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EDUCATION

Duke University – Durham, NC

Bachelor of Arts, Psychology | Minor in Economics | SAT: 1350

Expected Graduation: May 2028

Cumulative GPA: 3.32/4.0

Accomplishments: NCAA Division 1 Student-Athlete (Duke Swimming), ACC Academic Honor Roll 2024-2025, 2024 Olympic Trials Qualifier

Relevant Coursework: Organizational Leadership & Management, Quant. Research Methods & Statistics for Psychological Science, Economic Principles

PROFESSIONAL EXPERIENCE

Athlete to Athlete

Mentor

Remote

Sep 2025 – Present

- Mentor 3–6 student-athletes per cohort through 1:1 meetings over 12–24 weeks, providing structured guidance on balancing athletics, academics, and personal development to drive confidence, accountability, and sustained progress across multiple competitive and academic cycles
- Leverage experience as a Division I athlete to support ~5 mentees through recruiting, training demands, and mindset development, translating lived experience into practical advice that strengthens decision-making and long-term athletic readiness during key transition and recruiting periods

Celsius Energy Drinks

Brand Ambassador

Remote

Sep 2025 – Present

- Promote CELSIUS by creating 2–3 original social media posts per month, producing authentic, athlete-led content that drives brand awareness and engagement, averaging 1,500+ views per post across multiple platforms and target audience segments
- Strengthen marketing and communication skills by executing monthly influencer-style campaigns, analyzing engagement metrics and audience response to refine messaging and improve content effectiveness over successive campaign cycles and product launches

Morgan Stanley

MAP Wealth Management Fellow, Team Captain

Remote

Oct 2025 – Dec 2025

Selected Case Experience

Parametric Custom Core Sports League Strategy — *Morgan Stanley Wealth Management (Parametric Portfolio Strategy Simulation)*

- Led the Initiation Phase as 1 of 2 Team Captains selected from 60 athletes (~3%) to lead a case competition by sizing the opportunity across 67–71M advised relationships and \$135T+ global WM AUM, defining why personalization and identity-aligned strategies drive durable client engagement
- Built the market and product overview by profiling the \$250K–minimum Parametric Sports League Strategy spanning 250–400 U.S. large-cap equities with S&P-like risk, translating structure, client fit, and differentiation into a clear foundation for downstream analytics and portfolio construction
- Collaborated with a 5-person team to synthesize 3–4 secular drivers—NIL expansion, \$37B U.S. sports media rights by 2030, rising sponsorship spend, and thematic SMA adoption—into a concise initiation narrative positioning the strategy as performance-oriented rather than novelty-driven
- Identified ~5 early adoption risks including novelty skepticism, sector concentration, and advisor enablement gaps, framing data-backed mitigants (benchmark alignment, breadth, education) and presenting live recommendations to MS analyst Saven Baker to meet institutional credibility standards

Lawrence Park Swim Club

Lifeguard & Swim Instructor

Broomall, MA

May 2021 – Aug 2025

- Ensure swimmer safety by monitoring pool activity for 50+ patrons per shift, enforcing facility rules, and responding to incidents and emergencies, maintaining a safe and controlled aquatic environment during peak hours and high-volume swim sessions
- Teach swim lessons to 20–30 children and adults per week, tailoring instruction to individual skill levels and learning styles, accelerating technique development and confidence through structured, goal-oriented lesson progression
- Communicate progress with parents and guardians after each lesson cycle, providing targeted feedback and at-home practice strategies that reinforce skill retention and continued improvement outside formal instruction time

EXTRACURRICULARS

Duke University Division 1 Swimming

Division 1 Athlete

Durham, NC

Jan 2025 – Present

- Dedicate 20+ hours per week to Division I swim training, competition preparation, and recovery while balancing a full academic course load, sustaining performance, discipline, and consistency throughout the collegiate competitive season
- Develop discipline, time management, and collaboration through structured daily practices and team-based training, reinforcing accountability, resilience, and execution under pressure within a high-performance Division I environment

Swimming with the Blue Devils

Volunteer

Durham, NC

Oct 2024 – Present

- Taught 15–25 underprivileged children per session fundamental swim skills and water-safety techniques, creating a supportive learning environment that improved confidence, comfort, and basic aquatic competency across multi-week volunteer programs
- Adapted instruction to 3+ comfort and skill levels, using patient, trust-building coaching methods to foster water confidence, engagement, and safety awareness among first-time and beginner swimmers

