

AUDREY K. SOETANTO

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EDUCATION

Carnegie Mellon University – Pittsburgh, PA Graduation: May 2026

B.S. Statistics and Machine Learning | Minor in Business Analytics and Optimization, Chinese Studies

- **Accomplishments:** 2023 UAA Conference Team Member, 2023 NCAA Division III Student-Athlete, Dean's List (Fall 2022, Spring 2023), 2023 CSCAA Scholar All-American First Team, 2024 UAA Conference Team Member
- **Relevant Courses:** Principles of Microeconomics, Reasoning with Data, Multivariate Analysis, Principles of Computing, Matrices and Linear Transformation, Concepts of Mathematics, Fundamentals of Programming and Computer Science, Methods of Statistics and Data Science, Probability and Statistical Inference I and II, Introduction to Accounting, Statistical Computing, Principles of Imperative Computation
- **Skills:** Python, R-Studio, SQL, C programming, Excel, PowerBI, PowerPoint, Word, English (fluent), Chinese (fluent), Indonesian (beginner)

EXPERIENCE

UnitedHealth Group – Analyst Program Intern | Minnetonka, MN 06/2024 – 08/2024

- Performing quantitative and qualitative data analysis to provide business solutions and improve the team's efficiency in updating data by 6 hours
- Analyze reporting related to the development and performance of products, processes, and technologies
- Collect over 200,000 entries by pulling and analyzing data from 4 different Excel sheets
- Built a user-friendly dashboard to display data analysis
- Communicate analysis and interpretation to the audience using a PowerPoint and visuals

Make a Play Foundation – Elite 100 Program 02/2024 – 03/2024

- Led the "Execution Phase" of a 5-week project for Warburg Pincus
- Developed a Balance Sheet using an Income statement and produced 5 assumptions for the balance sheet

RNL Telefund – CMU Ambassador | Remote 05/2023-06/2023

- Initiate calls to over 900 prospects, while also building positive rapport
- Inform prospects of current news about CMU, while updating their demographics
- Skilled in overcoming prospect's objections by listening and acknowledging feelings

Morgan Stanley – Fixed Income Student Analyst; Investments (Team Arthur George Gaston) | Remote 04/2023 – 06/2023

- Selected with a team of 5 people to an invite-only case competition with Morgan Stanley's Fixed Income Division, developing an investment thesis for MD, Stephen Dance, to recommend medium investment-grade bonds to the end of 2023
- Produced a 2-page written investment thesis outlining why our asset would generate an attractive return for MS, analyzing 4 steps: underlying catalyst(s); position within catalyst(s); risk/reward profile; and expected return(s) & conviction level
- Updated and actively monitored the team's project management workflow on Air Table, "owning" the execution phase of the project, streamlining the process of achieving goals by completing all deliverables 3 weeks ahead of schedule

Minnetonka Aquatics – Swim Instructor & Lifeguard | Chanhassen, MN 09/2020 – 04/2024

- Developed and facilitated swim lessons to over 50 children at beginner and intermediate levels with strong leadership
- Monitored activity on 3 beaches, enforcing safety rules and regulations to ensure a safe and enjoyable environment for guests

LEADERSHIP & COMMUNITY DEVELOPMENT

Carnegie Mellon Swim Team – NCAA Division III Student-Athlete | Pittsburgh, PA 08/2022 – Present

- Compete at the Division III level as a Carnegie Mellon UAA conference and NCAA team member, contributing points to the team, which ranked 15th in the nation
- Demonstrate outstanding time management skills, balancing a rigorous academic schedule with intensive swim practices and competitions

Smart Woman Securities (SWS) – Member | Pittsburgh, PA 09/2023 – Present

- Attended lectures and seminars to learn more about the finance industry
- Collaborated with a team of 4 people on a TSMC stock pitch, including an investment thesis, a company overview, competitive analysis, valuation metrics, and risks

Make A Play Foundation (MAP) – Morgan Stanley 'Skills Challenge' Mentee | Remote 04/2023 – 06/2023

- Selected as 1 of 150 first-year athletes to participate in an eight-week fellowship designed to hone technical skills for a career in finance
- Received 20+ hours of targeted interview preparation, professional development & industry-specific training for finance roles

CARSON T. BROWN

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EDUCATION

Johns Hopkins University – Baltimore, MD

GPA:

3.61/4.0

B.A. in Economics

Anticipated Graduation: May 2026

- **Accomplishments:** NCAA Division I Student-Athlete (Men's Varsity Lacrosse); MAP x Oliver Wyman 2K24 Consulting League Fellow
- **Relevant Courses:** Elements of Microeconomics, Elements of Macroeconomics, Microeconomics Theory, Oral Presentations, Identifying and Capturing Markets
- **Industry Education by Winter 2024:** 5 Phases of Project Management; Agile Framework; Creating Business Presentations 101; Scrum

