting investment pitches and ideas; most recent equity investment - in The Charles Schwab Corporation - yielded a 10-month return of about 60%
- Mentored Research Groups of 10+ Research Analysts in stock valuation and literacy with financial news, also critiqued Research Groups' investment pitches and coached them on how to improve
- Wrote weekly reports on financial industry & macro news; reports included in club's weekly newsletter, *Week In Review*

CORNELL CONSULTING CLUB

Ithaca, NY

Director and Incoming Vice President of Operations

September 2012-Present

- Leading team of 5 members contracted to provide strategic guidance for a local ISP startup; our efforts have so far enabled our client to capture 20% of a market of 3,000 tenants, mitigate substantial risk, and better understand how to obtain capital funding
- Instructing Business Analysts on collecting market data, synthesizing collected data into PowerPoint presentations, supervising Legal Analyst's assessment of contracts, planning and hosting weekly team meetings to discuss progress and delegate tasks, building a plan to secure funding, developing an expansion strategy, communicating with client to set future direction for project
- As VP of Operations (2014), will manage club's +\$5,000 budget and handle meeting and event logistics for club's 62 members

HO-NUN-DE-KAH HONOR SOCIETY

Ithaca, NY

Treasurer

August 2013-Present

- Key leadership position in honors society comprised of the top 15% of my class; Ho-Nun-De-Kah's purpose is to assist faculty members and the student body in their endeavors to benefit the Cornell community
- Reduced annual out-of-pocket expenses by 40% through tactical budgeting while programs and activities expanded
- Codifying budgeting process for future Treasurers so Ho-Nun-De-Kah continuously avoids unnecessary costs

SKILLS/INTERESTS

- **Technical Skills:** Highly Proficient in Microsoft Excel, Word, PowerPoint ♦ Proficient with Bloomberg
- **Other Experience:** TA (Spreadsheet Modeling) ♦ Credit Suisse FI Securities Extern (1 week) ♦ Stonehenge Management Intern (Summer 2012) ♦ Former Cornell Model Congress Treasurer ♦ Cornell Orientation Leader ♦ Σ AM Special Events Chair
- **Interests:** Investing ♦ Running ♦ Cycling ♦ Swimming ♦ Triathlon ♦ Snowboarding ♦ Cooking ♦ World Travel

DONALD E. MUIR

Current: 102 The Knoll Rd. Ithaca, NY 14850
Permanent: 92 Church St. Winchester, MA 01890
dem279@cornell.edu • (339) 222-6492

EDUCATION

Cornell University – Ithaca, NY Aug. 2011 – May 2015
Bachelor's of Sciences in Applied Economics and Management; Law & Regulation Minor; French Minor
Cumulative GPA: 4.22/4.00 • Dean's List Every Semester

Winchester High School – Winchester, MA Sept. 2008 – May 2011
Cumulative GPA: 4.18/4.50 • Class rank: 1/276 • SAT: 2290

RELEVANT WORK EXPERIENCE

RBS Citizens Financial Group – Boston, MA Summer 2013
Treasury Solutions Summer Intern; reference number: (617) 725-5646 – Matt Richardson, SVP of Treasury Solutions

- Worked with Senior Managers on the development, analysis and sale of cash, card and trade products
- Assisted with PayModeX implementation, accessMOBILE upgrade, EZDeposit cost analysis, and MasterCard Vertical Market Tool

Romney for President Campaign Headquarters – Boston, MA Summer 2012
War Room Summer Intern; Note: recommendation letter available upon request

- Conducted campaign research alongside full-time advisors, while interacting with senior staff and top surrogates
- Worked 35 - 40+ hours/wk. often including overnight shift, while taking night course at Harvard and working part-time job

Senator Scott Brown's Boston Headquarters – Boston, MA Summer 2011
Commercial and Organizational Constituency Intern; reference email: jrjrichard84@gmail.com – Jack Richard, Senator Brown's Legal Advisor

- Composed grant letters of support on behalf of companies, organizations and towns applying for federal competitive grants
- Spoke to constituents to release Senator's public opinion during 2011 Debt Ceiling Crisis

ILR Computer Consultant – Ithaca, NY Jan. 2013 – Present
Lead Manager and Head Consultant; reference email address: cmg4@cornell.edu – Christina Homrighouse

- Manage other student employees and provide assistance to students who are having difficulty with Microsoft Excel and PowerPoint

Microeconomics Section Leader – Ithaca, NY Jan. 2012 – May 2012
Study Group and Section Leader; reference email address: jpw6@cornell.edu – Dr. Jennifer Wissink

- Led two interactive Economics seminars each week for ECON 1110, designing review problems and reviewing pertinent lecture material

LEADERSHIP AND ACTIVITIES

Delta Sigma Pi Professional Business Fraternity – Ithaca, NY Sept. 2012 – Present
Vice President of Finance

- Manage the annual budget through the creation of semesterly financial reports, the issuance of dues, and the application for SAFC funds
- Act as a productive member of the Executive Board to organize business-related programming on campus

Founder and Chair of the Undergraduate Endowment Committee (UEC)

- Chair ten member committee and communicate with Alumni Endowment Committee to raise funds for CDSP Endowment

CDSP Board of Directors Member

- Appointed to serve as the only undergraduate member of the 501(c)(3): *Continuing Development of Students and Professionals*
- Oversee investment and distribution of funds to and from the CDSP Endowment

Delta Chi Fraternity – Ithaca, NY Aug. 2012 – Present
Executive Vice President

- Oversee committee chairs; Manage \$80,000 annual house budget; Act as risk manager; Organize social and philanthropy events

Philanthropy Chair

- Organize philanthropy events and develop new initiatives to raise money for The V-Foundation while engaging Cornell community

Student Assembly Elections Committee – Ithaca, NY Aug. 2013 – Present
Committee Member

- Appointed to serve on eight person body as the only Junior member to officiate Undergraduate elections based on bylaws and precedent
- Actively revamping Elections rules to make the future process more equitable for undergraduate students

Mutual Investment Club of Cornell (MICC) – Ithaca, NY Jan. 2013 – Present
Sector Analyst – Media and Telecom

- Research and pitch M&T equities to other members contributing to \$60,000 portfolio

Student Assembly – Ithaca, NY Sept. 2011 – May 2013
Freshman At Large Representative

- Elected by class of 2015, nearly 4000 students; Campaigned against 34 other candidates from the class

Arts and Sciences Representative

- Elected by College of Arts and Sciences, approximately 4,000 students, to represent A&S students

Appropriations Committee – Ithaca, NY Sept. 2011 – May 2013
Voting Member and Finance Task Force Member

- Review applications of 31 largest student organizations who seek byline funding
- Debate and vote on allocation of \$6.3 million Student Activity Fee to these groups based on eligibility and need

SKILLS AND INTERESTS

Skills: Excel spreadsheet modeling • PowerPoint • Fluent in French

–

Interests: Politics • Saxophone • French Literature

Current Address
303 Sheldon Ct
Ithaca, NY 14853
Cell: (845) 797-3057

Alex Nelson

E-Mail: am36@cornell.edu

Permanent Address
1844 Rte 55
LaGrangeville, NY 12540
Home: (845) 223-7024

Education

Cornell University

Charles H. Dyson School of Applied Economics and Management, B.S. Expected 2015 GPA: 3.20

- Concentrations in Finance and Strategy
- Minors in Real Estate and Policy Analysis and Management

Dutchess Community College

Business Administration Transfer, Graduated May 2012 with Associate's Degree GPA: 3.84

- Dual-Enrolled with High School during Senior Year
- President's List - Fall 2011
- Dean's List - Fall 2010 & Spring 2011

Activities

Energy Corps - Business Chair Spring 2013 - Current

- Monitor business team members' status on current projects
- Increase Sustainability for Cornell through energy and cost efficient projects
- Compile past projects into a formal annual report, includes calculating ROI, Payback Period, and Annual Costs
- Present new projects to Cornell's Energy Outreach Coordinator for approval

Roosevelt Institute - Economic Advocate Spring 2013 - Current

- Brainstorming Community Outreach Programs
- Calculated Cornell's impact on local community compared to other Ivy League Universities

Sports Management Club Fall 2012 - Current

Alpha Beta Gamma - Vice President Spring 2012

- Business Honor Society, Orchestrated fundraisers for local charities and organizations

Phi Theta Kappa

- Campus-wide Honor Society, Organized Blood Drives, Bake Sales, and Supplies for the Troops Fall 2011

Local 4H Organization - Southern Dutchess Dairy Club - President Fall 2010-2012

- Coordinated agenda items and created monthly schedule for meetings to support club goals and objectives

Work Experience

Account Executive - Aflac Summer 2013 - Current

- Responsible for generating, qualifying and contacting sales leads through cold calling; manage activities that lead to account acquisition and enrollment
- Maintain current knowledge of market conditions and trends
- Learn and develop sales strategies, programs and plans for existing and potential business
- Build relationships with businesses, learn their needs, and develop a mutual plan to meet those needs

Co-Founder - Pristine Clean Laundry Services Fall 2012

- Startup business to provide Cornell Residents with an affordable laundry delivery service. Responsibilities included creating a business plan, determining individual responsibilities, managing other Co-Founder's progress.
- Conducted market survey and found potential market to be unprofitable due to local competition and survey results

Software Skills

Argus Valuation DCF, Microsoft Excel, Word, Access, PowerPoint, Outlook

EDUCATION

Cornell University **Ithaca, New York**
Bachelor of Science in Applied Economics and Management w/ Concentration in Finance *May 2015*

- **Cumulative GPA:** 3.54; **Major GPA:** 3.81
- **Honors:** Dean's List: Spring 2012, Fall 2012, Spring 2013, Fall 2013
- **Relevant Coursework:** *Finance, Financial Accounting, Spreadsheet Modeling, Intermediate Microeconomics, Calculus, Multiple Regression Analysis/Econometrics*

VOLUNTEER AND WORK EXPERIENCE

Independence Blue Cross **Philadelphia, Pa**
Intern *Summer 2013*

- Led in the development of sports marketing strategy as part of the new "Live Fearless" campaign initiative.
- Created database to organize and compile all descriptions and updates of confidentiality breaches, initiatives, and departmental changes.
- Supported the company in complying with healthcare related corporate compliance policies in accordance with the Health Insurance Portability and Accountability Act.

O'Connor Electric **West Chester, Pa**
Electrical Assistant *Summer 2011, 2012*

- Provided a variety of electrical services in both the private and commercial setting.
 - Assisted in the planning, wiring and installation of outlets, lighting and electrical panels in newly renovated commercial buildings.
- Assisted in billing and bookkeeping.

Paoli Hospital **Paoli, Pa**
Volunteer Hospital Orderly *June 2010 – August 2010*

- Lifted patients from bed to wheelchair/gurney and transported patients in wheelchair/gurney throughout hospital.
- Discharged patients in both a timely and courteous fashion.

Activities

Financial Management Group of Cornell **Ithaca, NY**
Healthcare Group Sector Analyst *Fall 2012 – Present*

- Gained learning experience to become a self-reliant investor.
 - Used modern quantitative and analytical metrics to study securities and create a diversified portfolio.
- Formulated stock pitches and provided weekly sector updates for the student run fund.

Alpha Phi Omega Service Fraternity **Ithaca, NY**
Member *Fall 2012 – Present*

- Participated in and organized a wide variety of philanthropic activity on the Cornell Campus and within the Ithaca community.
 - Helped organize a school-wide service project in conjunction with the local hospital to raise money and redecorate the children's wing of the hospital.

SKILLS & INTERESTS

Technical Skills: Proficient in Microsoft Office Suite, Spreadsheet Modeling, Stata

Interests: Intramural Sports | Composing Music | Pi Kappa Alpha Fraternity | Cornell and Philadelphia Sports

MAXIMILIANO OLIVARES

730 University Avenue
Ithaca, NY 14850
mo343@cornell.edu
607-319-9844

EDUCATION

Cornell University

May 2015

Candidate for B.S. in Applied Economics & Management

GPA: 3.05; Major GPA: 3.2

Director of Member Affairs, Association for Latino Professionals in Finance and Accounting (ALPFA)

Events Coordinator, Cornell Mexican Association of Students (CorMAS)

Events Committee, Sports Business Society of Cornell

Technology Chair, Sigma Pi Fraternity

PROFESSIONAL EXPERIENCE

Northwestern Mutual Financial Network

Summer 2012

Intern

San Diego, CA

- Established my own practice as an insurance salesman and worked with a senior member
- Called and established meetings with 10 people and worked on their individual cases with a senior mentor
- Created spreadsheets to track approximately 200 members and their potential needs

Morgan Stanley: 2012 Early Insights Program for Black & Hispanics Students

2012 – 2012

Diversity Program

New York, NY

- Participated in a one day overview of the Finance, Operations and Sales & Trading Groups
- Toured the Sales and Trading floors and spoke with Morgan Stanley professionals about industry career paths
- Competed in a group of 6 to emulate each position that participates in a trade

Barclays Capital: Success Through Early Exposure Mentoring & Sponsorship (STEMS)

2012 – 2012

Diversity Program

New York, NY

- Participated in a two day overview of the Investment Banking and Sales & Trading Groups
- Engaged in brand management discussions on Resume writing, interviewing, and networking
- Competed in a group of 4 people to develop a marketing strategy to increase participation in STEMS

Credit Suisse

2012 – 2012

Externship

New York, NY

- Shadowed a Vice President in Secondary Private Equity for one day
- Learned about the day-to-day tasks and responsibilities of a summer and full-time analyst
- Toured the private equity division and spoke with Credit Suisse professionals about industry career paths

LEADERSHIP EXPERIENCE

US- MEX Forum for Cooperation Understanding and Solidarity (FOCUS)

2013-Present

U.S. Delegate

Palo Alto, CA & Mexico City

- 1 of 30 selected students from the United States and Mexico who participate in collaborative projects
- Developed a policy paper on Private Equity in Mexico and Investments in Small Businesses that was pitched in Stanford and will continue to be further developed for use in Mexico and the U.S

Cornell University Sustainable Design

2012-2013

Business Team Leader (Latin American Liaison)

Ithaca, NY

- Specialized in communicating with Latin American companies and Latin American alumni for fundraising
- Organized fundraising activities to raise \$25,000 to build a sustainable neighborhood in Nicaragua

SKILLS & INTERESTS

Languages: Fluent in Spanish

Technical Skills: Basic Financial Modeling; Microsoft Excel

Certifications & Training: Life and Health Insurance License Holder

Interests: Football, Finance, Psychology, and US-Mexico Bilateral Affairs

Felipe Osterling

151 Dryden Rd. Apt. 502 • Ithaca, NY 14850 • 607.229.5244 • fo33@cornell.edu

EDUCATION

CORNELL UNIVERSITY, College of Engineering, Ithaca, NY

Master of Financial Engineering, Cumulative GPA: 3.93

Expected December 2014

- Current coursework: Finance, Analysis of Financial Statements, Derivatives Securities (I&II), Fixed Income Securities and Interest Rate Options, Monte Carlo Simulation, Management Cases, Macroeconomics

Bachelor of Science in Computer Science

Minors in Operations Research Engineering and Applied Mathematics

May 2013

- Relevant coursework: Financial & Managerial Accounting, Microeconomics, Optimization, Data Mining, Probability & Statistics, Stochastic Processes I&II, Object-Oriented & Functional Programming, Artificial Intelligence, Machine Learning, Information Retrieval, Operating Systems, Numerical Analysis, Analysis of Algorithms, Linear Algebra, Differential Equations

WORK EXPERIENCE

GLENCORE XSTRATA PLC, Baar, Switzerland

June 2013-August 2013

Summer Analyst, Rotation in Assets and Trading Divisions

- Analyzed the largest current and projected mining projects in South America, including capital expenditures, revenues, and costs
- Researched and made specific investment recommendations on potential asset acquisitions by evaluating the annual reports and financial statements of small cap mines and elaborating discounted cash flow valuation models
- Collaborated with the Trading Team in shipment logistics, L/C instructions, drafting of invoices, hedge orders, and PnL creation
- Negotiated treatment and refining charges in physical copper trade agreements

DEUTSCHE BANK GROUP, New York, NY, USA

June 2012-August 2012

Group Technology & Operations, Chief Technology Office Summer Analyst

- Worked on the development of an internal server management tool to simplify the storage and retrieval of information related to the bank's servers; resulted in a 50% improvement in the efficiency of updates to the server database
- Tracked, analyzed, and reported on a weekly basis computer and network security problems facing the bank
- Researched machine learning algorithms to improve the recommendation system in the IT-Security web portal

VOLCAN COMPAÑIA MINERA S.A.A., Cerro de Pasco, Peru

May 2010-August 2010

Operations Management Intern

- Evaluated new mineral exploration proposals and presented them to the Board of Directors
- Documented the diamantine drilling operation in the underground mine and analyzed changes in the stocks of mineral inventories
- Initiated and supervised English-tutoring programs in three schools in Cerro de Pasco

CAMPUS ACTIVITIES

MUTUAL INVESTMENT CLUB OF CORNELL

- Cornell's largest undergraduate investment club with over \$60,000 in assets under management
- Sector Analyst of Quant Group: Develop new trading strategies based on fundamental and quantitative analysis

CORNELL ALPHA FUND

- One of the longest running student-led investment funds on campus, highest per member assets under management
- Associate in TMT sector: one of two lead mentors in group, research growth stocks and industry trends, perform company valuation and elaborate investment pitches

COMPUTER SCIENCE TEACHING ASSISTANT

- Conducted bi-weekly consulting sessions for students taking Object-Oriented Programming
- Developed a tutoring curriculum based on past homework assignments

MACHINE LEARNING PROJECT

- Worked with a partner to develop a movie rating prediction system that uses objective features from 16,000 movies in the IMDB.com movie database such as the director, the cast, the genre, and the summary to predict the rating of upcoming movies
- Implemented multiple machine learning algorithms and achieved prediction accuracies of over 80%

SKILLS AND INTERESTS

Languages: English (fluent), Spanish (native speaker), Italian (beginner)

Technical Skills: MS Office (Word, Excel and Powerpoint), Java, Matlab, R, C++, SQL, Visual Basic, Bloomberg Terminal

Interests: Finance; Economics; Investing; Tennis: Top 10 ranking in Peru, three-time champion of Interclub Competition in Lima, Peru; Intramural Soccer; Surfing; Sailing; Reading; Playing piano

Funlola Otukoya

82 Ludlam Ave. •Elmont, NY 11003•516-263-0227 • Otukoyaf@gmail.com

EDUCATION

CORNELL UNIVERSITY, COLLEGE OF AGRICULTURE & LIFE SCIENCES

Bachelor of Science in Development Sociology **Minor:** International Trade & Development

Ithaca, NY

May 2015

BARUCH COLLEGE, CITY UNIVERSITY OF NEW YORK (CUNY)

Major: Economics GPA 3.49/4.0

New York, NY

08/2011-05/2013

Relevant Coursework: Applied Calculus; Business Statistics; Principles of Accounting; Macro-Economics; Micro-Economics; Intro to Business; Fund of Business Law

WORK EXPERIENCE

Morgan Stanley (MS)

Derivatives/Collateral Management Operations Summer Analyst

New York, NY

06/2013 – 08/2013

- Analyzed the daily life cycle of Morgan Stanley's global trades in credit/interest rate derivatives, swaps, options and equity OTC derivatives, reporting this information to the Collateral Management team in efforts to minimize firm wide risk
- Developed strategy to increase efficiency within ISG Product Operations by aligning collateral teams with certain asset classes as opposed to handling clients in alphabetical order
- Designed system flow charts for all OTC asset classes, tracking the lifecycle of a trade and constructing a comprehensive simulation of ISG Product Operation's role in supporting Sales & Trading Products

Lots of Lawyers, Inc.