Make-A-Play Foundation

Legacy Bowl Wealth Management Fellow

Remote

Nov 2025 – Dec 2025

- Selected as 1 of 60 fellows from 350+ applicants (~17%) for MAP's Morgan Stanley–sponsored Legacy Bowl, completing 20+ hours of Wealth Management–focused training covering client solutions, portfolio construction, and professional communication
- Completed 20+ structured assignments and 3 graded mock client interactions with a 100% on-time submission record, applying scorecard feedback to strengthen analytical rigor, client-facing communication, and recommendation clarity
- Advanced through MAP's competitive Phase 1 curriculum by demonstrating consistency, coachability, and strong judgment, building foundational skills in investment analysis, client strategy, and advisor-style problem solving aligned with Wealth Management career pathways

SKILLS & INTERESTS

Technical: Proficient in Google Workspaces including Docs, Sheets, Slides and PowerPoint

Nontechnical: Proficient in leadership, collaboration, coaching

Interests: Swimming, fitness, traveling, cultural exploration

Bailey E. O'Regan

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EDUCATION

Stanford University – Palo Alto, CA

Bachelor of Arts, Design Human Behavior and Multistakeholder Research

Expected Graduation: May 2028

Cumulative GPA: 3.40/4.0

Accomplishments: Canadian National Team Member, PanAmerican Games and World Championship Open Water Swimmer

Relevant Coursework: CS 106A, Social Enterprise Workshop

PROFESSIONAL EXPERIENCE

Athlete to Athlete

Mentor

Remote

Mar 2025 – Present

- Deliver personalized mentorship to 5–10 young athletes and their families by building customized development plans focused on mental resilience, physical conditioning, and skill growth, aligning parent engagement with athlete goals to drive sustained progress over multi-month mentorship cycles
- Guide athletes through the college recruiting process, providing individualized academic and athletic support that helps secure collegiate opportunities across swimming and 2+ additional sports, while fostering long-term success beyond competition and transition readiness

Morgan Stanley

MLAP Wealth Management Fellow, Team Captain

Remote

Oct 2025 – Dec 2025

Selected Case Experience

Parametric Custom Core Sports League Strategy — *Morgan Stanley Wealth Management (Parametric Portfolio Strategy Simulation)*

- Led the Initiation Phase as 1 of 2 Team Captains selected from 60 athletes (~3%), framing the Wealth Management problem statement by sizing the HNW market (41M clients; \$86T wealth); defining why personalized, identity-driven strategies represent a credible growth vector for Morgan Stanley
- Built the market and product overview by profiling the \$250K-minimum **Parametric Sports League Strategy** (250–400 U.S. equities; S&P-aligned risk), translating product mechanics, client fit, and innovation rationale into a clear foundation for downstream research and analytics work
- Collaborated with team of 5 to synthesize 3–4 secular drivers—rising athlete compensation, \$60B+ global media rights, sponsorship spend, and thematic-investing adoption—into a concise initiation narrative that positioned the strategy as performance-oriented rather than novelty-driven
- Identified early adoption risks including novelty skepticism, concentration, and income volatility, and framed data-backed mitigants (advisor education, diversification, transparency), presenting recommendations live to MS analyst Saven Baker to meet institutional credibility standards

Stanford Swim Camp

Counselor

Palo Alto, CA

Jun 2025 – Jul 2025

- Supervised and coached 100+ campers per week ages 9–16, delivering technical swim instruction and leading high-energy training sessions across 3+ skill groups to improve fundamentals, engagement, and on-deck discipline through structured daily practice rotations
- Built strong, trust-based relationships with campers by fostering a positive, inclusive, and structured environment, reinforcing confidence, teamwork, and long-term participation in athletics through consistent mentorship and role modeling throughout multi-week camp sessions

Gitch Sportswear Specialist

Inventory Specialist

Toronto, Canada

Jan 2019 – Feb 2022

- Performed weekly cycle counts across 100+ SKUs (stock keeping items), maintaining accurate inventory records to minimize discrepancies and ensure reliable order fulfillment during high-volume fulfillment periods
- Organized warehouse inventory through systematic shelving, labeling, and restocking across 100+ units, improving accessibility and shipment preparation speed while maintaining a clean, structured, and efficient work environment under tight turnaround timelines