EXPERIENCE

Oliver Wyman – *Incoming Transportation Student Analyst* | Remote

12/2023 – 02/2024

- Expected to deliver a 10-year growth strategy to Oliver Wyman's Campus Recruitment Team, reimagining the way airports operate and serve their stakeholders—passengers, shoppers, airlines, suppliers & staff—through multiple innovative approaches (i.e., air taxis) by 2035

JP Morgan Chase & Co. – *Office of LGBTQ+ Affairs Strategy Student Consultant* | Remote

10/2023 – 11/2023

- Led the “planning phase” of a 5-week project for JP Morgan Chase's Office of LGBTQ+ Affairs, collaborating with a team of 6 to develop a new fellowship for the bank that attracts top talent from the LGBTQ+ undergraduate community, leveraging a \$5M budget in 5 weeks
- Conducted a feasibility study to explore the merits and viability associated with achieving JP's goals within the time/budget allocated, specifically examining technical, economic, financial, legal, and environmental considerations to guide my team's final recommendation
- Identified areas where JP Morgan could improve as a firm, and developed “blue ocean strategies” to address JP Morgan's weaknesses through an undergraduate fellowship, focusing on 4 areas of strategic focus (learning, business processes, customers & financial analysis)
- Authored a 2-page recommendation report, integrating a decision-making tree & evaluation criterion into a single slide to support 3 final recommendations designed to deliver strong return on investment (ROI) on the fellowship & achieve more diversity at the bank ([1] partnering with 40 schools with the highest LGBTQ population; [2] pairing fellows with mentors; [3] introducing an AI-focused project])
- Updated and actively monitored the team's project management workflow on Air Table, “owning” the planning phase of the project, streamlining the process of achieving goals by completing all deliverables 3 weeks ahead of schedule (scorecard, recommendation report)

KBC Advisors – *Brokerage Intern* | Woodbridge, NJ

06/2024 – 07/2024

- Completed research regarding industrial commercial real estate in New Jersey.
- Devised a plan to acquire an occupier for KBC to establish a partnership with.

Princeton Orthopedic Associates – *Physical Therapist Aid* | Monroe Township, NJ

06/2022 – 08/2022

- Streamlined rehabilitation exercises, enhancing patient comprehension and enabling more efficient recovery sessions
- Provided comprehensive updates to the lead physical therapist, ensuring tailored adjustments to the patient's rehabilitation plan
- Optimized exercise spaces for patients by accurately measuring and arranging areas to facilitate comfortable and effective rehabilitation

LEADERSHIP & COMMUNITY DEVELOPMENT

Johns Hopkins University – Division I Student-Athlete | Baltimore, MD

08/2022 – Present

- Focused on improving ground balls, my weakest aspect of the game, resulting in 21 total ground balls by the end of the freshman season
- Studied game plans with teammates outside of practice, contributing to a top 10 national ranking by the end of the season
- Mastered the playbook and team terminology, resulting in consistent contributions and participation in all 18 games as a freshman

Make A Play Foundation (MAP) – D-League Fellow '23 (Fall Cohort; Team Crunch Time) | Remote

09/2023 – 11/2023

- Selected as 1 of 250 college athletes to participate in a fellowship designed to prepare underrepresented athletes for professional success
- Receive 20+ hours of targeted interview preparation, professional development coaching & industry-specific training for competitive roles
- Collaborated with a team of 4 to develop a strategy for JPMC's Office of LGBTQ+ Affairs that promotes inclusion for LGBTQ+ students
 - Technical Skills Acquired: [Agile Project Management](#) | [Scrum Methodology](#) | [Tuckman's 5 Stages of Group Development](#)

Bluestar Lacrosse – Lacrosse Coach | Princeton, NJ

06/2023 – 07/2023

- Coached and trained players from grades 6-11, contributing to high school players gaining visibility and recognition from college scouts
- Critiqued player skill sets, contributing to increased playing time for individuals on their respective teams
- Adapted to roster changes, maintaining a winning percentage of over 50% with a smaller team

Helping Up Mission – Volunteer | Baltimore, MD

12/2022 – 01/2023

- Engaged with rehab patients, cultivating meaningful relationships within the recovery community
- Shared insights about college experiences, providing guidance for individuals seeking to rebuild their lives after rehab
- Developed gratitude and empathy, motivating support for individuals facing challenges and contributing to the community

The Hun School of Princeton – Volunteer | Princeton, NJ

11/2019 – 11/2019

- Conducted a pollution survey at Sandy Hook Beach, cleaning up areas with high pollution and enhancing habitats for local wildlife
- Tailored cleaning plans considering proximity to water or land, optimizing equipment usage to effectively remove substantial waste
- Outlined an effective beach cleaning plan, fostering successful collaboration with peers by identifying the most critical areas to clean

NON-TECHNICAL SKILLS & INTERESTS

- **Interests:** Traveling, Photography, Nature, Space, Traveling (Number 1 on my bucket list is to visit all 7 continents!)