Project Manager

New York, NY

06/2012 – 09/2012

- Responsible for coordinating dialogue between executive and development teams in New York and India to assess project deliverables
- Effectively transitioned from stealth development to Alpha and Beta test development stages with NY Bar Associations
- Coordinated network feedback between 300 users and development team

LEADERSHIP & DEVELOPMENT

Management Leadership for Tomorrow (MLT)

Career Preparation Fellow

Washington, DC

07/2013–Present

- Selected as one of 230 for this 18-month professional development program for high-achieving diverse talent
- Complete business case studies and intensive projects to hone analytical, quantitative and communication skills
- Participate in four conferences hosted by industry leaders, such as Citi, Google, Credit Suisse, Deloitte and Target

The Greenwood Initiative, Inc.

Founder/Chairman

New York, NY

08/2011 - Present

- Purpose is to advocate, mentor, tutor children in underprivileged communities by conducting development sessions
- Provide courses to affiliates in New York and Boston on college awareness, financial literacy, and thought leadership

National Association of Black Accountants

Director of Community Affairs

New York, NY

04/2012-05/2013

- Planned and coordinated Community Affairs committee in volunteer activities in Greater New York metropolitan area
- Coordinated events for National AIDS Day in Baruch College and the National Executive Committee

Finance & Economics Society (FES)

VP of Human Resources

New York, NY

06/2012-01/2013

VP of Volunteer Programming

01/2012-05/2013

- Coordinated volunteer events for 50 club members with organizations such as Junior Achievement and Baby Buggy
- Proposed and executed plans to host a high-school event on careers in finance and the business community
- Responsible for maintaining liaison between financial companies and FES

Clinton Global Initiative-Annual Meeting

Access/Logistics Volunteer

New York, NY

09/2011-09/2011

- Worked with U.S. Secret Service to assist with registering and scanning in high profile sponsors into plenary and private sessions
- Registered corporations, NGO's, and citizen activists into Global Citizen Awards on the last night of the conference

ADDITIONAL INFORMATION

- **Technical Skills:** Proficient in MS Word, MS Excel, MS Powerpoint, Mac OSX Applications, Social Media
- **Languages:** Conversational Proficiency in Yoruba
- **Awards:** Ron Brown CAPtain Award; Horatio Alger Scholar, BNY Mellon Scholar, NABA NY Scholar, Semi-Finalist Asian Investment Conference Essay Contest, Richard B. Fisher Scholar, Presidential Fellow-Center for the Study of the Presidency & Congress

CURRENT ADDRESS

Cornell University
309 Sheldon Ct
Ithaca, NY 14850

PERMENANT ADDRESS

13B Carpenter Hill Rd
Mendon, MA 01756
516-589-2318

Education

Cornell University, College of Arts and Sciences, Ithaca, NY

Major: Chemistry, Business Minor
GPA: 3.73; Dean's List

Expected May 2015

Boston College: College of Arts and Sciences, Chestnut Hill, MA

GPA: 3.83; Thea Bowman Scholar

2011-2012

Scituate High School, Scituate, MA

Top 5% of the class; Excellence in Science Award; Perfect Attendance

Graduated June 2011

Relevant Course Work

Finance

Market Dynamics and Modeling

Business Management

Financial Accounting

Multivariable Calculus

Microeconomics

Work Experience

Shah, Dixit & Associates, Burlington, MA

Summer 2013

Wealth Management Intern

- Accompanied the founder to meetings with current clients and assisted in explaining different investment options
- Explained complicated and quantitative investment options in simple and practical terms
- Made presentations and flowcharts to explain different investment vehicles. Worked closely with the founder and other managers to make presentations that closely fitted the client's desired level of risk
- Presented twice in front of current clients and throughout the course of the internship influenced decision on greater than \$10,000,000 worth of investments

Shodhan Textile, Ahmedabad, India

Summer 2012

Research Analyst Intern

- Assisted Chief Operating Officer in conducting feasibility studies and acquisition of new cotton weaving machinery
- Calculated capacity of cotton yarn that can be produced at existing division of capital. Developed models to optimize production
- Joined Chief Operating Officer in daily meetings with the floor managers regarding daily production levels and reject rates. Wrote daily reports on analyzing the production levels and weekly reports on reject rates
- Made recommendations on acquisition of new weaving machinery. Contributed research in purchase of \$2,000,000 worth of machinery

Activities/Interests

First Place, J.P.Morgan Investment Banking Risk Competition

2012

- Analyzed the bank's exposure in revolving credit facility using company financials and projections
- Assessed short term and long term risk associated with clients term loans, secured debt and revolving credit
- Presented viable solutions to senior management and investment bankers at J.P.Morgan

Teaching Assistant, Cornell University

2013

- Worked with the professor in facilitating a 300 plus student class
- Assisted professor with administrative tasks and also worked with 10 students in my discussion section
- Held office hours and met with struggling students one-on-one to provide feedback and individualized guidance. Helped students by explaining complicated topics in simple terms.

Associate, Financial Management Group of Cornell, Cornell University

2012

- Assist other associates in managing and monitoring the investments of the fund
- Research and pitch stocks to the members of the fund

Skills

Computer Skills: Advanced knowledge of Microsoft Office Suite and Access, Java, Mathematica

Language: Fluent in Hindi, Gujarati, and Spanish

Local Address:
117 Dewitt Place Apt #1
Ithaca, NY 14850

Neil Patel
nvp6@cornell.edu
(678)-327-8729

Permanent Address:
2957 Silvermere Lane
Duluth, GA 30097

EDUCATION

Cornell University, Ithaca NY

College of Arts and Sciences | Bachelors of Arts – Dual Major in Mathematics and Economics

Expected Graduation: May 2015

Cumulative GPA ~ 3.33 | Deans List: Fall 2012, Spring 2013

Relevant Coursework: Micro/Macro Economics, Financial Accounting, International Trade/Finance, Money & Credit, Personal Finance, Managerial Accounting, (Corporate) Finance, Probability & Econometrics, Analysis, Object Oriented Programming

SAT: 2340 (Math-800 | Writing- 800 | Critical Reading-740) | ACT: 35 Composite

FINANCIAL EXPERIENCE

Utility Inc.

Tucker, GA

Asset Valuation Intern

May-August 2013

- Conducted corporate research to aid in the acquisition of similar focused companies in the digital surveillance sector, creating profiles and producing cost-benefit analysis of acquiring smaller competitors to vertically integrate sales division
- Utilized Excel in valuation of intangible assets such as patents and trademarks, presenting PowerPoint and Excel pitches of industry research and strategic financial analyses to senior executives of the company

Mutual Investment Club of Cornell

Ithaca, NY

Club Representative | Wall-Street Training Attendee

Aug 2011- May 2012

- At WST: Learned to: use Excel to perform future earnings analyses of companies, examine 10K's to aid in creating a DCF Model, and perform wholesale sector breakdown utilizing capital structure and earnings report to determine undervalued stocks
- At MICC: Attended general body meetings as well as participating in student led finance education series, monitoring and following a \$50,000 student-run portfolio

Turnkey Hospitality Solutions

Lawrenceville, GA

Financial Accounting Analyst

June-August 2012

- Audited invoices and summary reports in order to locate and properly account for a \$100,000 inventory error
- Oversaw investment research, fiscal analysis, and litigation paperwork for acquisition of multimillion dollar hospitality estate
- Assisted President/CEO in shifting financial recording database towards a fully electronic structure
- Directly participated and helped lead boardroom discussion to negotiate \$300 million real estate contract from Disney Inc.

Gujarati Samaj of Atlanta

Tucker, GA

Assistant to Treasurer of a Non-profit cultural organization

Dec 2007- May 2011

- Detailed mailing and member lists for nonprofit organization while performing bank reconciliations, creating a new member information software structure, and helping file federal tax returns for the organization
- Volunteered at the Passport/Visa renewal service, working with data entry and consulting with the Indian Consulate in America

OTHER RELEVANT WORK/LEADERSHIP EXPERIENCE

Duluth Tutoring Service

Duluth, GA/ Ithaca, NY

Tutor- Self Employed

Oct 2011-Feb 2012

- Set up online contact/review system for high school students looking for assistance in proofreading college essays as well as SAT/ACT help. Raised average score of students by nearly 270 through 1 on 1 video conferences and weekly testing

Gujarati Samaj of Atlanta

Tucker, GA

Head Counselor

Jun 2008- July 2011

- Led a group of 30 junior counselors in planning, organizing, and effectively running a cultural awareness youth camp for 100+ young children. Planned education seminars, athletic tournaments, and hosted finale attended by 1000 people

SKILLS & ACTIVITIES

Skills Fluent in English, Proficient in Gujarati, Hindi, Spanish | Fluent in Java, Microsoft Word, Excel, PowerPoint
Activities Mutual Investment Club of Cornell, Cornell Economic Society, Mu Alpha Theta, Math Team
Interests L.A Lakers, Basketball, Fantasy Football, Puzzle-Solving, Hiking, Snowboarding, Chelsea F.C, Atlanta Falcons

Advai S. Pathak

Current Address:
#2C 309 Eddy St.
Ithaca, NY 14850

(310) 801-8750 • asp222@cornell.edu

Permanent Address:
634 S Rimpau Blvd
Los Angeles, CA 90005

EDUCATION

CORNELL UNIVERSITY, ILR School, Ithaca, NY *Expected May 2015*

Major in Industrial and Labor Relations
Minors in Economics and International Relations
GPA: 3.68/4.00 (Dean's List Honor Roll)

COLGATE UNIVERSITY, Hamilton, NY *August 2011 – May 2012*

1st Year GPA: 3.60/4.00 (Dean's List Honor Roll)

HARVARD-WESTLAKE HIGH SCHOOL, Los Angeles, CA *August 2007 – May 2011*

Cumulative GPA: 3.87
SAT: 2310 (Writing 800, Math 770, Reading 740)

PROFESSIONAL EXPERIENCE

Standard Chartered, Singapore, Leveraged Finance Intern *June – August 2013*

- Worked on a financing deal for a leading restaurant brand which included gaining credit approvals.
- Developed understanding and execution of loan structuring and repayment schedules.
- Researched and produced presentation materials for use in client meetings and senior management discussions.
- Gained exposure to emerging markets and created team materials outlining different M&A legal practices across Southeast Asia.

KV Asia, Singapore, Winter Extern *January 2013*

- Undertook externship with Executive Chairman and partners of a private equity firm to develop understanding of markets in Asia.

Clinton Foundation, Singapore, Operations Intern *July – August 2011*

- Interned with Pacific Asia Regional Director for Clinton Climate Initiative and Health Access Initiative.
- Prepared daily research of economic and environmental trends and summarized meetings and events for professional review.
- Reviewed Singapore's city plan with the Urban Redevelopment Authority and toured sites for the 2012 World Cities Summit.
- Organized and attended meetings focused on UN REDD Carbon Tax Project in Indonesia with analysts from the Macquarie Group.

ACTIVITIES & LEADERSHIP EXPERIENCE

Ad-Hawk, Co-Founder *August 2013 – Present*

- Co-founded a company that provides a web-based transactional service for college students.
- Conducted significant market research and collaborated with co-founder to create several business outlines.
- Worked extensively on website design and marketing strategies in preparation of launch.

Cornell Business Asia Journal, Editor-in-Chief *August 2012 – Present*

- Manage a team of 30 writers, editors, and designers and develop the focus of the Journal each semester.
- Write two articles per semester and review and edit fellow writers' articles before publication.
- Have taken steps towards organizing an annual speaker series to bring prominent business leaders from Asia to Cornell.

Alpha Kappa Psi Professional Business Fraternity, Pledge Class President; Professional Chair *January 2013 – Present*

- Selected from a pool of 140 applicants and developed leadership and teamwork skills as the head of Alpha Eta Pledge Class.
- Organized networking events with employers and provided detailed weekly updates in global politics, economics, and business.

Cornell WAVES for Development, Finance Team Analyst *January – June 2013*

- Fundraised and planned environmental service trip for 16 students to Lobitos, Peru.
- Implemented solar panels and water filtration systems for sustainable development of a local surfing village.

Soccer Training, Brazil, Spain, Portugal *Summer 2009 – Summer 2012*

- Trained for three weeks with Valencia Clube de Fútbol in Spain and was invited to attempt to earn full contract over one year.
- Competed against Al-Ittihad First XI (Saudi Arabian and Asia Cup Champions) including prominent international players.
- Practiced for five weeks with Clube Atlético Paranaense in Curitiba, Paraná, Brazil.
- Captained club team from California in prestigious Copa Do Brazil U-17 national tournament against professional youth teams.

Colgate Men's Varsity Soccer *January – May 2012*

- Walked-on Division I team and played 20+ hours per week during Spring season.

OTHER INFORMATION

Honors AP Scholar with Distinction, National Merit Scholar, Cum Laude National Latin Exam, National Latin Honor Society, High School Honor Roll (05-11), President's Award for Academic Excellence

Interests Triathlons, Tennis, World War II, Philosophy, Music

Citizenship USA

Stephen Pawlak

710 East State Street
Stow, MA 01775
(978) 837-8117
stp58@cornell.edu

EDUCATION

Cornell University School of Hotel Administration, Ithaca, NY

Fall 2011 - Present

Bachelor of Science in Hotel Administration, Minor in Real Estate expected May 2015

- Cumulative GPA: 3.6
- **Honors:** Dean's List: Spring 2012, Fall 2012, Spring 2013
NCAA Academic All American: Spring 2013
- **Relevant Coursework:** Advanced Business Modeling, Finance, Financial Accounting,
Real Estate Financial Modeling, Econometrics

Milton Academy, Milton, MA

Fall 2007 - Spring 2011

Diploma 2011

RELEVANT EXPERIENCE & LEADERSHIP

The Exeter Companies, Boston, MA, – Investment Associate

Summer 2013

- Created financial statements, deal proposals, and market studies that were used to secure loans, equity, and land for projects
 - Mystic Hotel Project:
 - Developed professional pro forma statements which allowed Exeter to secure a \$1.7 million loan for hotel development
 - Created a professional real estate investment deal proposal which was presented to investors to secure \$450,000 of equity for the project
 - Conducted a competitive market study of 16 local properties which was used to make demand projections for the proposed hotel
 - New Haven Mixed Use Development Project:
 - Performed an in-depth market study of 15 properties which helped determine the ideal brand for the planned hotel
 - Negotiated with New Haven landlords for a \$3 million plot of land that was needed to gain full site control

Cornell Hospitality Consulting (CHC), Ithaca, NY, - Consultant

Fall 2012 – Present

- Analyze financial statements to make recommendations to clients and assist in the creation of the new member training program
 - Chicago Development Project:
 - Analyzed historical financial statements and competitive market studies which allowed CHC to recommend that the client continue with the investment
 - New Member Training Program:
 - Created a case study that was used to train new members of the club by developing knowledge of financial statements and presentation skills

Bain Capital/Berkshire Partners, Boston, MA, - Winter Extern

Winter 2013

- Gained valuable knowledge of the finance industry
- Networked with staff and discussed career development

ACTIVITIES, SKILLS & INTERESTS

Cornell University Varsity Track Team - Member

Fall 2011 – Present

- 2nd Team All-Ivy League – Pole Vault
- Member of the 2013 Indoor Heptagonal Championship team

Spiked Shoe Society - Member

Spring 2013 - Present

- Advise younger student-athletes on the varsity track team
- Develop and participate in fundraising events for the varsity track team

Pan Mass Challenge Cancer Fundraiser - Volunteer

Summer 2013

- Helped set up the final day lunch event for the race participants
- Maintained event grounds and facilities during the final event

Milton Academy Varsity Track Team – Captain

Spring 2011

- Led team to 3rd place at the 2011 ISTA Championship - best conference finish in the past 10 years

Computer Skills: Proficiency in Microsoft Word, Excel, and PowerPoint

Interests: Pole Vaulting, Body Boarding, Snowboarding

Joseph V. Perez

1910 Hasbrouck Apartments | Ithaca, NY 14850
(623) 256-1910 | jvp29@cornell.edu

EDUCATION

Cornell University

Ithaca, NY

Bachelor of Science in Applied Economics and Management

Expected 2015

GPA: 3.42

Relevant Coursework: Finance, Financial Statement Analysis, Spreadsheet Modeling, Marketing, Business Management, Economics

PROFESSIONAL EXPERIENCE

Cornell University

Ithaca, NY

Research Assistant, Business Simulation Lab – Johnson School

Sep. 2013 – Dec. 2013

- Conducted behavioral research studies on behalf of faculty and doctoral students
- Advised student entrepreneurs on the value of market research and led a team of company representatives in running a guided focus group for the Cornell 3 Day Startup program

Accountemps – Robert Half International

Phoenix, AZ

Temporary Finance & Accounting Specialist

Dec. 2010 – Dec. 2012

- Selected Assignment Experience:
 - *Finance/Office Coordinator at Southwest Center for HIV/AIDS* Sep. 2012 – Dec. 2012
 - Performed accounting duties including daily deposits of up to \$150,000 and invoice entry
 - Managed billing process for private insurers and submitted monthly invoices for federal grant funding comprising up to 50% of monthly revenue
 - Reviewed all client encounters for accuracy and consistency in billing & reporting
 - *Buyer at WorldatWork* Apr. 2012 – Aug. 2012
 - Evaluated vendor bids and regularly made procurement recommendations that resulted in weekly cost savings frequently exceeding \$1,000
 - Collaborated with a large team of interdepartmental staff in the logistical planning of the organization's largest annual conference which generated revenue of more than \$250,000
 - *Accountant I at WorldatWork* Oct. 2011 – Mar. 2012
 - Managed daily accounts payable duties including invoice entries, weekly check-runs of up to \$125,000 and payment tracking for month-end accruals
 - Prepared month-end journal entries and performed account analyses on faculty travel-expense accounts
 - Maintained contact with internal & external customers including C-level executives to ensure accurate & timely payment processing
 - Processed daily cash applications of membership payments regularly exceeding \$2,500