EXTRACURRICULARS

Stanford Athletes in Finance

Active Member

Palo Alto, CA

Jan 2025 – Present

- Build financial literacy and investment knowledge by participating in biweekly workshops and speaker events, covering core concepts in markets, valuation, and career pathways to strengthen foundational finance understanding through structured peer-led learning sessions
- Engage with 10+ finance professionals and alumni speakers across the academic year, synthesizing insights from panels and discussions to better understand recruiting timelines, role differentiation, and practical applications of finance concepts within competitive analyst pathways

Stanford Women in Business

Director of Marketing

Palo Alto, CA

Oct 2024 – Present

- Lead strategic marketing initiatives across 3+ channels to enhance brand visibility, designing event collateral, managing social media platforms, and coordinating merchandise partnerships with brands such as Lululemon, ensuring unified execution & org. alignment across multiple campus initiatives
- Developed promotional materials and executed a comprehensive marketing campaign for the 2025 Youth Women's Leadership Summit, engaging 150+ high school girls in a full-day program centered on business insights, mentorship & empowerment through targeted outreach/branding strategy
- Advanced from Junior Board Member to Director of Marketing within 1 year, demonstrating leadership growth, effective communication, and sustained commitment to one of Stanford's largest pre-professional organizations through consistent high-impact contributions

Stanford Women's Swimming & Diving

Division 1 Varsity Swimmer

Palo Alto, CA

Aug 2024 – Present

- Dedicate 20+ hours per week to Division I training, competition, travel, and recovery while balancing rigorous academic coursework, sustaining high performance across athletic and academic commitments throughout the competitive season
- Qualified for the ACC Championships, contributing race points and team support that helped secure a conference runner-up finish, reinforcing depth, reliability, and execution under championship-level pressure during postseason competition

SKILLS & INTERESTS

Programs: Python, R, Microsoft Office, Google Applications, Canva

Interests: Gluten-free baking, hiking, community fundraising through youth sports, athlete mentorship

Skills and Language(s): Moderate French proficiency, Communication, Collaboration, Adaptability

Carson Krichman

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EDUCATION

Temple University – Fox School of Business, Philadelphia, PA

Bachelor of Business Administration

Graduation: May 2028

Major: Finance | **Minor:** Management Information Systems | **GPA:** 3.83

Accomplishments: Deans List Spring 2025, Founders Tuition Scholarship

Professional Experience

Dobson Fiber – Sales Representative | Oklahoma City, OK

08/2025 – 08/2025

- Generated leads, resolved objections, provided tech support and closed the deal for 50+ fiber optic accounts in 2 weeks time
- Assessed family internet usage and budgets to recommend the best pricing package, finding the best fit and value for customer
- Recognized as #1 sales rep in a competitive 20-person sales team during a peak sales week demonstrating high performance

Freedom Solar Pros LLC. – Sales Representative | Chicago, IL

05/2025 – 08/2025

- Generated leads for high-value appointments with qualified prospects, directly contributing to \$300K revenue production
- Diagnosed customer pain points by analyzing customer pain points and needs to turn cold leads into qualified appointments
- Collaborated with team members to ensure smooth project transitions from sales to next steps in post-sale process

Seven Mile Pies LLC. – Shift Manager | Stone Harbor, NJ

07/2021 – 08/2024

- Oversaw food preparation and manage 6-12 employees across stations to maintain operations, standards and organization
- Supervised customer service experience, ensuring fast, friendly, and accurate support to improve overall guest satisfaction
- Managed inventory and supply ordering while applying rotation practices and monitoring usage patterns to reduce food waste

LEADERSHIP EXPERIENCE

Temple University Men’s Crew Team – Coxswain | Philadelphia, PA

08/2024 – Present

- Served as liaison between coaches and 40+ athletes, communicating strategy to align training goals with competitive execution
- Developed and executed race plans with coaching staff, aligning pre-race strategy with execution to improve race results
- Won gold medal and first place in the Freshman 8+ category at the 2025 Dadvail Regatta contributing to team point total

Temple University Student Athlete Advisory Committee – Treasurer | Philadelphia, PA

08/2025 – Present

- Managed budgets for student-athlete initiatives and events, ensuring accurate allocation of funds to stay within the means
- Collaborated with committee leaders and administrators, supporting event planning and community outreach for athletes
- Reported NCAA policy changes to teammates and coaches, raising awareness of current events impacting student-athletes