JAYDEN MARSHALL

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Highly motivated student athlete experienced in sales, leadership, and management. Superior communication and relationship building skills with an unmatched drive to make an impact in both the workplace and in serving the community. Possess exceptional time management skills in successfully balancing work commitments, a full school course load, NCAA Division I athletic responsibilities, and numerous volunteer and community engagements.

EDUCATION & ACADEMIC HIGHLIGHTS

COLUMBIA UNIVERSITY – New York, NY Anticipated May 2026 *Bachelor of Science in Psychology*

- Varsity Defensive Back for Columbia Lions Football Team, NCAA Division I
- Graduation assistant for disability services and volunteer at community organizations including high schools, homeless shelters, sports camps, and church organizations.

CORE STRENGTHS & AREAS OF EXPERTISE

Leadership | Training & Development | Staff Management | Customer Service | Client Relationship Management Team Building | Marketing | Inside & Outside Sales | Written and Verbal Communication Skills | Microsoft Office Suite

INTERNSHIP EXPERIENCE

SANFORD SURROUNDED REAL ESTATE AND LAND DEVELOPMENT – Sanford, NC May 2024 – August 2024 *Assistant & Shadower*

- Assisted Walter Ciucevich in real estate, insurance, and mortgage operations within a multifaceted office setting.
- Conducted property research and cold calls to potential sellers, generating leads and opportunities for land acquisition.
- Developed and implemented marketing strategies, including personalized handwritten letters, organizing and managing leads using Lofty, and proposing integration of QR codes in outreach materials to improve engagement and track responses.
- Completed the North Carolina Real Estate U Pre-License Course, currently preparing to take the National and State Exams.

BEYOND EQUIPMENT FINANCE – Chicago, IL June 2023 – August 2023 *Sales Associate*

- Thoroughly reviewed and supervised contracts and transactions.
- Managed accurate record-keeping and compliance in accordance with company policies and standards.
- Developed marketing materials to increase business and enhance company footprint.
- Accurately processed purchase agreements and various documents and scheduled appointments with potential customers.
- Traveled extensively to meet potential customers across New York and North Carolina.

WORK EXPERIENCE

MADDOX CONCRETE LLC – Sanford, NC June 2017 – Present *Field Worker*

- Prepare sites by removing debris and hazards, along with loading and unloading building materials and equipment.
- Safely and efficiently execute tasks such as digging trenches, backfilling holes, cutting and demolition of concrete.
- Engage in proper operation of heavy-duty equipment and machinery according to company and safety standards.
- Assemble and disassemble bracing, barricades, forms, and scaffolding.
- Carefully follow construction plans, blueprints, and instructions to ensure successful project completion.

SMOOTHIE KING – Sanford, NC June 2020 – June 2021 *Shift Manager*

- Oversaw restaurant operations and organized schedules for 25 staff members.
- Trained new employees on company policies, proper food handling, and safety procedures.
- Successfully managed shift changes to maximize productivity and business success.
- Prepared supplies for busy shifts, maintained inventory levels, and monitored food preparation to minimize waste.
- Addressed customer service issues promptly to ensure overall guest satisfaction.

JUSTINA BITZER

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EDUCATION

Columbia University, Columbia College
Bachelor of Arts. in Economics and Mathematics

GPA: 3.78/4.0
Anticipated Graduation: May 10, 2026

PROFESSIONAL EXPERIENCE

Tarsadia – Investment Banking Analyst Intern **02/2024 – Present**

- Build a financial model including 3 years of historical quarterlies, projections for the next 2 years, full income statement, cash flow statement, and summary debt balance sheet
- Populate Tarsadia investment template: company overview, risk/rewards, 2024 full year estimates sensitivity, situation overview, company strengths and weaknesses
 - Review company public filings: 10K, investor presentation, quarterly earnings releases, earnings transcripts
 - Layout company capital structure
 - Review wall street research: initiation reports, sector overviews, and quarterly commentary
- Conduct calls with company investor relations and wall street research analysts

Firstrand Alliance – Venture Fellow Position **01/2024 – Present**

- Participated in deal sourcing, due diligence processes for potential investments, portfolio company support through internal projects.
- Received mentorship from investment team and industry experts, organize and attend industry events for entrepreneurs
- Developing skills in fund administration, market research, financial analysis, communication, and teamwork.

CMB Global Health Leadership Development Program, Global Reach - Program Intern **06/2023 – 08/2023**

- Worked with the director of Asian Programs Global Reach at University of Michigan
- Facilitated weekly meetings for the Preparing and Advancing Women for Leadership in the Health Sciences group
- Assisted in the analysis of candidate needs and University of Michigan resources to develop a curriculum for the leadership program.