SKILLS & INTERESTS

Skills: Spreadsheet Modeling, Microsoft Office, Sage Accounting, Oracle E-Business Suite

Activities: Financial Management Group of Cornell

Interests: Jeet Kune Do, BMX, Electronic Music Composition

SAMUEL L. RABINOWITZ

Current Address
119 College Avenue
Ithaca, NY 14850

slr237@cornell.edu
(585) 315-7258

Permanent Address
65 Brandywine Lane
Rochester, NY 14618

EDUCATION

Cornell University; School of Industrial and Labor Relations, Ithaca, NY

Candidate for Bachelor of Science Degree, May 2015; Cumulative GPA 3.84

Minors: Business, and Film

Honors: Dean's List all semesters

Coursework: Financial Accounting, Marketing, Business Management, Organizational Behavior, Human Resource Management

Binghamton University; School of Management, Binghamton, NY

Concentration in Financial Engineering; Cumulative GPA: 3.91

2011-2012 Academic Year

Honors: Dean's List all semesters

PROFESSIONAL EXPERIENCE

NORTHWESTERN MUTUAL FINANCIAL NETWORK, Rochester, NY

May-August 2013

Financial Representative Intern

- Solicited business to over 50 individuals in local community through referral-based approach
- Guided clients to help them achieve financial goals through financial planning process
- Performed personal financial planning report and presentation for over 15 potential clients
- Sold 6 life insurance policies for over \$2 million in coverage
- Qualified and participated in exclusive iLEAD program for executive leadership development

MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED, Rochester, NY

January 2012

Global Wealth Management Winter Intern

- Researched over 300 local businesses in order to facilitate business solicitation
- Created business leads templates for over 300 local businesses using Microsoft Excel spreadsheets
- Restructured client contact strategy to improve client relationships for over 50 clients
- Assisted the company in environmentally friendly initiative by converting paper documents into online documents
- Reorganized personal client information for over 100 clients

LEADERSHIP EXPERIENCE & RELATED ACTIVITIES

MARTIN P. CATHERWOOD LIBRARY, CORNELL UNIVERSITY, Ithaca, NY

August 2013-Present

Access Services Student Assistant

- Assisted visitors with basic informational, directional and library policy questions
- Processed book requests, holds, recalls, renewals, and other patron requests
- Gathered, sorted, shelved, and managed over 230,000 books in library collection

MINORITY INDUSTRIAL AND LABOR RELATIONS (ILR) STUDENT ORGANIZATION, Ithaca, NY

August 2013-Present

Vice President of External and Internal Relations

- Managed emailing listserv of over 200 recipients
- Oversaw organization's calendar and responsible for scheduling over 30 events
- Facilitated communication with 8 other student organizations for scheduling and co-sponsoring purposes

CORNELL UNIVERSITY NEW STUDENT ORIENTATION, Ithaca, NY

August 2013

Orientation Leader

- Mentored a group of 16 students to assist and support arrival to campus
- Assisted moving over 50 new students into Residence Halls on move-in day
- Programmed 3 events for new students to educate them about University policies

SKILLS & OTHER ACTIVITIES

Skills: Microsoft Word, Microsoft Excel, Microsoft PowerPoint, LexisNexis, Licensed insurance agent

Other Activities: ILR Student Peer Advisor Program, Entertainment Industry Society, Cornell Film Club, Slope Media Group, ILR Ambassadors

ADITYA RAHALKAR

204D Alice Cook House, Ithaca, NY 14853

anr47@cornell.edu | (214) 918-8897

EDUCATION

CORNELL UNIVERSITY

B.A., Economics & Biology, Business Minor

Ithaca, NY

Expected May 2015

- **Coursework:** Financial Accounting ♦ Game Theory ♦ Public Finance ♦ Environmental Economics ♦ Applied Econometrics ♦ Microeconomics ♦ Macroeconomics ♦ History of Economic Analysis
- **Honors:** Dean's List (all semesters) | NSCS Honors Society | National Merit Scholar
- **Cumulative GPA:** 3.88 | **Departmental GPA (Economics):** 4.04 | **Departmental GPA (Biology):** 3.88
- **ACT-Composite:** 35 (E:35, M:36, R:35, S:35) | **SAT-Composite:** 2360 (M:800, CR: 800, W:760)

PROFESSIONAL EXPERIENCE

REVOLUTION PREP

Dallas, TX

Ivy Insiders Director & Instructor

Summer 2013

- Spearheaded marketing campaign to attract potential clients in Dallas area
- Conducted SAT Group Courses and Private Tutoring for 30+ HS students generating over \$18,000 in revenue
- Attended professional development and leadership training sessions to hone professional skills

SEWA INTERNATIONAL USA

Dallas, TX

Volunteer & Mentor

Summer 2013

- Mentoring a driven Bhutanese, Gates Millennium Scholar who aspires to attend Cornell University in Fall 2014
- Served as a tutor for Bhutanese Refugees displaced from their homeland since 1994
- Led subject tutoring for underprivileged Bhutanese students residing in refugee camps in downtown Dallas
- Participated in outreach efforts to instill the importance of higher-education in the Bhutanese Refugee community

REVOLUTION PREP – Ivy Insiders Summer Management Program

Dallas, TX

Branch Manager

Summer 2012

- Started SAT Test Prep Business in a market without a significant Revolution Prep Customer Base
- Drove \$7,000 in revenue as a Branch Manager, despite a Question Mark category product in the BCG Matrix
- Selected as a Peak Performer and received job offer to serve as an Ivy Insiders Director for Summer 2013
- Taught and mentored students for the SAT test with an average score improvement of 260 points

CAMPUS EXPERIENCE

CORNELL CONSULTING CLUB

Ithaca, NY

VP of Public Relations & Project Manager

Spring 2013 - Present

- Accepted member of the CCC Management Team (Spring 2013 Recruitment), 2% admittance rate
- Consulting for 5 clients: a Fortune 500 Airline company, a European Asset Management firm, an American College Consulting firm, a Non-Profit that crowdsources work for workers in developing nations, and a startup Fiber-based ISP
- Employed market research, GAP/SWOT/4P analyses, surveys and interviews to present deliverables to clients
- Organized networking and social events and attended educational series to hone professional skills

CORNELL BIOEE 1780 – Evolutionary Biology and Diversity

Ithaca, NY

Study Group Leader

Fall 2012 - Present

- Taught students class concepts through practice problems and small group exercises
- Generated Worksheets and Activities to enhance students' learning of the material
- Worked with professor to highlight key principles and ideas to discuss with students
- Generated a database of practice exam questions for future study group leaders to utilize

JPMorgan IB “The Deal” Competition

Summer 2013

- Pitched strategic acquisition of PCCW Limited by IBM to expand Asian market share
- Conducted DCF and synergy valuation, trading comps and transaction comps to propose final acquisition price
- Evaluated industry trends, valuation drivers, financing options and execution considerations to finalize transaction

1st Place Team – DSP Consulting Now Case Competition (Judges from Oliver Wyman & Deloitte)

Fall 2013

3rd Place Team – PwC Case Competition

Fall 2013

Capital One's Earthquake Simulation Competition

Spring 2013

Finalist – DSP Finding the LINK Consulting Conference and Case Competition

Spring 2013

SKILLS/INTERESTS

- **Linguistic Skills:** English ♦ Marathi ♦ Hindi ♦ Sanskrit ♦ Basic French
- **Computer Skills:** MS Office ♦ Python ♦ Stata ♦ Adobe InDesign ♦ Wix
- **Interests:** Entrepreneurship ♦ Fantasy Basketball ♦ Teaching ♦ Dholak ♦ Tennis

Utsav Rai

(408) 500-2510 · ur32@cornell.edu
209 College Ave Apt. 13, Ithaca, NY 14850

EDUCATION

Cornell University

Bachelor of Arts in Economics; Minors in Computer Science and International Relations

GPA: 3.80, SAT I: Mathematics 780, Writing 730, Critical Reading 750, SAT II Math: 800

Honors: Dean's List (all Semesters)

Relevant Coursework: Finance · Accounting · Intermediate Micro and Macroeconomics · Statistics · Money and Credit · Econometrics · Introduction to Java · Data Structures · Object-Oriented Programming

Ithaca, NY

Expected May 2015

PROFESSIONAL EXPERIENCE

Marshall & Stevens

Intern, Valuation Consulting and Financial Advisory Services

New York, NY

June 2013 – August 2013

- Created 4 financial models to extend current functionality to operations like pricing options, and calculating and relevering volatility
- Handled over 10 projects from the research phase until final reporting and prepared research reports on transfer pricing & bargain purchasing for multinational projects
- Devised an automated system to create market comparison reports on financial operations and multiples of subject company
- Gained hands-on exposure to valuation techniques used for purchase price allocations, intangible asset and enterprise valuations

Ernst & Young

Intern, Performance Improvement

Bangalore, India

December 2012 – January 2013

- Analyzed the five sub-industries, major players, growth potential and delivery models in the Indian information technology industry
- Reviewed the competitive landscape in the \$48bn online education industry in India to evaluate various growth modules for clients
- Mapped the product portfolio of a client in the mobile Value Added Services (mVAS) space to plot future market share growth strategies

Infinera

Intern, Network Management

Bangalore, India

June 2012 – August 2012

- Collaborated with the customer network management team to ensure an enhanced client experience for Infinera (INFN)
- Developed a web application that enables superior client service through tailored reports and recommendations on network performance

Mu Sigma

Intern, Business Analytics

Bangalore, India

May 2012 – June 2012

- Conducted Management, Risk and Supply Chain Analytics for clients of Mu Sigma, the world's largest pure-play analytics firm
- Identified three causes for a declining trend in YoY traffic by a \$250bn diversified retail firm through hypothesis testing

LEADERSHIP EXPERIENCE

Mutual Investment Club of Cornell

Sector Analyst, Technology

Ithaca, NY

September 2012 – August 2013

- Performed research on equities (NUAN, ORCL, ENTR, DIS) and followed latest market news for a fund with an AUM of over \$60,000
- Delivered 5 buy and sell pitches on stocks using detailed research, investment theses and strategies

Phi Gamma Nu Professional Business Fraternity

Director of Alumni Affairs

Ithaca, NY

April 2012 – Present

- Created an efficient communication system between brothers and alumni to maintain an updated alumni database of around 80 alumni
- Organized logistics, such as location, finances and attendance incentives, for events catered to around 50 brothers and alumni

Cornell International Affairs Society

Secretary-General, Cornell International Affairs Conference

Ithaca, NY

August 2011 – Present

- Managed a \$15,000 budget and led a 10-member organizing team of to host a 150-person Model United Nations conference on campus
- Developed a marketing and sponsorship strategy to attract around 100 students from the US and Canada and local and national sponsors

Cornell Daily Sun

News Night Editor, Staff Writer

Ithaca, NY

August 2011 – December 2012

- Edited more than 30 issues of the Cornell Daily Sun that has an estimated readership of 16,000
- Wrote over 10 front page articles on various topics relating to Cornell alumni and their achievements

AWARDS AND ACHIEVEMENTS

J.P. Morgan Corporate & Investment Bank Risk Case Competition

First Place Winner

Ithaca, NY

November 2013

- Discerned trends in subject company's industry and operations to gauge 4 risk factors associated with a debt commitment to the company and developed mitigation strategies for these risks

SKILLS AND INTERESTS

Language: Fluent in English, Hindi

Technical: Excel, VBA, PowerPoint, Word, Java, C++, SQL, R, Minitab, Stata

Interests: Traveling (over 20 countries), Indian & American Politics, International Cuisines, Reading, Squash

MANU RATHORE

Apt. 522, 312 College Ave., Ithaca NY -14850
manurathore.15@gmail.com | (+1)-607-379-5570
114 Hira Nagar, DCM Ajmer Road, Jaipur-Raj. - 302019, India
(+91)-94140-79990

EDUCATION

Cornell University | Ithaca, New York

Aug 2011 – May 2015

- **College of Arts and Sciences:** Bachelor of Arts; Economics, Business Minor
- Cumulative GPA: 3.49/4.0; Honored by the Dean's List for Academic Excellence
- Relevant Coursework: **Currently Enrolled*
 - Business Management*, Finance, Financial Accounting, Industrial Organization, Graduate Behavioral Economics, Marketing Principles, Econometrics, Behavioral Economics, Intermediate Economics, Linear Algebra, Calculus, Asian Studies, French, Political Economy

Maharaja Sawai Man Singh Vidyalaya School | Jaipur, Rajasthan, India

Apr 2007 - Mar 2011

- Percentage: 92.4% (high school topper); SAT: 2080/2400 (CR: 640, M: 730, W: 710)
- Activities: Parliamentary Debate, Student Government (Head Boy/President), Theater, Social Service Representative
- Honors: Best All Rounder 2010, Alumni Scholarship for Outstanding Student, Principal's Award for Best Student

PROFESSIONAL EXPERIENCE

KPMG

| *Summer Intern* | Houston, Texas, USA

May 2013 - Jul 2013

- Worked with the Economic and Valuation Services group on over 10 international trade and transactions projects
- Collaborated with national partners and developed Indian clientele expansion project aiming at over 900 new clients
- Researched high profile client companies and performed functions, assets and risks analyses
- Performed qualitative and quantitative financial and transfer pricing economic analyses

| *Summer Intern* | Mumbai, Maharashtra, India

Jun 2012 - Jul 2012

- Helped revise online recruitment website for the concern's India operations
- Reviewed over more than 100 job profiles on the website
- Interacted with multiple departments to review job requirements

Cornell Law School Legal Information Institute | *Research Assistant* | Ithaca, New York, USA

April 2013 – May 2013

- Researched open-access legal resources for inclusion in LII's collection
- Studied state and Federal law statutes and codes such as the Uniform Commercial Code

Akanksha Foundation | *Volunteer* | Mumbai, Maharashtra, India

Jul 2012 – Aug 2012

- Taught English and Mathematics to a class of 30 underprivileged children
- Provided consultation and knowledge about various career fields to the children

The Cornell Daily Sun | *Production Assistant* | Ithaca, New York, USA

Sep 2012 – Dec 2012

- Completed the print-ready newspaper's pages on digital flats using Quark XPress software
- Developed marketing promos for the organization

LEADERSHIP EXPERIENCE

The Cornell Daily Sun

| *Senior Editor*

April 2013 – Present

- Served on the 131st editorial board developing my project to weekly publish business and finance news section
- Worked with writers to edit stories and help them develop an analytical approach to financial journalism
- Delivered investigative stories on business innovation, job trends and financial scenario at Cornell

| *Senior Staff Writer*

Sep 2011 – Present

- Have written over 35 investigative news stories about the Cornell University administration (<http://cornellsun.com/users/manu-rathore/track>)
- Interviewed high ranking administrators about University issues and student community concerns
- Provided hard-hitting news content ideas as a member of the Senior Writers Board

Mutual Investment Club of Cornell | *Financials Sector Analyst*

Sep 2012 – Dec 2012

- Researched businesses and developed stock pitches to help expand and diversify the Club's portfolio
- Researched the financial markets for updates on the global financial scenario and its effects on various sectors

The Global Education and Leadership Foundation | *Khemka Scholar*

May 2011 – Present

- Received approximately \$250,000 merit-based scholarship for undergraduate studies at Cornell University
- Developed a social action plan called *Her Story, Our Vision* to help alleviate poverty and gender inequity in India
- Raised over ₹ 400,000 to support an under construction home for daughters of discriminated leprosy patients
- Participated in seminars and conferences attended by prominent business speakers and world leaders

ADDITIONAL INFORMATION

Skills: Yahoo! Finance • Bloomberg • Microsoft Office • QuarkXPress Publishing Software

Interests: Reading • Writing • Travel • Exploring cultures • New business ventures • Art history and exploration

Languages: Fluent English, Fluent Hindi, Conversational French

Kyungduk Rho

kr362@cornell.edu

518-275-8759

205 Wyckoff Ave.
Ithaca, NY 14850

6211 Hampshire House 10
Albany, NY 12203

EDUCATION Cornell University, College of Arts and Sciences, Ithaca, New York May 2015
Bachelors Degree in Biological Sciences, Minor in Business Current GPA: 3.850
Relevant coursework: Marketing Principles, Financial Accounting, Business Management,
Microeconomics, and Statistics

HONORS

Dean's List of the College of Agriculture & Life Sciences for Excellence in Scholarship Fall '11-Fall '13

EXTRACURRICULAR ACTIVITIES:

Student Researcher January 2013-Current

Hoylab, Cornell University Department of Neurobiology & Behavior

- Maintain stocks, collect and analyze data, present research to panel of professors

Member

November 2013-Current

Alpha Delta Epsilon Health Preprofessional Honor Society

- Mentor underclassmen and hold advising hours, foster unity among premed majors

Event Organizer

Fall 2013

FACES- Facts, Advocacy, and Control of Epileptic Seizures

- Organized and promoted the annual Insight Into Neurology event

Member

September 2011-Current

Cornell Health International

- Engaged in the annual Habitat for Humanity project, attend weekly general body meetings

Kappa Sigma Fraternity

January 2013-Current

- Elected as Guard to enforce chapter rules and rituals during house meetings
- Participated in the annual Greek-wide community service event-Day of Demeter, attended District Conclave, organized the Pizza for Parkinson's Research fundraiser

Interfaith Outreach

September 2013-Current

Cornell United Religious Work

- Engage in interfaith dialogue and learning, attended the annual 9/11 Better Together: Braving the Bias dinner and Multicultural Shabbat

Student University Liaison

Spring 2012

Cornell University Red Carpet Society

- Hosted prospective students as an university representative

Member

Fall 2011-Spring 2012

Cornell University Club Swimming

- Attended weekly practices and competed in intercollegiate meets

VOLUNTEER & WORK EXPERIENCE

Nurse Assistant

June 2012-Current

Cayuga Medical Center Emergency Department

Externship

August 2013

Karen Tedesco, New York Oncology Hematology, P.C.