Temple University Professional Sales Organization – Assistant Director of Events | Philadelphia, PA

01/2025 – Present

- Coordinated 5+ events per semester, managing logistics and partnerships to provide networking opportunities to 60 members
- Worked with executive board and corporate partners to create interactive events aligning with student career preparation
- Strengthened student and employer relationships, increasing organization visibility to create career opportunities for members

SKILLS

Software: Excel, Microsoft Word, PowerPoint, Canva

Languages: Intermediate Proficiency in Spanish

Certifications: PSO Sales Certification

Claire C. Lingle

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EDUCATION

University of Virginia – Charlottesville, VA

Expected Graduation: June 2028

Bachelor of Arts in Mathematics with Finance Specialization | Minor in Spanish

Cumulative GPA: 3.70/4.0

- **Awards/Accomplishments:** Division 1 Student-Athlete (Rowing), All-ACC Academic Team, ACC Honor Roll, Part of the Third Varsity Eight that finished fifth at the ACC Championship
- **Relevant Courses:** Introduction to Commerce, Microeconomics

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Remote

Asset Management Fellow

Jan 2026 – Present

- Led the Planning Phase for a 5-person investment team, building underwriting models for Texas A&M (~\$111M rev; ~\$58M NOI), The Battery Atlanta (~\$81M rev; ~\$49M NOI), and Tottenham (~\$525M rev; ~\$210M NOI) to evaluate best fit for \$250M portfolio
- Benchmarked cap-rate ranges (5.75–6.25% student housing; 6.25–6.75% Sunbelt mixed-use; 6.0–6.5% global stadiums) and mapped implied valuations from ~\$0.9B–\$1.0B (Texas A&M), ~\$725M–\$785M (Battery), and ~\$3.2B–\$3.5B (Tottenham), sizing IRR & MoIC

Kennedy Ventures

New York, NY

Summer Intern

Jun 2025 – Aug 2025

- Supported live deal evaluations by building DCF, LBO, and cash-flow models and conducting financial diligence on 5+ companies, improving valuation accuracy and sharpening analytical rigor applicable to asset-level underwriting within multi-asset portfolios
- Sourced 25+ potential targets through outbound calls and market scans, identifying acquisition and capital-raise opportunities and preparing investor lists to support deal execution, strengthening opportunity screening and thematic research discipline

Bank of America

Remote

MAP Investment Banking Fellow

Jan 2025 – Mar 2025

- Selected as 1 of 100 DI athletes for a high-intensity deal advisory fellowship, collaborating with a lean team to assess a PE acquisition target by analyzing financial drivers, market positioning, and modeled scenarios to sharpen investment-grade evaluation skills
- Built the team's cash-flow statement and executed detailed ratio sense-checks on margins, growth, and ROIC to identify model inconsistencies, improving data integrity and strengthening the analytical precision required for asset-management decision-making

The Agnes Irwin School

Villanova, PA

Middle School Math Tutor

Jan 2021 – Mar 2024

- Designed individualized lesson plans for 8 students, using diagnostics and weekly assessments to improve math comprehension and lift average test performance by 15%, strengthening clarity, instructional discipline, and outcome-oriented communication
- Tracked weekly student progress and delivered targeted feedback across 8 learners, identifying gaps and refining instruction to elevate academic achievement, reinforcing analytical pattern-recognition and structured problem-solving under time constraints

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

University of Virginia NCAA Division I Women's Rowing Team

Charlottesville, VA

NCAA Division 1 Student-Athlete

Aug 2024 – Present

- Commit 30+ hrs/week to water, land, and strength training while managing full-time UVA coursework, earning All-ACC Academic and ACC Honor Roll honors, strengthening long-term discipline/execution/resilience essential for performance-driven environments
- Competed at the 2024–25 ACC Championship as part of UVA's 30-athlete roster, contributing to a 2nd-place team finish by executing race strategy, technical preparation, and coordinated in-boat communication to strengthen competitive performance under pressure

The Agnes Irwin School

Villanova, PA

Varsity Rowing Captain

Sep 2023 – June 2024

- Led 20 teammates across training, goal-setting, and competitive preparation while representing the program at 15+ events, enhancing collaboration and strengthening leadership discipline transferable to high-pressure investment and client settings
- Competed at Henley Women's Regatta (2022, 2024) in top boats while coordinating logistics and communication with coaches, improving operational consistency and supporting strategic execution across high-stakes performance environments