Morgan Stanley – Fixed Income Student Analyst; Business Development | Remote **04/2023 – 06/2023**

- Selected to participate in an invite-only case competition with Morgan Stanley's Fixed Income Division, developing an investment thesis for MD, Stephen Dance, to recommend the best asset for a client to invest in through '23 (i.e., treasuries, equities)
- Created an investor profile, mapping all the touchpoints a client would consider when considering my team's final recommendation (goals, financial situation, time horizon, risk tolerance), compiling all pain points into one timeline of steps moving toward a continuous direction
- Performed a profit and loss (P&L) scenario analysis, outlining future states of the asset through 3 basic scenarios (base case scenario, worst case scenario, best case scenario), building scenarios into a single slide to project potential investment returns & losses for Morgan Stanley.
- Designed and submitted a 12-page slide deck + a single master document outlining the materials produced by the project and how they have been organized to MS's leadership team, formally closing the project & transferring all solutions to MS's D&I Advisor

DICK'S Sporting Goods – MAP Marketing Operations Consultant Intern; Development Team Member **01/2023 – 03/2023**

- Designed a national marketing campaign to promote DSG's products to 100K+ new female customers for Women's History Month
- Created risk assessment matrix to define levels of risk and help DSG employees achieve 100% compliance with new strategy
- Developed a KPI framework with 5 key performance indicators & synthesized findings from research into a cohesive map for DSG
- Coordinated a communication strategy to ensure: (1) high-level awareness of the plan; and (2) anchor changes into DSG's company culture
 - **ADKAR**: applied ADKAR assessment to build **A**wareness/**D**esire/**K**nowledge/**A**bility/**R**einforcement of the plan with employees
 - **Lewin's 3-Stage Model**: evaluated 3 stages (freeze, change, refreeze) to communicate logic behind female-focused plan

LEADERSHIP EXPERIENCE

Warburg Pincus – MAP Elite 100 Investment Fellow **09/2023 – 12/2023**

- Selected as 1 of 100 second-year athletes to participate in a fellowship designed to prepare BIPOC students for careers in banking
- Receive 20+ hours of virtual instruction in accounting and industry-specific training for future banking roles
- Collaborate with 5 athletes + 1 IB head coach to prepare a final buy/sell/hold recommendation & price target to Warburg's leadership team

Columbia University, NCAA Division I Varsity Soccer Team **08/2022 – Present**

- Dedicate 40 hours per week to practice, conditioning, competition, and team meetings while balancing a full academic course load
- Volunteer at community organizations including local schools, homeless shelters, and sports camps

Columbia University Student-Athlete Advisory Committee **01/2023 – Present**

- Selected from 100+ players by football coaches to represent team on committee of all varsity sports
- Planned community service and outreach events including a program that brought 50 local high school students to Columbia's campus to participate in a leadership seminar
- Created improved academic environment for student-athletes by working with advisors

MIRIAM M.C. CHENG

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EDUCATION

Stanford University – Stanford, CA

GPA: 4.1/4.0

B.S. in Bioengineering & Computer Science | SAT: 1570

Anticipated Graduation: May 2026

- **Accomplishments:** NCAA Division I Student-Athlete (Stanford Women's Squash); 2018 HK Junior Championship GU15 Champion
- **Relevant Courses:** Programming Abstractions, Linear Algebra & Differential Calculus of Several Variables, Acct. 210, CS 103, Stats 195
- **Industry Education by Summer '23:** Building a Financial Model, Core Data Analysis, Core Financial Concepts, Finance Interview Prep

EXPERIENCE

Stanford Bioengineering Department – *Incoming Research Intern* | Stanford, CA

06/2023 – 08/2023

- Expected to learn more about the development of bioengineering as the next economic driver for our society during Summer 2023

Morgan Stanley – *Student Analyst; Business Development (Team Lilla St. John)* | Remote

04/2023 – 06/2023

- Selected to participate in an invite-only case competition with Morgan Stanley's Fixed Income Division, developing an investment thesis for MD, Stephen Dance, to recommend the best asset for a client to invest in through '23 (i.e., treasuries, equities, investment grade credit)
- Created an **investor profile**, mapping all the touchpoints a client would consider when considering my team's final recommendation (goals, financial situation, time horizon, risk tolerance), compiling all pain points into one timeline of steps moving toward a continuous direction
- Performed a **profit and loss (P&L) scenario analysis**, outlining future states of the asset through 3 basic scenarios (base case scenario, worst case scenario, best case scenario), building scenarios into a single slide to project potential investment returns & losses for Morgan Stanley
- Designed and submitted a final 12-page slide deck + a single master document outlining the materials produced by the project and how they have been organized to MS's leadership team, formally closing the project & transferring all footnotes/solutions to MS's D&I Advisor