Cornell Cares Day

January 5, 2013

Regional Food Bank of Northeastern NY

Violinist

June 2011-Current

Christ the King Church

Administrative Assistant

June 2013-Current

Cornell University- Library Finance & Budget Office

Instructor, Tutor

Summer 2012

Kaplan Test Prep

Certified Swim Instructor, Lifeguard

May 2011-2012

Oxford Heights Apartment, Guilderland YMCA

RAIMUND G. RIEDL

210 Lake St. Apt 8C, 14850, Ithaca, NY
rgr82@cornell.edu | 607-379-5374

EDUCATION

CORNELL UNIVERSITY

Bachelor of Arts in Economics, Mathematics and German Studies

Ithaca, NY

Expected May 2015

- **Cumulative GPA:** 3.8/4.0 | **Major GPA:** 4.0/4.0
- **Honors:** Dean's List (all semesters) | NSCS (top 10% by GPA) | ODE International Economics Honor Society
- **Coursework:** PhD-level Monetary Economics • MBA-level Financial Modelling • Financial Economics • Econometrics
Microeconomics • Macroeconomics • Honors Analysis • Honors Linear Algebra & Calculus • Marx, Nietzsche & Freud

STANFORD UNIVERSITY

Cumulative GPA: A+ | SAT2 Math II: 800

Palo Alto, CA

2009-2011

- **Coursework:** Honors Calculus • Computer Science • C-Programming • Discrete Mathematics

PROFESSIONAL EXPERIENCE

ALLIANZ INVESTMENT MANAGEMENT

Analyst in the Office of the Chief Executive Officer

Munich, Germany

Summer 2013

- Collaborated with a team of three led by the CEO to develop data-driven Macro investment strategy for the firms' €500b+ portfolio of proprietary assets, based on a country-specific gap analysis to identify causes and effects of the euro crisis
- Performed hypothesis driven research by testing underlying macro-theses of existing portfolio allocations using state-specific mechanics of case studies to reorient the firms' asset portfolio in accordance with the ongoing current account/debt crisis
- Interpreted data from Stress-tests, Basel III compliance reports, Stability reforms from different sources (ECB, Governments, Buy and Sell-Side Research, IMF) with self-created proprietary methods, significantly adding points to Allianz's market outlook

ALLIANZ GLOBAL INVESTORS

Quantitative Investments Analyst

Hong Kong, Hong Kong

Summer 2012

- Created long-short quantitative models for current product pipelines (e.g. \$150m equity and fixed income portfolio) with consistent long-term positive returns, outperforming sector and country allocation models for Asia-Pacific region
- Incorporated analysis of information signals and identified pain points in trading system, eliminating false-positive signals
- Applied and tested economic theory to currently used models and made statistically significant improvements

BMW AUTOMOBILES GROUP

Business Analyst

Munich, Germany

Summer 2009

- Analyzed corporate financial data and collaborated with other analysts to present main findings to upper management
- Researched competitor products and developed ideas to expand existing product lines with additions to new models/versions

CAMPUS EXPERIENCE

CORNELL CONSULTING CLUB

President

Ithaca, NY

Spring 2012-Present

- Asked to run for president, and elected for two consecutive terms to organically grow the organization into a sustainable entity
- Secured six engagements across five industries in three countries for the revenue-generating consulting organization, including a top-10 business school, a \$5bn US-based airline, top-10 VC firm, European asset manager and transnational NGO
- Managed project team in analyzing contract favorability and conducting hypothesis driven research to leverage existing structures of asset manager expanding into a new country, growing revenues by 14% in the first quarter
- Supervised development of marketing strategy for top-10 business school, increasing applications from the Ivy League by 23%
- Oversaw project restructuring a NGO with 14k employees to recreate a competitive advantage by adding new business lines
- Engaged in joint venture with big-4 audit/consulting firm to enhance learning curve and experience of CCC's project teams

CORNELL UNIVERSITY ECONOMICS DEPARTMENT

Teaching Assistant

Ithaca, NY

Spring 2012-Present

- Designed syllabus and lectures for Prof. Karl Shell's macroeconomics class; this position is usually reserved for PhD students
- L lectured during sections for a class of 50, answered questions during office hours, wrote and graded exams

MUTUAL INVESTMENT CLUB OF CORNELL

Chief Investment Officer

Ithaca, NY

Fall 2011-Present

- Led the operational investing business with 110 analysts managing \$75k portfolio; developed outperforming investment strategy
- Created mentor program and advisory boards to include strategic insight and experienced perspective to the investment process
- Restructured the research teams and portfolio by consolidating investment theses, risk analysis and selling off legacy positions
- Directed the addition of a strategic investment fund to manage complex investments and reduce response time to market data

SKILLS/INTERESTS

- **Spoken Languages:** English (native) • German (native) • Spanish (proficient) • Italian (proficient)
- **Computer Languages and Skills:** Bloomberg • C • C++ • CapIQ • DataStream • FactSet • STATA • VBA
- **Interests:** Badminton • Golf • Offshore Sailing • Piano • Scouting • Cooking • Fishing • Scuba Diving • Ancient Egypt

Current Address
312 College Ave, Apt. 101
Ithaca, NY 14850

Valentina Rodriguez

vr233@cornell.edu
(561)789-6608

Permanent Address
4167 Briarcliff Circle
Boca Raton, FL 33496

EDUCATION

Cornell University BS ILR School, Double Minor in Business & Economics
Major GPA: 3.35; Cumulative GPA 3.00

Ithaca, NY
May 2015

Coursework: Organizational Behavior ♦ Finance ♦ Financial Accounting ♦ Statistics ♦ Business Management ♦ Marketing ♦ Labor Economics ♦ Human Resource Management ♦ Collective Bargaining ♦ Microeconomics ♦ Macroeconomics

Pine Crest School; Cum Laude Society
GPA: 4.33; SAT: Reading - 730, Writing - 800, Math II - 750

Fort Lauderdale, FL
June 2011

WORK EXPERIENCE

Cornell Days

Winter Externship

• Invited to attend Cornell Days at UBS, Goldman Sachs, Barclays, Deutsche Bank, BNP Paribas, and Citi

New York, NY

January 2014

Berke-Weiss & Pechman LLP

Summer Legal Intern

- Organized and integrated over 8,000 legal documents, both paper and digitized
- Created models for calculation of damages claims by integration of thousands of employee files and associated laws and regulations, to be used as substantive basis for mediation and court proceedings
- Increased accuracy of original damages calculations to raise claims by \$100,000+ per plaintiff in class-action suit
- Sorted and compiled discovery data and legal research; conducted document review
- Participated in client meetings as well as pre-trial, trial, and post-trial proceedings

New York, NY

June 2013 - July 2013

Cornell Consulting Club

Associate

- Accepted as Business Analyst into oldest undergraduate consulting club on campus, with 2% acceptance rate
- Researched and presented competitor analysis regressions, portfolios, & value generation methods for value investing conference client
- Analyzed international market & past attendee insights and developed actionable marketing & customer relationship management strategies for international value investing conference client
- Promoted to Associate based on performance review metrics after one semester as a Business Analyst

Ithaca, NY

August 2013 - Present

Breakthrough Collaborative

Operations Intern

- Obtained & organized food donations for 250 students in the summer program from national & local patrons
- Categorized & organized documentation and storage facilities
- Developed digitized files for student records of over 300 students
- Directed outside donations & parental relations

Fort Lauderdale, FL

June 2009 - July 2010

LEADERSHIP EXPERIENCE

Cornell Women's Varsity Rowing Team

Coxswain

- Managed the dynamics of 8 rowers both on and off the water
- Took command of the team of 45 rowers; led practices and executed race strategies
- Coordinated with coaches and other crews to facilitate a safe and competitive environment for the team
- Dedicate 25+ hours/week year round
- Qualified for NCAA Women's Rowing Championships in Spring 2013

Ithaca, NY

August 2012 - Present

Cornell University Panhellenic Association

Vice-President of Formal Membership Recruitment

- Oversee technical aspects of recruitment and organize formal recruitment process, including all scheduling and budgeting, for all 12 chapters consisting of 1,500+ current members and 900+ potential new members
- Maintain accurate recruitment statistics, oversee the computer system used for formal recruitment, and train those assisting with the recruitment computer system
- Serve as chair of the Recruitment Standing Committee; enforce University Rules & Regulations

Ithaca, NY

November 2013 - Present

Alpha Phi Fraternity

Vice-President of Risk Management

- Chaired Judiciary Board enforcing Chapter, Fraternity, & University Rules & Regulations for 146 members
- Directed Program Council in charge of planning 2 fundraisers & 4 formal events per semester, and 3-5 social events per week; ensured all events met Chapter, Fraternity, & University Standards, Rules, & Regulations
- Established & oversaw Risk Management Department goals, provided strategic guidance, delegated tasks, ensured each Director was achieving duties & goals of her office; managed \$50,150 annual budget

Ithaca, NY

November 2012 - November 2013

SKILLS & ACTIVITIES

Languages

English (native), Spanish (native), French (proficient), Portuguese (basic)

Interests

Running, Hiking, Bikram Yoga, Traveling, Gastronomy, Global Markets, Foreign Diplomacy

Gary Rosenblatt

3 Rubin Lane, Woodbury, NY 11797
(516) 965 0844 | gsr48@cornell.edu
LinkedIn: www.linkedin.com/in/garyrosenblatt

EDUCATION

Cornell University, Ithaca, NY Expected Graduation May, 2015

Dyson School – B.S. Applied Economics and Management; Major GPA: 3.96; SAT 2340

- **Honors:** Dyson Scholar (*top 10% of class*); Dean's List
- **Relevant Coursework:** Finance • Business Statistics & Forecasting • Financial Accounting • Derivatives and Risk • Computational Methods for Economics • Advanced Corporate Finance • Calculus for Engineers • Resource Economics • Physics I/II • Marketing • Mandarin Chinese
- **Teaching Assistantships:** Spreadsheet Modeling for Economics (*AEM 2010*)
- **Independent Coursework:** Advanced Spreadsheet Modeling (*Harvard Business School*) • Computation & Programming (*MIT*)

LEADERSHIP DEVELOPMENT

Cornell Quantitative Finance Organization Fall 2013 – Present

Equity Research Analyst & Algorithmic Trading Group

- Perform equity research utilizing multiple techniques for company valuation and modeling
- Develop automated algorithmic trading strategies working with Python and financial APIs
- Manage QFO portfolio with focus on maximizing alpha

Cornell Alpha Fund Fall 2013 – Present

Financial Sector Associate

- Leverage quantitative and qualitative skillsets to perform in-depth equity research analysis
- Create and present stock pitches to the fund for portfolio investment
- Mentor and teach other members in a financial market analysis educational series

Musicom / Just About Music Housing Division Fall 2011 – Present

Treasurer/VP of Finance

- JAM dormitory-centered group fostering musicians and social events at Cornell
- Elected Treasurer each year, responsible for all financial activity, budgets, purchases
- Presented conclusive future return analysis, which led University to triple annual budget allocated

AWARDS & ACHIEVEMENTS

Intel Science Talent Search – Semi-Finalist Spring 2011

- *Economic Indicators as Stock Market Gauges*; only economic research paper selected

American Regions Mathematics League Spring 2011

- Prestigious annual mathematics competition – ranked in top-tier Division A nationally

UPenn Wharton School of Business – Leadership in the Business World Program Summer 2010

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Advanced Excel Modeling, Visual Basic for Applications, Python, Bloomberg, Data Analysis/Forecasting, Quantitative Research, Minitab, SPSS, @RISK

Languages: Mandarin Chinese (High Intermediate), Spanish (Advanced)

Volunteering: Cornell Orientation Leader for Incoming Freshmen, Owego (NY) Flood Relief Work, Relay for Life Fundraising Team Leader

Interests: Accomplished Musician (Euphonium/Guitar/Piano), Baseball, Tennis, Speech & Debate

Travel: Australia, England, France, New Zealand

ALEXANDER S. ROSENBLUTH

914-648-8876 • asr267@cornell.edu

CURRENT ADDRESS:

312 College Avenue, Apt. 306
Ithaca, NY 14850

PERMANENT ADDRESS:

321 Stone Hill Road
Pound Ridge, NY 10576

EDUCATION

Cornell University, Ithaca, NY
Candidate for Bachelor of Science Degree, *May 2015*
Major in Industrial and Labor Relations, *Concentration in Negotiation*
Double Minor in Business and Real Estate Finance
GPA: 3.4; Dean's List; *ACT: 33 Math, 33 Reading, 34 English, 31 Science (~2220 SAT)*
Mutual Investment Club of Cornell, *Healthcare Sector Analyst*
ILR Sports Business Society
Trinity College, Hartford, CT
Faculty Honors
NCAA Division III Men's Tennis
Guaranteed Transfer to Cornell University for Fall 2012
Choate Rosemary Hall, Wallingford, CT
Class of 2011; Dean's List
Investment Club, *Officer*
Memorial House Prefect/Leader
Varsity Tennis and Cross Country

RELEVANT COURSES

Valuation of Capital Investment, Finance, Collective Bargaining (Negotiation), Financial Accounting, Personal Financial Management, Marketing, Financial Markets & Institutions, Entrepreneurship

WORK EXPERIENCE

Sector Analyst September 2012-Present
The Mutual Investment Club of Cornell
Ithaca, NY
The Mutual Investment Club of Cornell is the largest student-run fund at Cornell University (AUM~\$75,000). I am currently in my third semester as a Healthcare Sector Analyst. Each sector is responsible for pitching an investment each semester in a professional manner (all pitches are required to use DCF models). The healthcare sector has a realized gain of approximately 20% over the past year.

Institutional Sales Summer Analyst June 2013-August 2013
Van Eck Global
New York, NY
10-week summer internship program with Van Eck Global, a leading U.S. Investment Management firm that provides mutual funds, exchange-traded products (ETPs), and alternative investments/hedge funds. I worked as a summer analyst tracking institutional trade activity, while providing analytics with regard to how the firm's performance was affected by current hard assets, energy, and emerging markets trends.

Credit Intern May 2012-August 2012
UBS Private Wealth Management
New York, NY
10-week summer internship with UBS' *The Livaccari Shapiro Group*. The primary targets of this team were high-wealth executives of technology & digital media companies. Also spent time with different Managing Directors and shadowed an equity research analyst in the Investment Bank.

CEO March 2011-June 2011
CRH Cases
Wallingford, CT
I co-founded and managed an on-campus business that generated over \$3500 in revenue over the course of my senior spring semester by selling school-branded iPhone and Blackberry cases. Upon my graduation, operations were contracted out to the school's bookstore.

SKILLS AND INTERESTS

- **Certifications/Training:** Completed an Investment Banking training course through Wall St. Training.
- **Technical Skills:** Intermediate Excel, Bloomberg, Capital IQ, and Morningstar.
- **Languages:** Native Speaker of English. Basic proficiency in French.
- **Competitive Tennis:** NCAA Division III Men's Tennis at Trinity College; USTA Nationally & Sectionally ranked Junior; #1 Singles/Doubles at Choate Rosemary Hall.
- **Interests:** Hockey, Tennis, Golf, Stock Trading, Guitar, and Professional Music/Sound Engineering.

ARNAV SAHU

301 Bryant Avenue, Ithaca, NY | Email: as944@cornell.edu | Telephone: (302)-430-4524

EDUCATION

Cornell University, Ithaca, NY | College of Arts and Sciences

Expected May 2015

Bachelor of Arts in Economics, Double Minor in International Relations & Business

• **Major GPA: 4.00** • **Cumulative GPA: 3.92**

• **Tata Scholar:** Full tuition scholarship awarded annually to six Cornell students

Relevant Courses: • Financial Accounting • Corporate Finance • Statistics • Econometrics • International Finance
• Microeconomics & Macroeconomics • Monetary Theory & Policy

EXPERIENCE

The Brookings Institution, Washington, DC | Global Economy Research Analyst

May–July 2013

- Drafted research report on Federal Reserve's balance sheet, analyzing impact of rising interest rates on Fed's asset-liability maturity mismatch & duration risk; concluded a potential \$200 billion loss for the Fed.
- Analyzed impact of Fed's QE on post-crisis market performance of U.S. dollar; concluded a 15% dollar depreciation due to Fed's QE.
- Enhanced Brookings-Financial Times 'TIGER' (Tracking Indices for Global Economic Recovery) by creating new GDP-weighted financial models for the composite indices.
- Managed firm-wide reports and bulletins on weekly market drivers of Treasury securities & interest rates.

Standard Chartered Bank, Mumbai | Asset Management Analyst

June–Aug. 2012

- Developed Strategic Asset Allocation (SAA) metrics for 10 clients highly exposed to corporate high-yield debt; successfully increased client returns by 4%.
- Presented weekly portfolio updates to the bank's top 20% retail clients on their 10 yr. Indian gov. bond investments.
- Updated asset allocation financial models for the bank's \$2 million investments in money market instruments.
- Collaborated with Managing Director in developing investor manual of the bank's debt products, currently used across all regional offices.

PUBLICATIONS & RESEARCH

Financial Times Report- *Too Early to Declare Recovery Victory* | Contributor

Published Oct. 6, 2013

- Co-headed data modeling & analysis team for Financial Times report on global economic recovery, '*Too Early to Declare Recovery Victory*', Eswar Prasad, Financial Times, Oct. 6, 2013.

Prof. Eswar Prasad, Former IMF China Division Head | Research Assistant

Oct. 2012–Present

- Prepared research reports on U.S. economic data such as Federal Reserve liquidity swaps, Treasury yield curve & U.S. debt ownership for book, '*The Dollar Trap*.'
- Analyzed foreign exchange intervention strategies of emerging markets during financial crisis.

LEADERSHIP & ACTIVITIES

Cornell Daily Sun | Business News Writer

Aug. 2013–Present

- Co-developed new business news section in the paper that focuses on global business news.
- Led 5-member team to enhance the communication system between writers & the student body.

Mutual Investment Club of Cornell | Healthcare Sector Analyst

Jan. 2013–Present

- Presented group stock pitches to club's 100+ members using valuation models such as DCF & Comparable Analysis.

Cornell Federal Reserve Challenge Club | Team Member

Jan. 2013–Present

- Led 15-member group presentations on monetary policy to economists at regional Federal Reserve Banks.

Student Assembly Finance Commission | Performance Development Team

Aug. 2012–Aug. 2013

- Successfully developed online tier system to distribute funds worth \$1 million to Cornell student clubs.
- Presented plan to Student Assembly to improve funding allocation efficiency to 30 Cornell student clubs.

Cornell International Affairs Society | Vice-President

Aug. 2012–Aug. 2013

- Organized collegiate Model United Nation conferences with attendance of 600+ participants & 20+ schools.
- Awarded Model UN Outstanding Delegate awards in 100+ member committees at Harvard, Yale & Penn State.