The Agnes Irwin School

Villanova, PA

Head of STEM Club

Sep 2022 – May 2024

- Led weekly STEM programming for 25+ students by designing hands-on projects, coordinating resources, and driving engagement, resulting in 5 completed initiatives and strengthening communication and project-management rigor for AM workflows
- Collaborated with faculty to secure materials and guest speakers, expanding technical exposure and improving educational impact while reinforcing stakeholder coordination and planning precision aligned with client-facing asset-management execution

SKILLS & INTERESTS

- **Languages:** English and Spanish
- **Technical Skills:** Financial Modeling (3-Statement, DCF, M&A), Valuation (DCF, Comps), Business Analysis, Excel Proficiency
- **Certifications:** Financial Modeling and Valuation Analysis (FMVA), Corporate Finance Institute
 - Completed over 100 hours of financial modeling, valuation, and business analysis training

Claudia I. Chadwick

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EDUCATION

Harvard University – Cambridge, MA

Bachelor of Arts in Applied Math (Econ) | SAT: 1500

Expected Graduation: June 2028

Cumulative GPA: 3.67/4.0

- **Awards/Accomplishments:** Harvard-Radcliffe Varsity Rower (D1 NCAA Athletics), Japanese Language Citation, Staples High School Honor Roll, 2024 AP Scholar with Distinction, 2023 AP Scholar with Honor

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Asset Management Fellow

Remote

Jan 2026 – Present

- Selected as 1 of 30 NCAA student-athletes nationwide ($\approx 12\%$) for a 10-week asset-management fellowship, applying institutional underwriting, asset screening, and multi-asset modeling frameworks to build decision-ready analyses under weekly evaluator review
- Expected to design a \$250M Global Sports Real Asset Portfolio by analyzing stadiums, mixed-use fan districts, university housing, and training facilities, producing a return-driven, ESG-integrated allocation strategy presented through an IC-style pitch to UBS leaders

Saugatuck Rowing Club

Intern

Westport, CT

May 2024 – Jun 2024

- Shadowed senior coaches and operations staff across 5+ functional areas, observing training workflows, member services, and equipment management to strengthen operational intuition and contribute to smoother daily execution for 200+ club members
- Adapted quickly to rotating roles in a fast-paced, client-centered environment by supporting front-desk operations, equipment prep, and training logistics, improving reliability and enhancing overall member experience across a high-volume summer schedule
- Observed athlete performance sessions and operational routines to identify common service patterns, translating insights into clearer execution habits and a stronger understanding of high-performance sports environments serving diverse athlete populations

LunaByClaudia

Founder

Westport, CT

Aug 2019 – Dec 2022

- Launched and operated a jewelry business overseeing product design, sourcing, packaging, inventory, and customer service across 150+ SKUs, developing hands-on operational discipline and full-cycle ownership of brand, sales, and fulfillment workflows
- Generated $\sim \$40,000$ in revenue by leveraging digital marketing, platform analytics, and community engagement strategies, strengthening commercial intuition and demonstrating repeatable results in customer acquisition, retention, and demand generation
- Built entrepreneurial problem-solving skills by iterating on product-market fit, resolving customer issues, optimizing turnaround times, and refining operational systems, improving overall efficiency and strengthening brand reliability across sales cycles

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Harvard University Varsity Rowing Team

NCAA Division I Student-Athlete

Cambridge, MA

Aug 2024 – Present

- Commit 25+ hrs/week to training, film review, meetings, regattas, travel, and recovery while managing full-time academics, reinforcing discipline, resilience, and execution consistency in a high-pressure Division I environment with demanding performance standards
- Strengthen team execution by communicating adjustments, analyzing technical breakdowns, and modeling disciplined habits, contributing to a performance-driven culture focused on precision/accountability/incremental improvement across 40+ athlete roster
- Support team goals on and off the water by promoting inclusion, transparency, and peer mentorship, strengthening overall team cohesion and contributing to a high-trust environment aligned with competitive success and consistent daily improvement