American Energy Society – *Global Energy University Research Assistant* | Remote

03/2021 – 02/2022

- Contributed to the forthcoming report that will help students from around the world select an impactful university, promote funding for disruptive and sustainable technology, and assist potential collaborative relationships and strategic partners
- Coordinated with the team of 40 global students to manage and distribute research responsibilities for the 23,000+ global universities, harnessing each individual's abilities, ultimately managing to complete 50+ countries and 2,000+ universities within one year
- Recruited the next cohort of equally motivated and capable students selected 2 students from my high school to continue the research into Chinese universities and other programs in the geographical area to be on pace to complete the project by 2023

Cambridge Needham Research Institute – *Scholar* | East Asian History of Science Library

06/2019 – 04/2021

- Collected texts from the library and online, compiled information from 20+ sources, including Chinese books, international reports and Chinese museums to synthesize a complete picture of the topic and create a framework for which my analysis could occur
- Analyzed Avian Imperial court paintings from Song Huizong and Qianlong To advance our understanding of science and civilization in China for the Needham Research Institute of Cambridge and wrote an in-depth analysis in Chinese about how these images reflected the emperor's personal qualities and the empire's circumstances
- Presented my findings to the Professors at the Needham Research Institute and published my work in *Bauhinia VI* ISSN 2409-4064

LEADERSHIP & COMMUNITY DEVELOPMENT

Stanford University Women's Squash – NCAA Division I Student-Athlete | Stanford, CA

09/2022 – Present

- Prior to Stanford: 2018 USJO GU15 No. 2 & 2018 HK Junior Championship GU15 Champion
- Dedicate 25+ hours/week to practice, games, community service & other activities while maintaining a 3.5+ GPA taking a full course load

Make A Play Foundation (MAP) – Morgan Stanley 'Skills Challenge' Mentee | Remote

04/2023 – 06/2023

- Selected as 1 of 150 first-year athletes to participate in an eight-week fellowship designed to hone technical skills for a career in finance
- Received 20+ hours of targeted interview preparation, professional development coaching & industry-specific training for finance roles
- Collaborated with a 5-person scrum team & Morgan Stanley mentor to deliver an investment thesis to the bank's Fixed Income Division

Bring Me A Book – Volunteer | Hong Kong

06/2019 – 06/2022

- Fostered the development of bilingual literacy in young underprivileged children in Hong Kong from public schools, improving their literacy and discussing important moral concepts about education and community
- Assisted in arranging and cataloging award-winning children books within the office, and public school libraries, supporting access to over 400+ physical books in the office and libraries

The Independent Schools Foundation Academy – Head Student | Hong Kong

04/2020 – 05/2021

- Coordinated and spearheaded efforts to pivot our team's communication onto digital platforms, creating the template for and initiating an Instagram account and 7 grade-level websites to facilitate online learning and community building during the pandemic
- Mentored the 4 grade 6 and 7 grade level prefects to help them organize grade-level events despite COVID restrictions, including Among Us and Kahoot tournaments, and dodgeball games, cultivating the next generation of problem-solvers for my high school
- Conceptualized and put together a 15 minute video, using DaVinci Resolve to edit together clips from all my classmates and creating individualized videos to personally thank all of our teachers for their guidance and support over the past two years

NON-TECHNICAL SKILLS & INTERESTS

- **Interests:** Biotechnology <3, squash, embroidery, reading, origami, travelling.

MORAYO Z. KASSIM

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EDUCATION

University of Pennsylvania – Philadelphia, PA

GPA: 3.5/4.00

Bachelor of Arts in Communications | Minor in Consumer Psychology

Anticipated Graduation: May 2026

Relevant Coursework:

- Accomplishments: NCAA Division I Student-Athlete (Penn Women's Track & Field); MAP Women's Playmaker '23 & '24
- Business Education: Creating Business Presentations 101, Intro to: People & Performance, Project Mgmt., Sales/Marketing, Supply Chain
- Leadership Events: Participated in Leadership Events with Bank of America, Deloitte, Evercore, Oliver Wyman & JP Morgan Chase & Co.

EXPERIENCE

Morgan Stanley Summer Analyst– Internship | New York City, New York

06/2024 – Present

- Rotated through a 10-week rotational program within the Institutional Equity Division of Sales & Trading
- Tasked with biweekly projects and opted into weekly tasks focusing on developing core skills the desks utilize
- Met with a senior and junior mentor to utilize the Morgan Stanley network as a support system during the internship process

Brentwood Country Club – Server & Hostess | Nashville, TN

02/2022 – Present

- Oversaw and helped facilitate 100+ events ranging in size and party type
- Coordinated seating and drink arrangements for 500+ families
- Improved communication channels between the multilingual staff by utilizing my Spanish-speaking skills to streamline communication

Oliver Wyman – Incoming Air Transportation Student Analyst | New York, NY (Remote)