Cornell International Students Board | Team Member

Aug. 2012–Aug. 2013

- Successfully organized campus-wide events such as Asia Night, International Film Festival attended by 200+ students.

HOBBIES

- Soccer • Mountaineering • Writing (Writer for India's leading newspaper, Times of India) • Filmmaking

Current Address:
10 Sisson Place
Ithaca, NY 14853

Alex Sarnoff
ams556@cornell.edu
914-406-0508

Permanent Address:
22 Patterson Road
Pound Ridge, NY 10576

EDUCATION

Cornell University, Dyson School of Applied Economics and Management Expected May 2015

- Major: Applied Economics and Management with a Specialization in Finance
- Major GPA: **3.88/4.00**; Cumulative GPA: **3.80/4.00**
- College Awards: Guller Young Scholars Award • Dean's List: Spring 2013, Fall 2012, Spring 2012, Fall 2011
- High School Awards: New York State Scholarship for Academic Excellence • AP Scholar with Distinction • Scholar Athlete Award • Senior Athlete Award • National Honors Society (Treasurer)

INTERNSHIPS

Barnum Financial Group, MetLife Elmsford, NY

- Built client relationships and tailored investment strategies to individual needs Summer 2013
- Organized client data and information using Excel
- Assisted supervisor in constructing client portfolios using MetLife asset allocation software
- Followed up on client meetings with related paperwork

American Movie Classics: YEAH (Facebook movie streaming application) New York, NY

- Coordinated social media marketing activities with Rocket Fuel Inc. Summer 2012
- Analyzed metrics about usage and subscription rates
- Prepared weekly reports concerning new promotional activity, financing, and marketing strategies
- Edited curated content before going live on the application

Smart Energy Capital White Plains, NY

- Utilized Pictometry Online to extract images for potential addresses, and PV Watts 2 to estimate the energy generated from solar panels by potential investments Summer 2012
- Assessed the feasibility of addresses for future investments
- Observed interactions with clientele on company calls

EXTERNSHIPS

Capital One Summit for Developing Leaders McLean, VA

- Attended networking and informative events, learned about internship opportunities and the financial services industry Summer 2013
- Developed analytical and teamwork skills by participating in a case competition

J.P. Morgan Launching Leaders Spring Experience New York, NY

- Participated in networking session, résumé review, mock interview, and leadership panel Spring 2013

Andor Capital Management Rye Brook, NY

- Explored departments and structure of the technology-based hedge fund while learning about daily activities Winter 2013
- Worked with COO to analyze foreign markets prior to opening of U.S. stock market, and viewed the firm's current portfolio
- Observed head trader execute trades and communicated with potential buyers and sellers

OTHER EXPERIENCE

Managerial Economics Teaching Assistant Ithaca, NY

- Attend lectures, proctor exams, and grade assignments Fall 2013-Present

Derby Clothing: Co-Head of Sales and Marketing Ithaca, NY

- Search for potential retailers and mediums to expand Derby's clothing line Fall 2012-Present
- Design marketing campaign using social media (managed Facebook page) and other outlets
- Launched Kickstarter campaign to generate \$3,275 of funding

C. Charles Jackson Foundation Leadership Certificate Program Ithaca, NY

- Completed a series of intensive personal awareness and teambuilding workshops Spring 2013
- Practiced leadership capacity in resolving conflicts, ethical decision-making, and enhancing communication skills

Cornell Marketing Association Ithaca, NY

- Developed on-campus marketing campaign for American Marketing Association's Saves Lives Program Fall 2012
- Used social media campaigns, event sponsorship, and other viral communications to reach out to the 14,000 Cornell undergrads
- Worked with Johnson School of Management to help local vendor (Culinary Kiosk) market products at Wegmans

SKILLS, ACTIVITIES, & INTERESTS

Skills: Basic speaking knowledge and advanced comprehension of Spanish language • VBA • Microsoft Office

Activities: Sigma Alpha Mu Fraternity • BOLD Points to Success Program • Boys & Girls Club Young Professionals Advisory Council

Interests: Personal Investing • Intramural Soccer • Intramural Basketball (Co-Captain) • Physical Fitness

Current Address:
410 Elmwood Ave
Ithaca, NY 14850

Kerry Schubert

kas395@cornell.edu
(484) 319-1696

Permanent Address:
204 Afton Way
West Chester PA, 19380

Education

Cornell University, Ithaca, NY- Graduating Spring 2015 **Fall 2011- Present**
Major: Hospitality Management **Minor:** Corporate Finance

Work Experience

ARAMARK Intern: Citi Field, Flushing, NY **Summer 2013**

- Responsible for posting financial data and inventory data after each game and event
- Looked at financial data to increase revenue management
- Created Excel Model for product placement and staffing that is currently used by the Vending department
- Focused in vending department during games and managed over 50 employees during games
- Hosted 2013 MLB All Star Game

Special Events Intern: Waynesborough Country Club, Paoli, PA **Summer 2012**

- Assisting in planning special events, including working with budgets and innovative thinking
- Managed special events by leading teams of up to 12 staff members
- Responsible for fully coordinating Labor Day Party at the clubhouse with over 500 guests in attendance

Moodcount.com Representative: Cornell University **October 2012- October 2013**

- Served as the website representative for Cornell University
- Responsible for marketing newly developed site to college students
- Came up with daily creative approaches via social networks to advertise the website and generate traffic on the website

Food and Beverage Intern: Waynesborough Country Club, Paoli, PA **Summer 2011**

- Worked directly with food and beverage team to oversee daily operations
- Dealt with customers on the floor to solve problems and ensure satisfaction
- Worked with managers to analyze profit and trends

Leadership Activities

Cornell Women's Varsity Soccer Team: **Fall 2011-Present**

- Team leader and impact player
- Participate and coordinate philanthropic events to integrate the team within the community
- Volunteer coach for Ithaca youth soccer program

Delta Gamma- Chi Chapter **2012- Present**

- Assist in organizing three philanthropic events a year
- Oversee recruitment activities including rush events and schedules

Honors and Achievements

Recipient of 2012 Pennsylvania Restaurant Association Academic Scholarship
National Honor Society Treasurers, 2010-2011
Spanish and Mathematics Honor Societies, 2010-2011
Distinguished and/or First Honors, 2007-2011

AUSTIN SHIAU

21 Farm Road
Los Altos, CA 94024

(650) 521-7454 / as2694@cornell.edu
U.S. Citizen

124 Triphammer Road
Ithaca, NY 14850

EDUCATION

Cornell University School of Hotel Administration (Class of '15) Candidate for B.Sc. in Hotel Administration w/ Real Estate Minor GPA: 3.4 (Awarded Dean's List Honors Fall '12) Relevant Coursework: Hospitality Real Estate Finance Statistics Financial & Managerial Accounting Macro & Micro Economics Hospitality Development & Planning Business Computing (SP '14-Investment Analysis & Portfolio Management)	Ithaca, NY 2011 - Present
Tsinghua University School of Social Sciences Semester Study Abroad	Beijing, China Fall 2013
Palo Alto High School GPA: 3.96, SAT: 2270 (Math: 760, Writing: 770, Critical Reading: 740)	Palo Alto, CA 2008 - 2011
Hong Kong International School & American School in Japan	Hong Kong, China & Tokyo, Japan 1996 - 2008

EXPERIENCE

Cypress Capital <i>Real Estate Analyst</i> <ul style="list-style-type: none">Assisted our family real estate company which invests in California, New York, and Hong Kong	New York, NY 2010 - Present
The Chartres Lodging Group <i>Asset Management and Acquisitions Summer Analyst</i> <ul style="list-style-type: none">Conducted quantitative analyses for the VPs and composed reports to distribute to the partnership, to drive profits and enhance value for the firm's portfolio of luxury and upscale hotels and resorts	San Francisco, CA Summer 2013
UCHK Consulting Limited <i>Real Estate Investment Intern</i> <ul style="list-style-type: none">Sourced wealthy investors in China looking to purchase luxury real estate (up to A\$50mm per deal)	Beijing, China Fall 2013
Hilton Guangzhou Tianhe <i>Front Office Management Intern</i> <ul style="list-style-type: none">Managed and processed guest requests at the Concierge and Front Desk of the 550 room 5-star hotel	Guangzhou, China Summer 2012
Rosewood Sand Hill <i>Purchasing Associate</i> <ul style="list-style-type: none">Supported cross-departmental procurement and operations for the 121 room luxury property	Menlo Park, CA Summer 2010

EXTRACURRICULAR ACTIVITIES

Real Estate Sector Analyst (previously w/ Macro Sector), Mutual Investment Club of Cornell <ul style="list-style-type: none">Contributed to the asset management of the funds AUM of \$70k (increased by \$20k since my arrival)Accepted into the fund as a Freshman (only 4% of total applicants were accepted Freshmen)	2011 - Present
Research Analyst, Cornell Real Estate Club <ul style="list-style-type: none">Studied current real estate market conditions and networked with industry professionals	2011 - Present
Portfolio Manager, Investment Competition hosted by a former partner of Caxton Associates <ul style="list-style-type: none">Awarded MVP distinction of the winning team by recording 34.13% returns in a 6-month investing period	Spring 2011
Administrative Assistant, Cornell University Southeast Asia Program <ul style="list-style-type: none">Helped manage and support the daily operations of the Program	2012 - 2013

SKILLS AND INTERESTS

Language: Proficient fluency in Mandarin writing, reading, and speaking

Interests: Golf, Skiing, Poker, Soccer (HS Varsity Starting Keeper), Volunteer Work (Founded ICM: NorCal)

DAVID SKUTELSKY

95 Lyman Place, Staten Island, NY 10304
646-255-6304 • ds932@cornell.edu

EDUCATION

Cornell University

B.S. in Applied Economics and Management; Finance Concentration

• **GPA:** 3.89

• **Honors:** Dean's List all semesters

Ithaca, New York

Expected May 2015

WORK EXPERIENCE

Meson Capital Partners

Summer Analyst

San Francisco, CA

May 2013 – September 2013

- Analyzed small-cap companies at all stages of the research process at activist hedge fund
- Assisted in the due diligence of a number of prospective investments including an e-commerce retailer, a logistics company, and a pharmaceutical company – two of which became fund positions
 - Developed reports on researched companies' competitive positions, margin/cost estimates, and major product/project analyses
 - Created industry contact lists and participated in phone calls with company CEO
- Independently researched and pitched a logistics company that was subsequently put on the fund's watch list
- Conducted historical case studies of past stocks and presented findings to the investment team
 - Researched the 50 best and worst performing small-cap stocks since 2007, identifying recurring qualitative patterns and catalysts
 - Performed quantitative analysis of stock performance within certain criteria from 1996-2013

Perfect Interior Design

Business Development and Customer Relations Management

New York, NY

April 2011 – March 2012

- Managed supplier relations and drop-shipping website for a leading NYC hardwood flooring showroom
- Oversaw the expansion of online product offering to eBay and Amazon that resulted in sales increasing by 50%
- Led new business development initiative focused on commercial clients in order to further establish market presence that resulted in the addition of approximately 5 commercial clients

US Figure Skating

Elite-Level Skater

New York, NY

September 2000– August 2012

- Trained for 11 years as an elite-level skater and attained US Figure Skating double gold medalist status – less than 3% of skaters are awarded this status each year
- First place at 2009 Lake Placid Original Dance Competition
- Gave figure skating and ice hockey lessons to students of all levels in 5-10 person groups

EXTRACURRICULAR EXPERIENCE

2013 Cornell Undergraduate Stock Pitch Challenge

1st Place

Ithaca, NY

September 2013

- Competed by pitching 2 stocks against teams from other universities including Wharton, Harvard, and MIT
- Judges included investment professionals from top mutual funds such as Fidelity, Putnam, and Wellington
- Coordinated as a 3-person team to develop thesis, economic model, and presentation on both stocks in 10 days

Personal Account

Investor

New York, NY

December 2011– Present

- Invested in urban retailer turnaround, CTRN, before the stock rallied 50% within 5 months
 - Diligence included store visits, customer interviews, and a detailed economic model
- Apply lessons from over 30 books on business and investing to managing a personal portfolio
 - Books read include "The Intelligent Investor," "You Can Be a Stock Market Genius," and "Competition Demystified"

Cornell Alpha Fund

Associate

New York, NY

September 2013– Present

- Perform investment analysis as part of a 5-person team in an undergraduate club with a \$20,000 portfolio
- Improved presentation and leadership skills by presenting "Buy" recommendations for 2 stocks to over 40 students

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in English and Russian

Activities: Skating Club, Figure Skating Coach, Cornell Board of Portfolio Managers

Interests: Investing, Entrepreneurship, Personal Development, Startups, Tennis

NIKHITA SURAPANENI

3313 Wyndham Circle Apt. 4207 Alexandria, VA 22302
(248)-974-3850 • Ns456@cornell.edu

EDUCATION

Cornell University, Charles H. Dyson School of Business, Ithaca, NY Expected Graduation: January 2015
Candidate for Bachelor of Science in Applied Economics and Management

- Cumulative GPA: 3.40/4.00

Università Bocconi, Milan, Italy August 2013—December 2013

- Ameliorated Italian comprehension and conversation skills during a four-month study abroad program
- Attained knowledge about differing political structures in America and Europe and non-profit business law practices

Relevant Coursework: Finance • Managerial Economics • Financial and Managerial Accounting • Marketing • Non-Profit Law

Honors/Awards: C. W. Sadd Memorial Scholarship • Leadership Certificate Program (2012-2013) • Sustainable Enterprise Case Competition 2012—Third Place • Dean's List (2012) • Summa Cum Laude—Novi High School 2011 • National Merit Commended

PROFESSIONAL EXPERIENCE

Quadrivio Capital SGR, Milan, Italy September 2013—December 2013
Private Equity Intern

- Reengineered current fund allocations in online database to include merging company, Quadrivio Group, \$1.2 billion assets
- Forecasted investment outlooks and recommended new funds with high value add to diversify company portfolio

Henry Ford Health Systems, Detroit, MI May 2013—August 2013

Treasury Advisory Analyst

- Pioneered Buy/Lease Analysis to reduce spending in 7-site hospital chain by identifying improvement areas in supply chain
- Compiled audit report of fourth quarter investments and assessed trends in market to aid configuration of 2014 fund portfolio

Breakthrough Collaborative (Teach for America), Coconut Grove, FL June 2013—August 2013

Mathematics Instructor

- Mentored over 200 students at Breakthrough's largest global site to promote academic unity in and outside the classroom
- Taught mathematics to high-achieving students from disadvantaged families to aid entrance into college-preparatory programs

Tompkins Cooperative Extension, Ithaca, NY May 2012—August 2012

Energy Corps Educator

- Redesigned media servers to inform citizens of their rights to NYSERDA Subsidy and Grant Program
- Penetrated rural markets in Tompkins County by co-pitching free home energy assessments to 15+ frequented establishments
- Prepared marketing plan for Fall 2012 with objective to target areas of gratuitous energy loss in Tompkins County

LEADERSHIP EXPERIENCE

Association of Latino Professionals in Finance and Accounting (ALPFA), Ithaca, NY January 2013—Present
Treasurer, Re-Founding Member

- Reestablished association after three year hiatus to enlarge existing 23,000 member community and develop professional talent
- Communicated with Student Assembly Funding Committee and corporate sponsors to generate club funding

BANGS International, Ithaca, NY November 2012—January 2014

Vice President Campus Ambassador

- Served as public face and liaison to find business partners who could provide promotion opportunities
- Arranged information booths and on-campus events to increase awareness for six complex global health issues

Slope Media Group, Ithaca, NY August 2011—May 2013

Co-Director Public Relations

- Generated over \$1000 in revenue by selling Slope Media Magazine ad sales to Cornell, Ithaca College, and Tompkins County
- Spearheaded Slope Magazine Launch Party for Spring 2011 by apportioning \$400 in funds and selecting venue

OTHER EXPERIENCE

U.S. Statistical Market Research, Ithaca, NY August 2012—Present
Research Assistant

- Conducted research for Professor Sharon Pochtzer, analyzing correlation of commodities pricing and consumer confidence
- Compiled comprehensive report to be presented to Dyson School of Business department heads in Spring 2014

Alpha Phi Omega Service Fraternity (APO), Ithaca, NY August 2012—Present

- Arbitrated between 350-member service fraternity and local establishments by organizing and supervising volunteer events

SKILLS, INTERESTS & CONFERENCES

Skills: Intermediate Excel Spreadsheet Modeling, Adobe Suite, Fluent in Telugu, Beginner in Italian

Interests: Bikram Yoga, Short Story Writing/Personal Blogging, Tennis, Traveling

Conferences: Harvard Women's Business Conference (2011), Boston Entrepreneurship Conference (2013)

Nenad “Ned” Tomic

408 Dryden Rd., Apt. 3
Ithaca, NY 14850
440-227-1631 | nt238@cornell.edu

EDUCATION

- Cornell University** **Ithaca, New York**
Charles H. Dyson School of Applied Economics and Management Expected May 2015
- **Majors:** Applied Economics and Management (Finance), Biometry and Statistics (Actuarial)
 - **GPA:** 4.15/ 4.00
 - **Honors:** Dean’s List: Fall 2011, Spring 2012, Fall 2012, Spring 2013, Fall 2013; Member of 400 Club (student-athlete with 4.0 GPA or better); High School Class Rank: 1/386
 - **Relevant Coursework:** Finance, Accounting (Financial & Managerial), Probability Models

WORK & LEADERSHIP EXPERIENCE

- Lubrizol Corporation** **Brecksville, Ohio**
Intern, New Business Development July 2013 – August 2013
- Assisted in organizing and analyzing current business framework, while providing research and insight into possible future markets, focusing on competition and economic factors
 - Selected Project Experience:
 - Analysis of Current Sales
 - Used spreadsheet modeling to present company’s current position in plastics compounding industry and identified viable options and opportunities for future growth
 - Market Research and Insight
 - Concentrated on supply of raw materials and demand for compounded elastomers in defining and explaining previously unknown market to management; demonstrating teamwork, communication skills, and ability to take direction on an ambiguous management question
 - Explored competitive framework to determine whether certain high-growth or high-volume markets were practical for Lubrizol, developing insights on how to successfully compete

- NRBClub, Cornell Sports School** **North Royalton, Ohio; Ithaca, New York**
Head Camp Manager and Instructor June 2010 – June 2013
- Managed client relations at NRBClub, an essential function to the survival of the organization
 - Instructed and refereed youth basketball, while working with owner to increase quality of program
 - Aided in developing brand of company and promoting youth sports in community