Japanese Weekend School of New York

Volunteer

Port Chester, NY

Aug 2019 – Dec 2022

- Participated annually in fundraising initiatives supporting disaster-relief efforts in Japan, coordinating youth involvement and contributing recurring donations to UNICEF, strengthening long-term commitment to community service and cultural engagement
- Engaged in cultural-education programming that strengthened empathy, communication, and cross-community understanding, contributing to smoother event execution and a more inclusive environment for families across multi-year community activities

Youth Varsity Rowing

National Team Athlete

National | Multiple Locations

Jul 2019 – Jun 2024

- Invited to the U19 U.S. National Team Selection Camp in 2022 and 2024, demonstrating competitive readiness, technical proficiency, and sustained performance growth across elite junior rowing environments with high physical and mental demands
- Represented Team USA at the 2022 CanAmMex Regatta, securing two gold medals and contributing to overall team dominance while strengthening race-day resilience, tactical execution, and ability to perform under pressure against international competition

SKILLS & INTERESTS

- **Language(s):** English, Japanese, French, Python Code
- **Skills:** Leadership & Teamwork (D1 Varsity Athletics), Customer Relations & Digital Marketing, Multilingual Communication, Social Media Strategy, Entrepreneurship & Start-Up Management

COLLIN MOORE

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PROFESSIONAL SUMMARY

Analytical and driven Cognitive Science (Neuroeconomics) student at Columbia University with experience in market research, pricing strategy, and consumer insights. Delivered actionable data-driven recommendations for an international brand, contributing to strategic decisions on product expansion. Proven leadership as a D1 NCAA athlete with a consistent track record of balancing high performance, discipline, and collaboration.

EDUCATION

Columbia University - Columbia College

New York, NY

Bachelor of Arts in Cognitive Science, with a specialization in Neuroeconomics

June 2028

Relevant Coursework: Principles of Economics, Macroeconomics, Intro to Cognitive Science, Statistical Reasoning, Calculus 1 and 3,

GPA 3.81

WORK EXPERIENCE

Make A Play Foundation (MAP) - Morgan Stanley "Legacy Bowl" participant

Remote

Fall 2025

• Selected as one of 20 Fellows (top ~10% of 200+) in MAP's Legacy Bowl, contributing to a 5-member team developing MS's Parametric Custom Core Strategy projected to engage 500+ high-net-worth athletes and entertainers by 2026.

• Manage 20+ deliverables during my phase of the project, taking ownership of timelines and quality control to ensure 100% on-time submission and client-ready standards.

• Assess risks, benefits, and market demand for a \$250K-minimum investment product tied to professional sports leagues, informing product-market fit and client segmentation.

Strategy & Market Research intern - Discipline LLC Internship

Bend, OR

Summer 2025

• Conducted pricing and competitive analyses across global markets to support product strategy and market entry decisions.

• Presented SEO and search trend reports that informed new brand positioning and social media targeting.

• Synthesized findings into actionable reports for executive decision-makers and cross-functional partners.

• Built multi-country pricing and competitor views; highlighted margin levers and retailer coverage to inform expansion decisions.

Demolition Crew Member - Walker Engineering

Bend, OR

Summer 2024

• Assisted in demolishing structures, ensuring compliance with safety protocols and procedures

• Performed exterior landscaping duties, as well as clearing debris efficiently to prepare the site for renovation

LEADERSHIP EXPERIENCE

Columbia University, NCAA Division I Varsity Track Athlete

New

York, NY

High Jumper

September 2024 – Present

• Placed 5th at Ivy League Championships; balance 30+ hours/ week of training with a 3.81 GPA

• Recognized for teamwork, resilience, and competitive excellence under pressure.

Summit High School Class Representative

Bend, OR

Representative

September 2021 – May 2023

• Acted as a liaison between students and school administration to address concerns and implement improvements

• Organized events and initiatives that increased student engagement and school spirit.