January 2024-02/2024

- Delivered a 30-year growth strategy to Oliver Wyman's Campus Recruitment Team, reimagining the way airports operate and serve their stakeholders—passengers, shoppers, airlines, suppliers & staff—through multiple innovative approaches (i.e., air taxis) by 2055
- Presented a 12-page slide deck to the Oliver Wyman Forum Team in March, applying the Pyramid Principle to consolidate my team's slides into a cohesive document, ensuring we jointly present our top conclusions first, followed by supporting arguments/data/facts
- Synthesized our target segment into an interactive user profile map displaying a long-term marketing strategy that prioritizes our key segment

Bank Director – Marketing Intern | Nashville, TN

Summer 2022 -12/2023

- Formulated a competitor rating analysis for 20 banks served by Bank Director
- Created a data report on female representation in banking broken down by key identifiers, and representation among C-Suite executives.
- Generated an Excel spreadsheet presentation to track the fluctuation of changes to diversify over time.
- Researched the television marketing strategies of Chase Bank, Wells Fargo, and Bank of America and generated a report examining its impact on their broader marketing strategies.

DICK'S Sporting Goods (DSG) – Marketing Student Consultant | Remote

01/2023 – 03/2023

- Customized a marketing campaign for DSG's Women's History Month that included information regarding product, price, promotion, place, people, physical evidence, processes, and other high-level elements to attract 100,000 new female customers by the end of the year
- Created a buyer persona built to represent the ideal target market for DSG's marketing campaign, collecting research on personal information, common challenges, values/goals, and common objections to determine what female customers in this market care about most
- Built and executed a CRM model using the "IDIC" framework that provided a 360° view of the consumer engagement process from acquisition to retention, resulting in a flywheel that visualized how to identify, differentiate, interact, and customize customer expectations
 - **ID**: Created surveys to identify the target audience; differentiated customers based on unique insights collected from buyer persona
 - **IC**: Customized marketing strategy to inspire positive interactions with new female customers & increase Q1 net sales by 6-8%

LEADERSHIP & EXTRACURRICULAR ACHIEVEMENTS

Black Student League (BSL) - Marketing Committee

11/2023-Present

- Create and curate content for the BSL social media profiles to expand its following and promote ongoing campaigns
- Gather and analyze trends in customer feedback to better adapt the content for our audience
- Brand management across social media profiles and marketing campaigns to create a solid brand image

Robeson Cooper Scholar - Social Justice Networking Group | Philadelphia, PA

08/2023 – Present

- Selected to participate in The Economic Justice Partnership
 - Taught skills in financial empowerment and the historical foundation that created the wealth gap
 - Equipped to facilitate modules to interested POC parties
- Taught various skills in financial literacy, mental health resources for POC men and women, diversity, and inclusion versus diversity and exclusion, and other relevant topics

Make A Play Foundation (MAP) – Women's Playmaker '23 (Team Cheryl Miller) | Remote

01/2023 – 02/2024

- Selected as 1 of only 120 U.S. female collegiate athletes to participate in a two-month fellowship to prepare for careers in competitive industries
- Manage a portfolio of complex initiatives required to consult several Fortune 500 companies with a cross-functional case team of 6 athletes
- Collaborated with a scrum team of 5 to develop a multi-year strategy for DSG's Women's History Month initiative with a 5-week timeline
 - Technical Skills Acquired: [Agile Project Management](#) | [Scrum Methodology](#) | [Tuckman's 5 Stages of Group Development](#)

Penn Varsity Track & Field – NCAA Division I Student-Athlete | Philadelphia, PA

08/2022 – Present

- Devote 20+ hours a week to practice/training, film sessions, individual and team meetings, games, tutoring, travel, and community service
- Provide thoughtful leadership that is inclusive, transparent & empowering & supports the team's goal to develop teammates on/off the field
- Constructed a relationship between RJ at Penn and the Varsity Track & Field team

- o equipped both student-athletes and coaches with skills in accountability and communication
 - o organized 2 teamwide mandatory conflict resolution sessions to provide athletes with the portable skills necessary to succeed in team environments
- Develop a results-oriented focus & skills in communication, critical thinking, accountability, resiliency, teamwork, and time management

Navia Zhang

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EDUCATION

Columbia University, School of Engineering and Applied Science **New York, NY**
B.S. in Financial Engineering, Minor in Computer Science | GPA: 3.94/4.00 - Dean's List (All Semesters) *Expected May 2026*
Relevant Coursework: Accounting & Finance, Physics, Data Structures in Java, Computing in Python, Linear Algebra, Multivariable Calculus, Probability for Engineers, Emerging Scholars Program (Computer Science Honors Program)
Relevant Programs: Blackstone Future Women Leaders Program, Goldman Sachs Possibilities Summit, Evercore Sophomore Diversity Seminar, Morgan Stanley First Year Enhancement Program, SIG Freshman Discovery Day, Grata Scholars Program

RELEVANT EXPERIENCE

Morgan Stanley & Co. LLC **New York, NY**
Incoming Institutional Equity Division Summer Analyst *June 2024 - August 2024*