- Collegiate Men’s Basketball** **Ithaca, New York**
Cornell University Big Red (NCAA DI) August 2011 – current
- Demonstrate dedication in conditioning and skill development to ensure athletic success
 - Participate in activities that require time management and attention to detail on a day-to-day basis
 - Showcase ability to work in stressful environments and deliver results in less-than-ideal situations

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in English, Serbian

Technical Skills: R Software Package, familiarity with Java and C++

Training: Coursework in Statistical Computing, Sampling, Calculus, and Linear Algebra

Activities: Feed My Starving Children, Special Olympics, Special Day for Special People Carnival

Interests: Golf (high-school varsity experience), Professional and NCAA Sports, Entrepreneurship

IVANA TONG

Current Address
409 Carl Becker
Ithaca, NY 14853

(347) 609-2982 • it92@cornell.edu

Permanent Address
1115 East 100 Street
Brooklyn, NY 11236

EDUCATION

Cornell University, ILR School, Ithaca, NY Expected May 2015
Bachelor of Science in Industrial and Labor Relations 3.45 G.P.A.
University of Warwick, Warwick Business School, Coventry, UK September 2013-December 2013
Renmin University, The School of Labor and Human Resources, Beijing, China July 2013-August 2013
University of Notre Dame, Notre Dame, IN August 2011-May 2012
Completed 36 credit hours 3.60 G.P.A.
The Bronx High School of Science, Bronx, NY September 2007-July 2011

HONORS

Dean's List (Spring 2012-Spring 2013) • First Place, University of Notre Dame Chinese Speech Contest

RELEVANT EXPERIENCE

SalesBus, New York, NY August 2013-September 2013
Business Development Lead

- Headed female-consumer sector; identified and cultivated partnerships with high-potential brands
- Developed, marketed and managed Sales & Marketing Campus Director program
- Assessed successful marketing strategies and reported conclusions to CEO for implementation

LaunchPad LI, Mineola, NY June 2013-September 2013
Business Development Analyst

- Spearheaded development of college pitch night and female-entrepreneurship events
- Cultivated media, college entrepreneurship and female founded startup partnerships
- Analyzed competitors and reported findings to Vice President

Knightmare on Wall Street, New York, NY May 2013-July 2013
Lead Research Intern

- Led research on high-frequency trading with focus on the Knight Capital Group (KCG) crisis
- Developed chapter discussing events leading up to the KCG crisis and Pipeline Trading
- Managed communications and timeline for cover design and book publishing

ADDITIONAL EXPERIENCE

City Year, New York, NY December 2012-January 2013
Development Extern

- Independently drafted and finalized annual parents stewardship letter to over 300 individuals
- Researched and developed acquisition strategies for potential donors
- Managed and organized donor database

Nate Shinagawa for New York, Ithaca, NY October 2012-November 2012
Finance Intern

- Researched potential donors and managed relations with them
- Oversaw invitation lists of fundraising events and stewardship letters
- Provided donor information to candidate during call time

Roundhouse Inc., New York, NY May 2012-August 2012
Intern

- Managed clients' inventory and served as liaison to buyers
- Generated UPC codes through Penfli system for clients
- Managed database system by cross-checking for duplicates

WORK EXPERIENCE

Willard Straight Hall, *Manager*, Ithaca, NY August 2012-Present
Abercrombie & Fitch, *Sales Associate*, New York, NY July 2012-August 2012
Starbucks, *Barista*, Notre Dame, IN August 2011-May 2012
Hollister Co., *Sales Associate*, New York, NY July 2011-August 2011

ACTIVITIES

Vice President of Internal Affairs, 85Broads • Public Relations Chair, New York City Service Initiative (NYCSI)
• Print Advertising Associate, The Cornell Daily Sun • Junior Apprentice, Society for Women in Business (SWIB) • Society for Human Resources Management (SHRM)

SPECIALIZED SKILLS

Computer: Microsoft Office Suite, Penfli, GXS Intertrade, Raiser's Edge, Streak
Language: Conversational Mandarin

Zachary B. Wald

zbw4@cornell.edu

201 College Avenue
Ithaca, New York 14850
(914) 874-3180

23 Innes Rd
Scarsdale, New York 10583
(914) 725-7173

EDUCATION: Cornell University, School of Industrial and Labor Relations, Ithaca, NY

Candidate for Bachelor of Science Degree May 2015
Cumulative GPA: 3.5
Honors: **Dean's List** – Fall 2013
Relevant Courses: US Labor History, Essential Desktop Applications, Statistics,
Labor and Employment Law, Collective Bargaining, and Marketing
Extracurricular Activities: Cornell ILR Ambassador, Cornell ILR Sports Business Society,
ILR Student Advisor

SUNY Purchase, Purchase, NY

Transfer Option – Freshmen Year for Cornell ILR August 2011-May 2012
Economics Major, Cumulative GPA: 4.0
Honors: **Dean's List** – Fall 2011 & Spring 2012

Scarsdale High School, Scarsdale, NY

September 2007-June 2011
Cumulative GPA: 3.7
Honors: New York State Assembly Community Service Achievement Award (2011)
Scarsdale Foundation Award for School and Community Service (2011)

EXPERIENCE: Iroquois Capital, LP

June-August 2013

Summer Intern at private equity and venture capital firm specializing in seed/start-up, early, mid, and late ventures.

- Researched stocks by reviewing earnings releases and monitoring quarterly conference calls.
- Attended presentations of investment opportunities and prepared summary reports.
- Analyzed data and provided recommendations to partners about potential investments.

Scarsdale Recreation Day Camp Counselor

Summer 2011 and 2012

Supply Assistant and Counselor at local day camp for children ages 5 to 13.

- Responsible for the distribution and maintenance of sports equipment and art supplies.
- Substituted for absent counselors on a regular basis.

Re-Election Campaign Intern for US Congresswoman Nita Lowey

July-August 2010

- Solicited potential voters and donors by telephone and email.
- Researched legislation and policy positions in preparing talking points for the candidate.
- Helped organize fundraiser with President Clinton.

Re-Election Campaign Intern for New York State Assemblywoman Amy Paulin

July-November 2010

- Organized campaign fundraisers.
- Canvassed potential voters over the telephone and by going door to door.
- Served as campaign photographer at numerous local events.
- Upgraded candidate's website with summaries of her achievements and policy positions.

COMMUNITY SERVICE AND OTHER ACTIVITIES

Midnight Run, Scarsdale High School

Fall 2009-Spring 2011

President of the largest school club. Organized efforts to fundraise, collect and deliver food and clothing to New York City homeless.

Westhab Homeless Shelter, White Plains, NY

Fall 2008-Spring 2011

Volunteer homework tutor for elementary school children.

SKILLS:

Proficient in Microsoft Excel (PivotTables, Nested IF, VLOOKUP, Charting, Sorting and Formatting), PowerPoint, Access and Word.

Haoxuan (Sean) Wang

Alice Cook House Room 315, Ithaca, NY 14850 • hw292@cornell.edu • (347)-205-5532

EDUCATION

CORNELL UNIVERSITY

Bachelor of Science, Applied Economics and Management/Biological Sciences

Ithaca, NY

Expected May 2015

- Major GPA: 4.00 • Cumulative GPA: 3.69 • SAT: 2290 (M—800, V—740, W—750)
- Honors: PricewaterhouseCoopers Advisory Case Competition 2013 3rd Place (2013), Dean's List (Spring 2012-Present)

BRONX HIGH SCHOOL OF SCIENCE

Advanced Regents Diploma

Bronx, NY

September 2007 – June 2011

- Honors: New York City Science and Engineering Fair Finalist, International Science and Engineering Fair Participant (Los Angeles, California), Intel Science Talent Search (Intel STS)/Westinghouse Science Talent Search Semifinalist

PROFESSIONAL EXPERIENCE

ELI LILLY AND COMPANY

Summer Research Analyst

New York, NY

May 2013 – August 2013

- Led a team of five to design cell based assays for the screening of antibodies with anti-tumor activity
- Developed data-driven quantification protocols to streamline the analysis of antibodies, enhancing efficiency by ~52% and screening over 60 novel leads since implementation
- Analyzed and presented the future preclinical drug prospects to Senior VPs; synthesizing results into internally published paper

J.P. MORGAN ASSET MANAGEMENT

Summer Extern

New York, NY

August 2013

- Conducted research and analysis of a global medical device company with USD ~\$1B market cap
- Built ad hoc models (comparables, discounted cash flow analysis, sum-of-the-parts) to assist in company's valuation
- Coordinated communications between clients and financial advisors

BRONX LEBANON HOSPITAL CENTER

Medical Intern

Bronx, NY

December 2012 – January 2013

- Optimized and implemented a patient tracking and scheduling system to prioritize patient treatments, enhance standard of care and reduce the number of patients failing to meet minimum post-treatment checkup requirements
- Managed databases to analyze patient retention rates, ensure patient information accuracy, and streamline accounting workflow
- Developed an understanding of basic diagnoses and common symptoms of various cases presented in the clinic

ALBERT EINSTEIN COLLEGE OF MEDICINE

Anatomy and Structural Biology Summer Intern

Bronx, NY

June 2009 – August 2011, June 2012 – August 2012

- Led a project with a team of four on the topic of tumor metastasis, producing an internally published paper and manuscript for publishing
- Conducted experiments on the role of different components in the cancer microenvironment play in tumor metastasis
- Refined protocols for multiphoton imaging systems to develop novel methodologies to track tumor cells *in vivo*

CAMPUS EXPERIENCE

MUTUAL INVESTMENT CLUB OF CORNELL

Sector Analyst, Healthcare and Quant Groups

Ithaca, NY

January 2013 - Present

- Created discounted cash flow models, Monte Carlo simulations, and pipeline valuation of a biotech company with a ~\$50B market cap that has since shown a ~75% return after a ~\$2,000 buy-in
- Finished second place in research analyst competition out of nine teams after presenting to the executive board and general body

CORNELL CONSULTING CLUB

Case Analyst

Ithaca, NY

September 2013 - Present

- Analyzed the US airline industry to create forward looking projections for an US based airline with a ~\$2B market cap
- Staffed on an engagement with a top 10 U.S. based business school to increase attendance for one of its auxillary programs

CORNELL UNIVERSITY MEN'S CLUB SOCCER TEAM

Player and Treasurer

Ithaca, NY

August 2011-Present

- Managed a \$4,000 budget for transportation, social events, referee costs, and field reservations for the team
- Directed resources towards a new recruiting process that resulted in a ~40% increase in turnout at summer and spring tryouts

SKILLS/INTERESTS

- Languages: Mandarin Chinese (Conversational Proficiency) • English (Native Proficiency)
- Skills: Microsoft Office Suite (Proficient) • Capital IQ (Proficient) • VBA (Basic) • Bloomberg Terminal (Basic)
- Interests: Piano (NYSSMA Level V Player) • Olympic Weightlifting • English Premier League • Track Cycling

Current Address
2 Forest Park Lane
Ithaca, NY 14853

Aaron J. Weiner

(646) 785-9254
ajw94@cornell.edu

Permanent Address
200 East 64th Street Apt. 28A
New York, NY 10065

EDUCATION

Cornell University, Dyson School of Applied Economics and Management, Ithaca, NY Expected May 2015

Specialization: Finance

Major GPA: 3.8/4.0; Cumulative GPA: 3.7/4.0; Dean's List

Relevant Courses: Business Management, Spreadsheet Modeling, Finance, Managerial Economics, Managerial and Financial Accounting

Riverdale Country School, Riverdale, NY

May 2011

Cumulative GPA: 3.7/4.0; SAT: 2120; Honor Roll

PROFESSIONAL EXPERIENCE

Bloomberg Tradebook, New York, NY June 2013 - August 2013

Strategy Summer Analyst

- Participated in a rotational internship program working with traders in Equities, Futures, Options, and Foreign Exchange markets
- Performed market structure analysis of the U.S. options exchanges to consolidate 200 order types into 15 essential trading strategies
- Co-authored a report defining an order and categorizing order types hosted by each trading venue which was published on Bloomberg Tradebook and ATMonitor
- Provided research and examples of two new algorithms for the Tradebook Smart Order Router that the sales team can pitch to clients

Nasdaq OMX Group, New York, NY

June 2012 - August 2012

Risk Management Summer Analyst

- Worked on the implementation of a new automated risk system that was recently acquired from BWISE, a new technology initiative
- Created a risk library, which consolidated each Risk Self Assessment from each business unit to monitor Key Risk Indicators and Key Performance Indicators
- Performed research for a multi million dollar cost cutting initiative that resulted in a presentation to the CFO and other EVP's
- Developed a risk model that was uploaded to FactSet to monitor the Clearing House operations by highlighting specific companies that did not reach pre-determined Credit Default Swap spread thresholds

Medallion Financial Group, New York, NY

July 2010 - August 2010

Underwriting Division Summer Intern

- Publicly traded Regulated Investment company that is a leader in Taxi Medallion lending and Commercial Lending
- Worked in the underwriting division and was invited back on a paid basis for the following summer and school breaks
- Maintained relationships with high profile investors and clients in the New York City area

LEADERSHIP & CAMPUS ACTIVITIES

Chi Capital, Cornell University October 2012 - Present

Founding Member and Executive Board President

- Raised funds from Alumni base and led weekly meetings that include stock pitches, market updates, and fund strategy discussion
- Gained exposure to financial statement analysis and equity investing in a \$10,000 portfolio with 47 current members
- Pitched Luxottica by analyzing financials, growth prospects, and relevant markets which earned 15% for our portfolio
- Returned 4% above S&P 500 performance in diversified equities portfolio with exposure to financial, utilities, and technology sectors

Cornell Business Review, Cornell University

October 2012 - Present

Editor-in-Chief

- Created weekly newsletter which features headline news, industry reports, recent M&A transactions, and upcoming campus events
- Elected to manage University-wide publication, gain \$6,000 of University financing, and organize interviews with faculty and executives
- Wrote an article analyzing the Johnson Shark Tank Competition that had a readership of 3,500 in print and online

Introduction to Business Management, Cornell University

January 2013 - May 2013

Teaching Assistant

- Graded, mentored, and administered feedback to 25 freshman within a required course for the Applied Economics and Management major
- Held weekly office hours for 500+ students to cover topics including company research, marketing, and financial accounting
- Led and created a review sessions for the comprehensive final project that analyzed many aspects of publicly traded companies

Applied Economics and Management Undergraduate Research, Cornell University

January 2013 - May 2013

Monetary and Fiscal Policy Researcher

- Researched monetary and fiscal policy of the United States from 1960 to 2010 with Professor Sharon Poczter for five hours a week
- Currently used for a working paper to compare with the statistical analysis of economic trends over the same time period

Psi Upsilon Fraternity, Chi Chapter, Cornell University

April 2012 - Present

Social Chairman, Executive Board Member, and Director of Alumni Affairs

- Organized efforts to retain strong bonds with the alumni base by coordinating events and facilitating communication on a weekly basis
- Balanced and allocated a \$20,000 budget for each social event for the semester

SKILLS & INTERESTS

Skills: Proficient in Spanish, Bloomberg Certified in: Equities, Fixed Income, Commodities, and Foreign Exchange

Interests: Baseball, Autism Awareness, Southern Tide Campus Ambassador, Bloomberg BATS Campus Ambassador

BENJAMIN M. WESSNER

EMAIL: bmw222@cornell.edu | CELL: 248.420.0562

SCHOOL ADDRESS

702 University Avenue
Ithaca, NY 14850

HOME ADDRESS

29 Mill Road
New Canaan, CT 06840

EDUCATION

Cornell University, College of Agriculture and Life Sciences, Ithaca, NY
Bachelor of Science in Applied Economics and Management cumulative GPA: 3.53, major GPA: 3.75

Expected May 2015

The Lawrenceville School, Lawrenceville, NJ
High School Diploma, Cum Laude; SAT: 2320
AP Scholar with Distinction

May 2011

SELECTED COURSEWORK

Dyson Business Certificate Program

June 2012 – July 2012

- Seven-week, nine-credit certificate program consisting of finance, business management, and marketing courses in addition to guest lectures ranging from entrepreneurship to etiquette
- Completed the program with a 4.1 GPA

TA for Business Management, Intermediate Microeconomics, Finance, Spreadsheet Modeling, Financial Accounting

WORK EXPERIENCE

Morgan Stanley Smith Barney (New York, New York)

June 2013 – August 2013

Wealth Management Intern

- Prospected potential clients through analysis of SEC filings and executive stock option valuation in order to optimize sales efforts
- Presented judgments on various stocks and bonds based on potential return weighed against risk
- Researched and analyzed economic data in order to provide outlooks on various sectors of the economy
- Assisted VPs in their construction of portfolios for various clients based on individual needs and preferences

Conney Safety (Madison, Wisconsin)

Marketing/Finance Intern

June 2010 – August 2010

- Contacted key decision makers inside of all Kraft product lines to assess their safety and personal protective equipment needs
- Conducted competitive assessment of Conney.com e-commerce capability compared to its ten primary competitors
- Assessed search functionality, ease of use, product organization and hierarchy, among other key capabilities

LEADERSHIP AND EXTRACURRICULAR ACTIVITIES

Cornell Finance Club, Head of Club Development

September 2012 – Present

- Plan and facilitate all recruitment activities including the interview and selection process
- Train current members to conduct interviews and implement new initiatives designed to strengthen the club

Training the Street, Corporate Valuation and Financial Modeling Course

June 2013

- Learned financial statement analysis, corporate valuation and financial modeling
- Completed case studies based on real instances of mergers and acquisitions
- Utilized spreadsheet modeling and valuation techniques to complete case studies

Cornell Club Squash, Social Chair

August 2011 – Present

- Plan various social events throughout the year including meet-ups with teams from other schools

Club Sports Council, Executive Board Member

December 2011 – Present

- Serve as liaison between school administration and club sports in order to ensure equitable treatment of students
- Allocate funding for and assist in organization of various member teams

SKILLS AND INTERESTS

SKILLS: Bloomberg Terminal, Microsoft Office, BCG Matrix, SWOT Analysis, Conversational Spanish

INTERESTS: Rock Climbing, Soccer, Creative Writing, Mock Trial, Traveling, Phi Sigma Kappa Fraternity

EDUCATION

Cornell University, Ithaca, New York,

- Candidate for Bachelor of Science in Hotel Administration, May 2015
- Concentration in Finance, Accounting, and Real Estate; Minor in Real Estate
- Cumulative GPA: 3.5, Dean's List: Spring 2012

WORK EXPERIENCE

BNY Mellon, NYC, New York, June 2013 – August 2013*Depository Receipts Western European Relations/Financial Analyst Summer Intern*