• Created improved academic and social environment for peers

SKILLS AND INTERESTS

• **Business & Strategy:** Market research, pricing strategy, financial modeling, consumer insights

• **Tools:** Excel, PowerPoint, Google Sheets, Keyword Planner, basic SEO

• **Soft Skills:** Leadership, time management, communication, collaboration, problem-solving, time management

HONORS

• Columbia University Dean's List (2024 - Present)

• Ivy League Track & Field Championships - 5th place

• Oregon State HS High Jump Champion (2022, 2024)

• Oregon State HS Basketball Champion (2024)

• Oregon State HS Football State Champion (2022)

Cooper J. Hornack

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EDUCATION

Columbia University – New York, NY
Bachelor of Arts in Political Science

Expected Graduation: June 2028
Cumulative GPA: 3.6/4.0

- **Awards/Accomplishments:** NCAA Division 1 Student-Athlete, Dean's list award recipient: Spring 2025
- **Relevant Coursework:** Calculus 1, Frontiers of Science, Introduction to American Politics, International Politics

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Commercial Real Estate Fellow

Remote

January 2026 – Present

- Selected as 1 of 15 captains (~2%) from 654 Fellows, leading a 5-person investment team through asset landscape screening to identify sports-anchored real estate opportunities, structuring the initial underwriting thesis to guide downstream valuation and credit analysis
- Built a global sports real asset map spanning 5 categories (stadium districts, mixed-use hubs, university housing, training facilities, venue ecosystems) + analyzed 3 case assets—Allegiant Stadium, Texas A&M campus district, The Battery Atlanta—to anchor demand
- Synthesized 5+ demand drivers (i.e., tourism 40M+ visitors, 74K+ enrollment, year-round event cadence) alongside 3 core risks (rate sensitivity/construction inflation/occupancy volatility) to frame ESG-adjusted return considerations + strengthen portfolio allocation

Hornack Services

Business Employee

Pittsburgh, PA

April 2020 – August 2025

- Implemented maintenance plans across 52 residential and commercial properties, conducting on-site assessments to identify condition risks and improve curb appeal, operational efficiency & client satisfaction—skills directly transferable to CRE property-level evaluation
- Managed \$20K+ of equipment across multiple locations while contributing to \$12K+ in monthly revenue, applying disciplined resource allocation and reliability standards that strengthened service quality and mirrored CRE expectations around asset upkeep

Rudy's Table

Server

Pittsburgh, PA

April 2022 – February 2024

- Delivered high-quality service to 25+ tables per shift by managing pacing, communication, and guest expectations, improving turnover efficiency and customer satisfaction—demonstrating client-facing skills essential to CRE relationship and transaction roles
- Processed \$3K+ in POS transactions per shift with 100% accuracy while tailoring recommendations that increased return visits, highlighting detail orientation, commercial intuition, and trust-building skills relevant to CRE client interactions and credit discussions

Leap Fitness Center

Gym Attendant

Pittsburgh, PA

June 2023 – August 2023

- Managed daily front-desk operations for 100+ members by coordinating check-ins, addressing inquiries, and resolving issues quickly, strengthening communication and operational discipline aligned with CRE client-service and internal-stakeholder workflows
- Onboarded 60+ new members and maintained \$50K+ in equipment through structured walkthroughs and safety checks, demonstrating reliability, risk awareness & space-management skills directly relevant to real-estate operations + property-level diligence

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Student Athletes in Finance Club

Member

New York, NY

August 2025 – Present

- Engage in weekly sessions covering investment banking, private equity, and networking fundamentals, applying technical concepts and collaborative practice reps with D1 athletes to build stronger modeling readiness and overall competitiveness for finance recruiting
- Collaborate with 20+ student-athletes to exchange recruiting strategies, refine behavioral and technical prep, and share resources on interviews and market trends, strengthening career navigation skills and creating a high-performance peer support environment

Lending Core Partners Private Credit Club

Member

New York, NY

August 2025 – Present

- Gain hands-on exposure to private credit through targeted financial modeling, credit assessment, and market research reps, applying structured frameworks that improve understanding of underwriting logic, risk evaluation & deal dynamics in middle-market lending
- Attend monthly speaker events with professionals in private credit, private equity, and investment banking, synthesizing insights on market structure, capital formation, and sponsor-backed transactions to strengthen industry awareness and career direction

Team Bruno Wrestling Camp

Marketing and Digital Media Coordinator

Port Allegany, PA

June 2024 – June 2025

- Captured and edited 500+ action photos and 30+ short-form videos to highlight athlete development and camp culture, using targeted content strategy that increased the official Instagram following by 130% and strengthened audience engagement across platforms

SKILLS & INTERESTS

- **Skills:** Organization, Collaboration, Problem-Solving Skills, Communication Skills, Social Media Management, Video Editing
- **Programs:** CapCut, Canva, Google Docs/Sheets, Instagram Analytics
- **Interests:** Football, Basketball, Pickleball, Jet Skiing, Skydiving, Pittsburgh Steelers, The Office, 70s/80s Music, World Geography