116th & Partners **New York, NY**
Vice President of Education & Board Member - \$20,000+ AUM student-led L/S investment fund *October 2022 - Present*

- Constructed DCF models, performed due diligence and presented 6 investment recommendations to board members, resulting in 2 investments
- Presented weekly market updates on macro trends, industry developments and impacts on the fund portfolio
- Evaluated portfolio investment holdings and assessed exit opportunities
- Selected Investments: MANH - supply chain software solutions provider, yielding a 10.5% ROI (ongoing); OXY - oil and gas producer, leading to an 8% ROI (exited)

Economic Complexity Research Lab, Columbia University **New York, NY**
Undergraduate Research Assistant *September 2023 - Present*

- Investigated 16 industrial development patterns to assess the effectiveness of countries' economic and production development paths and recommend optimized macro-level development strategies for 6 comparable countries
- Authored a 30-page report on "Senegal's Optimal Industry Development Strategy Using Economic and Product Complexity" to be referenced by the World Bank

Bank of America **New York, NY**
Stock Pitch Competition Contestant - Equity Division *September 2023 - November 2023*

- Participated in a stock pitch competition to develop an equity portfolio for the consumer goods industry with 4 companies: Lululemon, Unilever, TJX Companies and elf Beauty, yielding a cumulative ROI of 74%
- Authored a 12-page slide deck presented to a panel of BofA's senior management, introducing 3 theses using the PESTEL framework that guided my team's final recommendation

Ovata Capital Management Limited **Hong Kong, HK**
Investment Intern - \$1.2bn AUM equity multi-strategy hedge fund *June 2023 - August 2023*

- Generated investment portfolio summary reports using R script to monitor the four flagship funds' performance
- Created broker review PowerPoint presentations by compiling commission and trade notional data from 6+ bulge bracket investment banks (GS, MS, JPM, BofA, etc.) with Python and SQL

Blue Lotus Capital Advisors Limited **Hong Kong, HK**
Equity Research Intern - \$265mn AUM asset management & advisory firm *June 2022 - August 2022*

- Conducted in-depth analysis of operation metrics, business strategy, transactions, and competitor revenues for 10+ companies across technology, semiconductor, gaming and retail sectors to formulate investment recommendations
- Built 6 operating models (e.g. partial discounted cash flow, pharmaceutical pipeline, and consumer retail sales models) to project sales revenue for semiconductor, pharmaceutical and retail companies listed on NYSE and HKEX
- Prepared equity research reports for distribution to regional and global hedge fund clients

ACHIEVEMENTS & LEADERSHIP

Columbia University Division 1 Women's Squash, 9+ years *National Player* *September 2022 - Present*
Columbia Alpha Partners, *Investment Banking Director* *September 2022 - Present*
Columbia Quant Group, *Executive Board Member* *September 2022 - Present*
Columbia Alpha Kappa Psi, *Recruitment Committee Member* *September 2022 - Present*
Hong Kong National Debate Team, *Champion of 2022 World Schools Championships* *August 2020 - May 2022*

SKILLS & INTERESTS

Computer: Java, Python, R, SQL, Bloomberg, LaTeX, Blynk IoT, Fusion 360, WolframAlpha
Languages: Native in English and Chinese; Chinese-English simultaneous interpreter at school events
Interests: Tennis, Formula 1, Hiking, Fashion, Art Exhibits, Exploring Restaurants, Singing, Movies & Shows

RAMIRA A. AMBROSE

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EDUCATION

Northwestern University – Evanston, IL

GPA: 3.79/4.0

B.S. in Industrial Engineering | Anticipated Financial Economics Kellogg Certificate Program

Anticipated Graduation: May 2026

- **Accomplishments:** NCAA Division I Student-Athlete (Northwestern Women's Soccer Team); Academic All-Big Ten; Dean's List
- **Relevant Courses:** Comp Science, Design Thinking & Communication (DTC), Engineering Analysis II, Multivariable Calculus
- **Leadership Events:** Participated in Leadership Events with Bank of America, Deloitte, Evercore, Oliver Wyman & JP Morgan Chase & Co.
- **Wall Street Prep Education by 2024:** Accounting Crash Course, Investment Banking Interview Guide, Investment Banking Soft Skills

EXPERIENCE

Morgan Stanley – *Incoming 2024 Institutional Equity Sophomore Summer Analyst* | New York, NY

June 2024

- Expected to closely shadow Chief Investment Officers, Portfolio Managers, and Traders to deliver meaningful market insight and expertise

Warburg Pincus – *Investment Banking Student Analyst* | New York, NY (Remote)

January 2024 – March 2024

- Advised Warburg on the potential acquisition of a new HVAC company, approving the design of a 3-Statement Model used to forecast my team's income statement, balance sheet & cash flow statement for up to 5 years, delivering a final presentation to the Human Capital Team

DICK'S Sporting Goods (DSG) – *Management Student Consultant; Scrum Master* | Remote