- Analyzed profitability of Level 1 programs for senior management and created proposal for entering Saudi Arabia
- Assisted marketing team with evaluating new sponsored programs for 2013 and capital raising programs
- Helped re-organize Masterfile and assisted finance team with reallocating correct DTC and interest payments
- Headed four person team that won the annual summer internship project: competed against seven rising seniors and one graduate student while representing Deutsche Bank

Nextage M3 Realty, Edison, New Jersey, May 2012 – August 2012*Summer Intern/ Assistant Management Consultant – Residential Real Estate*

- Coordinated the first New Jersey Asian Real Estate Association of America (AREAA) chapter (sponsored by JP Morgan Chase)
- Created Excel Models for determining real estate appraisals, valuation analysis, and market feasibility
- Researched and proposed new marketing plans including implementing new recruiting strategies
- Attended private closing contracts, home inspections, open houses, and open broker houses

White House | Black Market, Princeton, New Jersey, July 2012 – August 2012*Sales Associate*

- Demonstrated proficiency and in-depth knowledge of all products offered within first week
- Increased sales by \$500 during the first week

Cornell Hotel School, Ithaca, New York, September 2013 – Present*Research Assistant – Commercial Real Estate*

- Formulated timeline of retail, technology, and real estate history

Center for Hospitality Research, Cornell University, October 2011 – May 2013*Assistant Editor for the Director of Publications*

- Edited and prepared manuscripts, journals, and reports written by industry leaders and academic researchers
- Composed industry professionals' CD cards and created the introduction pages of the award-winning hospitality journal, *Cornell Hospitality Quarterly*, with Adobe InDesign

CAMPUS LEADERSHIP & INVOLVEMENT

LibeBooks.com, Cornell University, May 2012 – Present*Co-Founder*

- Developed and designed the mission, layout, and navigation of the website which was created as an online textbook exchange catered for undergraduate Cornell students

Cornell Hospitality Consulting, Cornell University, September 2012 – Present*Junior Consultant*

- Provide consulting services specifically in corporate finance, growth, marketing, operations management, organization and strategy

Cornell Finance Club, Cornell University*Analyst – Real Estate & Consumer Goods*, August 2012 – Present

- Perform weekly stock pitches where teams compete with one another to attain the optimal stock portfolio
- Actively participated in weekly discussions on equity analysis strategies (DCF modeling)

Smart Woman Securities, Cornell University, August 2012 – Present*President*

- Obtained \$2,500 in funding and manages the budget while overseeing entire executive board
- Attend weekly lectures by industry professionals on investing in the financial markets

OTHER SKILLS & INTERESTS

Languages: English (Fluent), Mandarin (Proficient), Shanghainese (Proficient), French (Proficient)**Awards & Honors:** AP Scholar with Honor, Commended National Merit Scholar**Interests:** Playing piano and flute, traveling, cooking, baking, swimming, skiing, and watching documentary films

Yue “Rockey” Wu

205 Alice Cook House, Ithaca, NY 14853

832.790.0888•yw399@cornell.edu

EDUCATION

- Cornell University, College of Arts & Science, Ithaca, New York** **05/15**
- **Major:** Economics and Mathematics Double Major
 - **Cumulative GPA:** 3.559
 - **Current Coursework:** Finance, Advanced Linear Algebra, Game Theory, Optimization, Chinese
 - **Relevant Coursework:** Financial and Managerial Accounting, Intermediate Microeconomics, Intermediate Macroeconomics, Probability and Statistics, Econometrics, Behavioral Economics, Introduction to Java
- Bellaire Senior High School, Bellaire, Texas** **06/11**
- **Graduated as Valedictorian**

WORK EXPERIENCE

- Cornell University** **Ithaca, New York**
Teaching Assistant for Financial Accounting 08/13-Present
- Guo Tai Jun An Securities** **Shanghai, China**
Intern 05/12–07/12
- Participated in daily macroeconomic news series and information sessions.
 - Assisted clients with their day trading portfolios by conducting research on stocks and reviewing stock charts.
 - Shadowed full-time workers and learned the intricacies of the Chinese financial systems.
- IQ Learning** **Sugarland, Texas**
Private Tutor 01/11–08/11

EXTRACURRICULARS

- Trading Analyst Program** **Ithaca, New York**
Member 03/12–Present
- Research different stock charts and discuss a plan of action for each stock at weekly meetings
 - Participate in trading simulations and present results/experiences to other groups and to the general body
- Behavioral Economics Finance Organization** **Ithaca, New York**
Member 09/11–Present
- Become familiar with the technical analysis of stock and pitch
 - Learn how to interpret different technical and momentum indicators and people’s psychology to predict a stock’s future trend
- Macquarie Case Competition** **Ithaca, New York**
Winner 10/12-11/12
- Compete against several other teams in three rounds of Monopoly, Boggle, and Texas Hold’Em Poker
 - Selected as one out of five teams to put together and present a pitch book valuing a Cornell education to the Macquarie Group
- Cornell Marketing Association** **Ithaca, New York**
American Marketing Association Participant 08/12–01/13
- Develop a marketing pitch book for Donate Life America to increase awareness for organ donations
 - Attend weekly meetings with team members to discuss different marketing strategies
- Mutual Investment Club of Cornell** **Ithaca, New York**
Research Analyst 10/11–12/12
- Develop skills to analyze a stock to pitch
 - Attend educational series to become familiar with a variety of topics related to economics
 - Participate in a competition to pitch a stock to the general body

SKILLS

- Languages:** Excellent Proficiency in Mandarin Chinese
- Technical:** Excellent proficiency in Excel. Basic coursework in HTML and Java. Average 80 words per minute.
- Exams:** Passed Exam P and Exam FM

INTERESTS

Interested in badminton, piano, and strategic card games (Spades, Hearts, Texas Hold ‘Em)

Menghan Xu

111 Dryden Road, Ithaca, NY 14850
(410) 504-7783 • mx39@cornell.edu

EDUCATION

Cornell University, College of Engineering, Ithaca, New York May 2015 Expected

Bachelor of Science in Operations Research and Engineering

- Cumulative G.P.A. 3.55; Dean's List in Fall 2011, Spring 2013
- **Coursework:** Finance, Financial and Managerial Accounting, Optimization, Discrete Mathematics, Photography, Engineering Statistics and Probability, Industrial and Data Analysis, Marx Nietzsche Freud, Hotel Operations

Garrison Forest School, Owings Mills, Maryland Sep. 2008 - Jun. 2011

- Cumulative G.P.A. 4.00/4.00, unweighted; Mentionable Top Scholar, Service Recognition
- SAT Math 800, SAT Subject Math IC 800, SAT Subject Math IIC 800, SAT Subject Biology E 770

EXPERIENCE

China International Futures, Hong Kong, Hong Kong Jun. 2013 - Jul. 2013

Summer Analyst

- Assisted with operations of the brokerage firm and prepared bilingual market updates for derivatives traders
- Investigated market activities in Bloomberg, discovering correlations between domestic and foreign markets
- Compiled provisions and educational series from mainland offices to update the office's current database

Credit Suisse, New York, New York Jan. 2013

Fixed Income Extern

- Observed the Sales and Trading activities in Credit, Commodities, Emerging Markets for one week
- Exposed to operations of the division and the significance of various fixed income products

Shanghai Pudong Development Bank, Beijing, China Jun. 2011 - Jul. 2011

Personal Finance Summer Analyst

- Presented bilingual instructions and promotions of debit and credit services to capture a diverse client base
- Verified studying-abroad expenses for issuing proper student loans and visa financial certification

Reiter Capital, Beijing, China Jun. 2010 - Jul. 2010

Healthcare Summer Analyst

- Investigated the theory and use of targeted cancer treatments to help analyze a potential investment
- Communicated with executives of start-ups in the biopharmaceutical space and conducted field research
- Translated the firm's ongoing and completed venture deals to facilitate core public-relation initiatives

CAMPUS INVOLVEMENT

Cornell Board of Portfolio Managers, Ithaca, New York Feb. 2013 - Present

Vice President of Administration

- Assist with operations of the organization and recruitment of students who actively manage their own portfolio
- Discuss investment thesis and trading strategies, perform due diligence to track companies of interests

Mutual Investment Club of Cornell, Ithaca, New York Sep. 2011 - Present

Consumer Senior Analyst, previous Quant Senior Analyst

- Lead a team of 5 Sector Analysts and 5 Research Analysts to help manage a \$75k portfolio
- Presented 8 investment ideas and portfolio reviews to 100+ audience, mainly covering companies in Consumer
- Led the entire process of pitching, tracking, selling Michael Kors shares for a 40% profit over six months
- Organized 30+ sector meetings to conduct research, prepare presentation materials, and perform valuation
- Published sector updates on 20+ issues of *MICC Week in Review* to a listserv of 2500+ members and alums
- **Honors:** Champion of MICC Stock Competition with 28.14% virtual return in Spring 2012

ACTIVITIES / SKILLS

Activities & Programs: Cornell Undergraduate Asia Business Society, Morgan Stanley Early Insights for Women, UBS Sophomore Symposium, J.P. Morgan Inside the Industry, Citi Transaction Services Externship

Language: Native in Mandarin; **Computer:** Java, Minitab; **Interests:** Film Photography, Fashion, Britpop Music

Bocong Yin

2 Sycamore Dr., Plainsboro, NJ 08536
(732) 829-1276 | by66@cornell.edu

EDUCATION

Cornell University

B.S. in Applied Economics and Management (Finance), Minor in Computer Science

Ithaca, NY

Expected Dec 2014

- **GPA:** 3.7 / 4.0; **SAT:** 2340 / 2400
- **Honors:** Dean's List, National Merit Semifinalist, AP Scholar with Distinction, Columbia University's Science Honors Program
- **Relevant Coursework:** Advanced Corporate Finance, Modeling, Financial/Managerial Accounting, Derivatives & Risk

WORK EXPERIENCE

Comcast Corporation

Business Development Analyst, Xfinity Internet TV Group

Philadelphia, PA

May 2013 – Aug 2013

- Researched and performed due diligence on 20+ various hardware suppliers, aiming to maximize cost-efficiency while scaling up
- Modeled proposals for project budgeting, surpassed goals by cutting over \$100,000 in costs during the summer, more ongoing
- Created and delivered presentations on budget proposals and business plans to forge supplier relationships and execute deals
- Collaborated with software teams to plan new budget, which cut licensing costs by 10-15% while maintaining efficiency
- Promoted productivity across 5 teams by proposing and implementing frequent checkpoints (e.g. scheduled morning meetings)
- Analyzed strategies of similar products to develop product expansion plan, resulting in over 100,000 additional customers

Comcast Converged Products

Software Engineering Intern, Xfinity Internet TV Group

Philadelphia, PA

May 2012 – Aug 2012

- Built and analyzed models for numerous proposed server system setups, designed and created final proposal
- Revamped server system for server expansion, allowing customer base to increase from 5,000 to over 20,000 in just 2 months
- Developed in-house software to smooth transition into the revamp, saving over \$10,000 in potential costs
- Delivered presentations to teach aforementioned software to multiple teams to ease integration

Enspire Test Prep

Co-Founder & Brand Manager

Princeton, NJ

April 2011 – Aug 2012

- Managed brand building and awareness, built Enspire from nothing to a total revenue of \$10,000 in the first few months
- Optimized website using Google Analytics in order to retain new visitors and increase visitor-to-customer turnover
- Increased scores of nearly every student tutored; 90% or more were able to reach personal goal scores
- Recruited and trained new tutors from local high schools, with the goal of maintaining teaching standards and brand reputation

ECC Industrial Company

Summer Sales Analyst

Beijing, China

May 2010 – Aug 2010

- Communicated with clients to expedite sales of company products, supervising over \$100,000 in sales during the summer
- Analyzed old business deals to develop better sales and marketing strategies for the future
- Modeled budgets and sales plans for current and future business deals, helped deliver presentations to potential clients

SERVICE EXPERIENCE

United Moms' Charity Association

Student President (Former) & Advisor (Present)

Princeton, NJ

Aug 2009 – Present

- Organized and led numerous clothing, book, food, and other charitable drives in and around the Central Jersey area
- Recruited middle school and high school students to participate in aforementioned drives and other volunteer service activities
- Advised organization on various events, supervising budgets and organizing sponsors and fundraising

Ensenada Mission Trips

Youth Leader

Ensenada, Mexico

July 2008 / 09 – Aug 2008 / 09

- Guided and worked on construction of basic houses out of raw materials for numerous families in impoverished areas
- Taught children English, organized and led them through daily recreational activities to promote healthy development

SKILLS, ACTIVITIES & INTERESTS

Languages: Conversational Proficiency in Mandarin Chinese

Technical Skills: MS Excel, MS Word, MS PowerPoint, Capital IQ, Java, C#/Visual Basic, OCaml, HTML, XML

Activities: Mutual Investment Club, Cornell Finance Club, Cornell Red Carpet Society, InstaEDU Tutoring, Chinese Students' Assoc.

Interests: Guitar & Piano, Bitcoin, Sundance Films, Ethnic Foods, Swimming, Strategy Games

Current Address:
125 Edgemoor Lane
Ithaca, NY 14850

Kevin Yu
443-878-3629 | ky294@cornell.edu

Permanent Address:
3155 Old Oak Drive
Ellicott City, MD 21042

EDUCATION

Cornell University, Dyson School of Applied Economics and Management, Ithaca, NY Expected May 2015

Bachelor of Science in Applied Economics and Management, Specializing in Finance & Entrepreneurship

- **Major GPA:** 3.85 / 4.00; **GPA:** 3.61 / 4.00, **SAT:** 2270 (Math: 800, Reading: 720, Writing: 750)
- **Honors:** Dean's List ▪ Meinig Family Cornell National Scholar ▪ College of Arts and Sciences Tanner Dean's Scholar
- **Relevant Coursework:** Valuation of Capital Investment ▪ Finance ▪ Financial Accounting ▪ Managerial Accounting ▪ Spreadsheet Modeling for Management and Economics ▪ Behavioral Economics and Management Decisions

PROFESSIONAL EXPERIENCE

Thayer Ventures, San Francisco, CA June 2013 – August 2013

Venture Capital Summer Analyst

- Evaluated prospective investments in emerging technology companies within the hospitality and travel industries
- Performed DCF and comparable companies analysis to value a potential investment in a \$1 million investment in cluster pricing technology company
- Authored portions of the official investment memorandum, including market description, competition, and financial/business model overview, intended for review by the Limited Partners and institutional investors

J.P. Morgan, New York, NY January 2013

Asset Management Extern

- Selected for competitive two-day asset management externship in the health and biotech sectors and shadowed Dr. Scott Braunstein, Portfolio Manager of the J.P. Morgan Global Healthcare Fund

Bain Capital, Boston, MA January 2013

Private Equity & Hedge Fund Extern

- Selected for competitive one-day private equity and hedge fund externship and shadowed Jonathan Goodman, Managing Director at Bain Capital, and Sharlyn Heslam, Managing Director at Berkshire Partners

Michael Page International, Shanghai, China June 2012 – July 2012

Resource Intern, Shanghai Division

- Reported directly to the Manager and Senior Consultants of the Shanghai Division
- Identified and registered more than 70 new companies and 20 new, management contacts to the Profile database

LEADERSHIP EXPERIENCE & EXTRACURRICULAR ACTIVITIES

Financial Management Group of Cornell, Ithaca, NY January 2013 - Present

Portfolio Manager, Former Senior Analyst

- Led a team of 4 Junior Analysts and organized weekly team meetings, as Senior Analyst of the Healthcare Sector
- Performed financial valuation of Pfizer using comparable companies analysis; projected Pfizer was undervalued
- Pitched buy investment recommendation for Pfizer to the Financial Management Group of Cornell general body

Cornell University, Dyson School of Applied Economics and Management, Ithaca, NY August 2013 - Present

Teaching Assistant, AEM 2210 and AEM 4140

- Instructed weekly Financial Accounting sections on topics including the financial statements, bond valuation, and ratios
- Led course-wide Financial Accounting review sessions for over 100 students to reinforce concepts prior to exams
- Supervised weekly Behavioral Economics lab sections that investigated various behavioral anomalies in decision-making

Cornell Men's Club Basketball, Ithaca, NY August 2013 - Present

Treasurer, Point Guard

- Managed the team's budget of \$2,470, which covered tournament fees, transportation, equipment, and uniforms
- Organized games and scrimmages with nearby varsity teams including Broome, Cayuga, Corning, and Tompkins Cortland

Alpha Kappa Psi Professional Business Fraternity, Ithaca, NY September 2013 - Present

Pledge Class Treasurer

- Spearheaded the Alpha Theta Pledge Class Fundraiser, a ride-share service modeled after the startup Lyft
- Raised over \$850 through ride-sharing for individuals and group events, including fraternity formals and dinners

SKILLS, ACTIVITIES & INTERESTS

Languages: Conversational proficiency in Mandarin Chinese ▪ Basic proficiency in French

Activities: Meinig Family Cornell National Scholars (Executive Board) ▪ Lambda Chi Alpha Fraternity (Executive Board)

Interests: Snowboarding ▪ Classical and Pop Piano ▪ Golf ▪ Tennis ▪ Baltimore Ravens ▪ Boston Celtics

Gregory A. Zalevsky

gaz23@cornell.edu | 310-560-3074

Permanent Address:

4550 Libbit Avenue
Encino, CA 91436

Local Address:

777 Stewart Avenue
Ithaca, NY 14850

EDUCATION

Cornell University, School of Arts and Sciences Ithaca, New York

August 2011 – May 2015

- Bachelor of Economics with Minors in Business and Computer Science Expected May 2013
- GPA: 3.6; Dean's List (Fall 2012)
- Relevant Coursework: Finance, Financial Accounting, Money & Credit, Econometrics, Business Management, Calculus, Micro/Macroeconomics, Object-Oriented Programming & Data Structures

WORK EXPERIENCE

Bank of America, New York, New York

June 2013 - August 2013

Technology Infrastructure Summer Analyst – Business Planning & Analytics

- Led assembly of the deck, database, and models for 3 year product road maps which facilitated accountability and progress-checking among product teams
- Interpreted 2 archived models and converted their data into 2013 standard in order to improve consistency of projects
- Performed benchmarking on Technology Infrastructure spending throughout the industry to check progress on a macro level
- Constructed a model to monitor employee movement between product teams

Oppenheimer & Co., Los Angeles, California

June - August 2011/2012

Private Wealth Management Summer Intern

- Assessed hundreds of order transactions to detect and resolve financial discrepancies
- Corresponded with the Cincinnati branch in order to compile employee manual
- Actively cold-called 20+ prospective Russian-speaking clients on a daily basis

LEADERSHIP EXPERIENCE AND CAMPUS INVOLVEMENT

Cornell Sprint Football, Cornell University

Fall 2011 – Current

Right Tackle (Fall 2013), Left Guard (Fall 2011/Fall 2012)

- Selected as Captain for Fall 2014 season
- Starter since first game as a freshman and 2nd Team All-League offensive lineman as a junior
- Captained football team and achieved Scholar-Athlete Award as a senior in high school

Alpha Delta Phi Society, Cornell University

Spring 2011 - Current

Treasurer (Fall 2013 - Current), Recruitment Chair (Fall 2012 - Spring 2013), Song Master (Fall 2012 – Spring 2013)

- Responsible for managing \$400,000 in assets and in charge of setting, justifying, and maintaining the budget
- Evaluated potential neophytes, and made pitches to brotherhood for recruitment
- Synthesized an understanding of running an organization with conflicting egos

Delta Sigma Pi Business Fraternity, Cornell University

Fall 2013

Brother

- Chosen as one of 14 pledge candidates amongst a rush field of over 200 students
- Participated in a rigorous 8 week professional development program involving current events related case studies

Teaching Assistant, Cornell University

Fall 2013

Financial Accounting

- Held weekly Office Hours in order to help students understand homework and class concepts
- Graded 20 homework assignments a week; 30 exams per semester

SKILLS AND INTERESTS

Skills: Excel, PowerPoint, Java, HTML, CSS, PHP, conversational knowledge of Russian language

Interests: Astronomy, Chess, Hip-Hop

Aiwen Zhang

G04A William Keeton House, Cornell University, Ithaca 14853

Phone: 607-379-4961 E-mail: az87@cornell.edu

Education

Cornell University: School of Hotel Administration, Ithaca, NY Jan 2015 Graduate
Bachelor of Science in Hotel Administration (GPA: 3.93)

Select Courses: Principal of Real Estate, Managerial and Financial Accounting, Corporate Finance, Hospitality Quantitative Analysis, Business Computing and Managerial Communication.