January 2023 – March 2023

- Achieved 1st Place in a team of 6 after presenting a multi-year strategy to DSG's Corporate Strategy team to help the company attract 100,000+ new female customers by 2025, receiving high praise from company leaders for our "HER Story" themed campaign
- Oversaw the project initiative to create a multi-year marketing strategy for DSG celebrating Women's History Month as Scrum Master, fostering positive relations with my 5-person scrum team and actively communicating tasks & concepts to deliver the project in 5 weeks
- Facilitated group progress through the creation of a management workflow on Monday.com to engage all teammates in their roles and contributions, assigning different phases to each member with specific tasks, which allowed for a visual tracking of key objectives
- Implemented team standards and goals through the creation of a descriptive project charter that outlined our team goals, deliverables, deadlines, key objectives, and key performance indicators to measure our success, and ensure we delivered a high-quality project on time

Universal Soccer Smile – *Founder* | Minneapolis, MN

June 2019 – December 2021

- Founded an organization whose mission is to collect and redistribute soccer equipment to children in impoverished communities
- Generated social media outreach to raise awareness & build profile through several modes of communication including email & Instagram
- Successfully navigated community outreach for equipment collection drives with 10+ high schools in the Twin Cities and three local soccer clubs while growing social media platforms, collecting over 600 pieces of equipment

Tucker Center for Research on Girls & Women in Sports – *Intern* | Minneapolis, MN

June 2020 – August 2021

- Introduced a new Women Coaches of Color initiative by creating a research paper performing data analysis on approximately 70 institutions in the Power Five Conferences in addition to creating several infographics and presentations
- Digitized findings into several presentations and infographics for science fair competitions, receiving the following awards—MN State Science & Engineering Fair Finalist, Science Museum of MN Science Communication Award, and Seagate Emerging Scientist Award.
- Contributed to the Women in College Coaching Report Card through excel expertise, group communication, and formal research writing

LEADERSHIP & COMMUNITY DEVELOPMENT

Northwestern Varsity Women's Soccer – NCAA Division I Student-Athlete | Evanston, IL

August 2022 – Present

- Dedicate 25+ hours/week to practice, games, community service & other activities while maintaining a 3.5+ GPA taking a full course load
- Helped the team achieve the best season in program history, making it to the sweet 16 of the NCAA Tournament in my first college season
- Enhance experience for 19 varsity programs, coaches, and administrators by promoting, creating, and engaging in 5+ DEI initiatives

Kabiller NU For Life – Advisory Board Member | Evanston, IL

July 2023 – Present

- Selected as 1 of 20 board members to orchestrate workshop events and career building opportunities for fellow student-athletes
- Deliver expertise in resume design, interviewing, and networking to freshman, simultaneously offering mentorship and guidance
- Coordinate 5-10 events for 500+ student-athletes fostering their professional development journey through diverse initiatives

Northwestern Capital Management – Analyst | New York, NY

September 2023 – Present

- Participated in the rigorous new member training program gaining exposure to market research and technical financial skill sets
- Engaged in weekly lectures to enhance understanding of essential elements in effective pitches and professional development

The Wound Vac Pants – Project Manager, Lead Developer | Chicago, IL

January 2023 – March 2023

- Formed strategic partnership with Shirley Ryan AbilityLab to innovate adaptive clothing for lower body wound vac patients
- Directed project management with clear agendas, checkpoint goals, and efficient delegation, ensuring a cohesive workflow

Make A Play Foundation (MAP) – Women's Playmaker '23 (Team Simon Biles) | Remote

January 2023 – March 2023

- Selected as 1 of only 120 college women athletes to participate in a two-month fellowship to prepare for careers in competitive industries
- Received 20+ hours of targeted interview preparation, professional development coaching & industry-specific training for competitive roles
 - Technical Skills Acquired: [Agile Project Management](#) | [Scrum Methodology](#) | [Tuckman's 5 Stages of Group Development](#)

Wayzata Girls Varsity Soccer – Team Captain | Plymouth, MN

August 2021 – November 2022

- Communicated with 150+ athletes, parents, athletic administration, and coaches about announcements regarding the program, merchandise, fundraising opportunities, and scheduling to garner community support & ensure they felt connected to the program throughout the year

Student Council, Wayzata High School – Vice President | Plymouth, MN

June 2020 – June 2022

- Oversaw the production of several events, programs, initiatives, and outreach for the 3,600-person student body at Wayzata High School through planning with a 100-member student council, delegating individual roles within various committees to execute events/gatherings

ADDITIONAL SKILLS & INTERESTS

- **Skills and Languages:** Python, R-Studio, Microsoft Office Suite, SPSS, MATLAB, C++, and Spanish (Intermediate)
- **Interests:** Jewelry Making, Yoga, Chai Tea Lattes, Harry Styles, Pinterest, Sri Lankan Cuisine, and Exploring New Cities