Work Experience

Horwath HTL, Beijing, Research Analyst Sep 2013- Present

- Projected 10-year cash flow by analyzing hotel revenue generators and cost centers
- Evaluated investment return for proposed hotels by creating excel models and using Discounted Cash Flow valuation approach
- Analyzed collected data from over 60 hotel interviews to understand market trends and status
- Concluded research and fieldwork findings of the local markets and presented to clients
- Provided suggestions on pricing strategies based on performances of existing hotels
- Convinced clients to implement suggested development strategies with support of data
- Designed case studies to create benchmark for clients' future references

Bain & Company, Beijing, Part-time Assistant Jun 2013- Aug 2013

- Evaluated China luxury goods market by aggregating over 1000 shopping mall data and summarizing them into tables and charts to display results
- Managed 3 Part-Time Assistants to obtain primary data sources on a Due Diligent case
- Estimated potential investment return by investigating current business operation of the faucet company for an European fund
- Analyzed decision makers and purchasing behaviors of the end market in the faucet industry by interviewing over 50 industry experts

The Shangri-La Hotel, Beijing, Finance Intern Jun 2012-Aug 2012

- Coordinated two interns to execute first-ever fixed asset check of all equipment and supplies
- Monitored hotel expenses and reported to each department head daily
- Organized all finance and accounting documents in order and kept confidentiality

Activities and Leadership

Ivy League Leadership Conference, Vice President Jul 2012- Present

- Persuaded 15 study-abroad agencies and 6 international high schools to support our event
- Coordinated 80 high school students and 20 mentors during the conference

Hospitality Students International, VP of Finance Jan 2013- Jun 2013

- Planned all organization events with other VPs and created annual budgets
- Managed HSI funds and persuaded potential fundraisers to sponsor our events

Any Student Any Dream, Executive Board Member Feb 2012- May 2013

- Published annual financial reports for the organization
- Directed all team members to donate \$2100 to support 14 students in our first year

Skills

- Proficient in using Microsoft Office Suite
- Native Mandarin speaker and fluent in English

RACHEL ZHAO

110 Dryden Road, Apt. 5B
Ithaca, NY 14850

RZ236@Cornell.edu | +1 908.720.1848

9 Young Way
Bridgewater, NJ 08807

EDUCATION

Cornell University, Dyson School of Applied Economics and Management Ithaca, NY
▪ *Academics:* **GPA 3.99, SAT 2270 (760M 710R 800W)**, SAT Math II 800 May 2015
▪ *Extracurricular:* Top 3 Team in PricewaterhouseCoopers Case Competition (2012 & 2013), Social Chair for Cornell Undergraduate Asia Business Society (2013 – 2014), UBS Singapore Summer Reception (July 2013), Teaching Assistant for AEM 2600: Managerial Economics (2013), Incoming Outdoor Odyssey Guide (August 2014)

EXPERIENCE

Barclays New York, NY
Finance and Operations Boot Camp December 2013
▪ Selected as one of 23 students to participate in 3-day Boot Camp, with an overall acceptance rate of 8%
▪ Gained insight into finance and operations divisions' critical roles within investment bank through a series of senior speakers, analyst panel, networking sessions, and mentorship

BEDA & Company, management consultancy specializing in strategy Jakarta, Indonesia
Summer Analyst Jun 2013 – Jul 2013
▪ Consulted for a USD \$16M insurance company, working closely with firm partner to restructure assets
 ○ Concluded unfeasibility of liquidating assets and recommended the renegotiation of coinsurer contracts in order to reduce costs, based on financial statement analysis
▪ Performed competitive benchmarking analysis to grow sales for a coffee and tea retailer
▪ Co-authored *Forbes Indonesia* article about state-owned enterprises (“Getting Real: Reform of the SOEs”)

Citigroup New York, NY
Sales and Trading Extern May 2013
▪ Selected for 1-day externship shadowing Foreign Exchange Traders and Corporate Derivatives Sales

Sparta Systems, quality management software company Hamilton, NJ
Product Management Intern Jul 2012 – Aug 2012
▪ Promoted the development of TrackWise, Sparta's flagship quality management software, marketed to highly regulated industries such as pharmaceuticals, life sciences, and consumer-packaged goods
▪ Forecasted profits and created product pricing models for the launch of 2 new applications

LEADERSHIP

Cornell Behavioral Economics and Finance Organization Ithaca, NY
Director of Research Fall 2012 – Spring 2013
▪ Supervised research directors in delivering monthly stock pitches for club portfolio
▪ Created a multiples valuation presentation as part of the education series for club members
▪ Pitched buy recommendation of Allied World Assurance (AWH) in November 2012, with 15.8% gain over 5-month holding period, and buy of Starbucks Corporation (SBUX) in April 2013, with 32.9% gain over 6-month holding period

Mutual Investment Club of Cornell Ithaca, NY
Research Analyst Fall 2013 – Present
▪ Won stock pitch debate competition in December 2013, pitching a sell recommendation of Twitter (TWTR)
▪ Prepare weekly reports on equity, bond, and currency markets in the Middle East, with a focus on Turkey

Cornell Consulting Club Ithaca, NY
Business Associate Fall 2013 – Present
▪ Accepted into highly competitive Business Analyst program; promoted after 1 semester of exceptional work
▪ Consulted for a nonprofit business process outsourcing (BPO) firm, focusing on driving client acquisition
▪ Developed a website prototyping presentation to improve navigability for prospective clients

Cornell Chinese Students Association Ithaca, NY
Treasurer Fall 2012 – Present
▪ Successfully secured and managed over \$17,000 worth of funds from 9 different funding sources for 3 university-wide events
▪ Communicated between event planners and financial sponsors in order to allocate funding to expenses

ADDITIONAL

Skills: MS Office Suite, Wordpress, HTML | Speaking Proficiency in Mandarin
Interests: Crew (selected as 1 of 8 women to compete in TCNJ Varsity 8+ Boat for national Dad Vail Regatta), Baking with avocados, Biking, Singing, Creative writing, Traveling

Sheng-Nan (“Sheng”) Zhao

508 Dryden Rd, Ithaca, NY 14850 | 203-439-1598 | sz93@cornell.edu

EDUCATION

Cornell University, Charles H. Dyson School of Applied Economics and Management

Ithaca, NY

Bachelor of Science. Concentration: Finance. Minors: Real Estate and History

Expected May 2015

- **GPA:** Cumulative: 3.62/4.00, Major: 3.71/4.00
- **Honors:** Dean’s List • Smith College National Book Award • AP Scholar with Distinction
- **Relevant Courses:** Finance • Spreadsheet Modeling • International Trade & Finance • Introductory Statistics • Calculus • Managerial Economics • Intermediate Microeconomics • Macroeconomics • Business Management • Marketing Principles

PROFESSIONAL EXPERIENCE

Guotai Junan Securities (4th Largest Chinese Investment Bank)

Shanghai, China

Investment Banking Summer Analyst, Rotations in DCM, ECM and M&A

June 2013 – Aug. 2013

- Analyzed comparable companies, prepared client presentations and valuation materials in addition to performing financial due diligence for four deals, including CNY¥-denominated debt financing, SZSE-listed IPO, buy-side and sell-side M&A
- Summarized three major regional markets of Mainland China with key market findings and presented results to senior management on a weekly basis
- Selected Transaction Experience:
 - Potential CNY¥4bn corporate bond offering for an automobile parts manufacturer
 - Analyzed historical market data for building benchmarking measures for new issuance
 - Worked on initial draft for pre-pricing client presentation materials
 - Potential CNY¥150–200mm acquisition of a pharmaceutical company
 - Assisted with producing a top-down three statement model and sensitized DCF analysis
 - Analyzed and synthesized detailed corporate and financial information of the acquiring company

Sailing Capital International (US\$8bn PE fund in China)

Shanghai, China

Summer Research Analyst

July 2012 – Aug. 2012

- Analyzed financial performance of private equity holdings held by 10+ companies in Asia, North America, and Europe in specific industries including iron ore, gold, and forestry
- Evaluated the market risks and operational strategies for selected multi-national corporations in Mainland China
- Assisted with preparation of external and internal documents used by clients and Sailing senior management team

Accenture

Beijing, China

Management Consulting Intern, Finance Department

June 2012

- Worked on one case that aimed to improve transparency of the year-end financial reporting process for a SOE utility company and 24 subsidiaries
- Conducted online and telephone surveys completed by 20+ clients for feedback on proposals made by associates
- Researched into various sources and compiled Weekly Reports distributed to the entire department and clients

LEADERSHIP EXPERIENCE

Student Agencies Inc. (Student-run business with US\$3mm in annual revenue & over US\$10mm in assets)

Ithaca, NY

Production Manager, TakeNote

Feb. 2013 – Dec. 2013

- Managed a full-service note-taking business \$100,000 in annual revenue, 30+ staff, and across four distribution channels
- Strengthened revenue streams and future sustainability with the transition to digital platform for products
- Previously supervised multiple distribution channels to 531 customers and maintained daily inventory

Mutual Investment Club of Cornell (Largest undergraduate student-run mutual fund on campus)

Ithaca, NY

Head Research Analyst, Industrial Sector

Sept. 2013 – Present

- Selected out of 240+ applicants to lead a group of five research analysts for weekly discussion of market updates
- Reviewed and gave feedback on newly-proposed investment ideas submitted by member analysts
- Analyzed market trends and company growth potential within the industrial sector; pitched Micron (NASDAQ: MU) and CECO Environmental (NASDAQ: CECE) to investors with both BUY positions
- Solely completed both stocks’ financials and valuation by building a DCF model to achieve target price per share range

SKILLS AND ADDITIONAL EXPERIENCE

Language: Fluent in oral and written Mandarin Chinese

Skills: Microsoft Office Suite • iWork Suite • Bloomberg • Capital IQ • Thomson One • Lexis Nexis • STATA

Activities: 2013 Cornell Undergraduate Stock Pitch Competition (1st Place) • J.P. Morgan Winning Women Fall Experience • J.P. Morgan Inside the Industry • 2013 Nielsen Company Case Competition (Finalist & Team Captain) • J.P. Morgan Investment Banking Competition: The Deal (Participant & Team Captain) • Society for Women in Business • Cornell Business Review • Managerial Economics Head Teaching Assistant • Introduction to Psychology Teaching Assistant • Junior Panhellenic Council

Interests: Film Photography • Traveling • Hiking • Viola • UCONN Huskies • Houston Rockets • New England Patriots

CAROLINE L. ZHU

Current Address: 312 College Avenue, Apartment 508, Ithaca, NY 14850

Permanent Address: P.O. Box 125, Mendham, NJ 07945

clz23@cornell.edu * 908-392-3745

Education

Cornell University, School of Hotel Administration, Class of May 2015 August 2012-Present
Ithaca, NY

Bachelor of Science, Concentration: Finance, Minor: Real Estate, Current GPA: 3.71

New York University, Stern School of Business Summer 2012
New York, NY

Boston College, College of Arts and Sciences 2011-2012
Chestnut Hill, MA
Major: Economics, GPA: 3.53

The Lawrenceville School 2007-2011
Lawrenceville, NJ

Relevant Coursework

Microeconomics, Macroeconomics, Financial Accounting, Managerial Accounting, Finance, Statistics, Business Computing, Marketing, Managerial Communication

Work Experience

Social Network Partner September 2012-Present
Bisqit (www.Bisqit.com)

- Develop strategic and tactical marketing plans that include social media, article marketing, and mobile marketing
- Maintain interactive social media pages on outlets like Facebook and Twitter
- Initiated a brand ambassador program and recruited ambassadors nationwide

Real Estate Investment Banking Summer Analyst Summer 2013
RobertDouglas
New York, NY

- Worked directly with the Principal and Director in all aspects of their business activities
- Assisted in loading and running valuation models
- Developed a client information template and created dozens of dossiers for key industry players
- Contributed to the pitch books and offering memorandums
- Conducted online research to identify and target potential clients

Intern Summer 2011
Advance Realty Group
Bedminster, NJ

- Searched and selected properties for the company's potential projects
- Analyzed and compared the researched properties
- Organized data for the company's database

Activities/Honors

- Cornell University Dean's List
- Finance Tutor
- Cornell Startup Spirit
- Boston College Women's Varsity Division 1 Fencing
- Recipient of the Athletic Director's Award for Academic Achievement 2012 at Boston College

Skills

- Microsoft Word, Excel, and PowerPoint
- Conversational Mandarin Chinese

Current Address:

151 Dryden Road, Apt. 518
Ithaca, NY 14850

Andro Žunić

au59@cornell.edu
(607) 379-5575

Permanent Address:

Kranjčevićeva 11
10000 Zagreb, Croatia

EDUCATION

Cornell University, College of Arts and Sciences, Ithaca, NY May 2015

- Candidate for Bachelor of Arts Degree in Government and Economics and a Minor Degree in International Relations
- Cumulative GPA: 3.60; Dean's List Fall 2011 and Spring 2012
- Coursework: Financial Accounting, Finance, Intermediate Micro/Macroeconomics, International Monetary Theory, Money and Credit, Calculus, International Relations

WORK EXPERIENCE

Student Agencies Inc., Ithaca, NY October 2012 – December 2013

General Manager, Big Red Shipping & Storage

- Complete fiscal responsibility of a \$377,000 revenue generating account
- Created a sound budget forecast for the 2014 fiscal year and reported it to the CFO, CEO, and the Board of Directors
- Analyzed monthly income statements and conducted variance analyses for individual budget line items
- Prepared and presented all due diligence reports to the executive team to justify a \$15,000 capital expenditure project
- Initiated technological developments and launched an iPhone application for internal use to streamline all operational process flow
- Managed a team of 4 Assistant Managers, a workforce of 80 employees, and a fleet of 16 trucks to ensure the flawless delivery of shipping and storage services to more than a 1000 customers in a two week period in May
- Recognized as the SAI Manager of the 2nd Quarter and awarded the Seth Higby Award for Excellence in Management

Cornell Summer Sports Camp, Ithaca, NY July – August 2012

Tennis Coaching Instructor

- Executed a coaching program for the Cornell Tennis Camp under the supervision of Cornell Varsity Tennis Coaches
- Individually organized and instructed groups of more than 30 kids on and off the tennis court

Croatian Ministry of Science, Education, and Sports, Zagreb, Croatia May – June 2012

International Cooperation Department Intern

- Actively participated in translating, processing, and analyzing of bilateral and multilateral international treaties and agreements in the fields of science, education, and sports
- Assisted in financial funding projects managed by the Ministry and the World Bank and prepared a PowerPoint presentation of the projects for the departmental supervisor
- Attended meetings that generated legislation to be passed to the Croatian Parliament

ATHLETIC HONORS & LEADERSHIP EXPERIENCE

Alpha Kappa Psi Professional Business Fraternity, Ithaca, NY February 2013 – Present

Professional Chair

- Prepared weekly market updates and informed the Brotherhood of the upcoming professional events, deadlines, and opportunities
- Represented the Brotherhood to professional institutions and organized private networking sessions and bank visits
- Took part in activities, meetings, and workshops aimed to develop a professional etiquette and increase the knowledge of the financial services industry and business-related topics
- One of 11 candidates selected from an applicant pool of 120 for membership in the Alpha Eta Pledge Class

Cornell Varsity Tennis Team, Ithaca, NY August 2011 – Present

- Inducted into the 400 Club which recognizes student-athletes with a 4.0 GPA or greater in Spring 2012
- Developed skills involving teamwork, leadership, and perseverance as part of the biggest varsity tennis team in the country

American International School of Zagreb Tennis Team, Zagreb, Croatia August 2010 – May 2011

1st Singles Player for the AISZ High School Tennis Team

- Competed as the number one player and captain of the AISZ High School Tennis Team
- Won the Central and Eastern European Schools Association high school tennis singles tournament in 2011

Croatian Tennis Association, Zagreb, Croatia January 2004 – Present

Active and Competing Member of the Association

- Consistently ranked among the top ten juniors in Croatia
- Achieved a career high of 148th on the Tennis Europe 16&Under International ranking in 2007 and 53rd on the Croatian Tennis Association Men's ranking list in 2010
- Champion of two 2009 CTA 18&Under Opens, finalist of a 2010 CTA 18&Under Open, and semifinalist of the Croatian Men's 2009 National Doubles Championship
- Traveled worldwide and participated in numerous International Tennis Federation events in Europe and Asia

LANGUAGES AND OTHER INTERESTS**Languages**

Croatian (native speaker), French (B2 level by the CEFR)

Hobbies

Skiing, ice hockey, fishing, and international traveling (New Zealand, Indonesia, Sweden)