Emily M. Luo

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EDUCATION

Columbia University

Bachelor of Arts in Financial Economics

New York, NY

Graduation: May 2028

- **Cumulative GPA:** 3.80/4.0 | **SAT:** 1500

Accomplishments & Activities: Women's Golf Coaches Association (WGCA) All-American Scholar, Rolex Scholastic Junior All-American, East Bay Athletic League (EBAL) MVP, AP Scholar with Distinction, Honor Roll and Dean's List

Relevant Coursework: Financial Accounting, Principles of Economics, Data Structures & Algorithms, Intermediate Macroeconomics (Spring 2026)

PROFESSIONAL EXPERIENCE

Make a Play Foundation

Asset Management Fellow

Remote

Jan 2026 – Present

- Selected as 1/30 NCAA athletes ($\approx 12\%$) for asset management-focused fellowship; complete 10+ assignments on cash-flow analysis, asset screening, and portfolio allocation, developing analyst-level market judgment applicable to multi-asset investment decisions
- Compete in 3 superday-style rotations replicating AWM analyst expectations, ranking Top 25% across cohorts by applying structured research, clear commercial reasoning, and valuation logic to produce investment recommendations aligned with institutional processes
- Expected to design a \$250M global sports real-asset portfolio by analyzing stadiums, mixed-use districts, and university housing to build a return-driven allocation strategy that improves diversification, enhances yield, and supports long-term portfolio performance

Portfolio Optimization

Team Contributor

New York, NY

Nov 2025 – Dec 2025

- Collaborated with a four-person team to evaluate efficient frontiers, stress-test allocation mixes, and assess downside risk scenarios, generating data-driven insights that strengthened investment judgment and improved portfolio-construction recommendations
- Applied the Markowitz mean-variance framework to 20+ years of historical market data, modeling global minimum-variance portfolios and comparing risk-return tradeoffs to strengthen understanding of diversification's impact on portfolio efficiency and stability
- Analyzed covariance matrices, asset correlations, and volatility patterns across multiple weighting schemes, identifying diversification benefits that improved risk-adjusted decision-making and enhanced intuition for constructing efficient AM-style portfolios

Columbia University Disability Services

Notetaker

New York, NY

Jun 2025 – Aug 2025

- Produced clear, structured academic notes for students with documented accommodations by capturing lectures across 5+ weekly sessions, ensuring timely access to accurate instructional materials that supported equitable learning outcomes and academic success
- Maintained consistent communication with students and program staff while meeting strict weekly deadlines, demonstrating reliability and attention to detail that improved material accessibility and strengthened the support infrastructure for accommodated learners

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Columbia University Division I Women's Golf

NCAA Division 1 Student-Athlete

New York, NY

Sep 2024 – Present

- Dedicate 30+ hrs/week to training, competition, and film review while balancing full-time coursework, applying disciplined preparation and data-driven performance tracking that strengthened consistency, resilience, and long-cycle execution
- Compete at a high level while contributing to community initiatives, developing strong communication, leadership, and decision-making skills that translate into disciplined analytical judgment and long-term focus aligned with future careers in finance

Monte Vista High School Varsity Women's Golf

Team Captain

Danville, CA

Sep 2021 – May 2024

- Led team practices and competitive preparation for 15+ teammates by coordinating drills, maintaining accountability, and reinforcing consistent routines that elevated match readiness and contributed to repeated postseason appearances at regional and state levels
- Supported two EBAL titles, two Northern California Regionals, and two State Championship runs by promoting disciplined execution and team cohesion, strengthening leadership skills directly applicable to managing pressure and long-term performance objectives

ADDITIONAL SKILLS & INTERESTS

- **Skills:** Financial statement analysis, basic accounting concepts, basic market fundamentals
- **Languages:** English (native), Chinese (basic proficiency)
- **Interests:** Creative design, reading, strength training
- **Programs:** Microsoft Excel, Java

GRACE S. HODGINS

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EDUCATION

University of North Carolina at Chapel Hill – Chapel Hill, NC

GPA: 3.8/4.0

B.S. in Business Administration

Anticipated Graduation: May 2028

- **Accomplishments:** ACC All-American Academic Team, UNC Dean's List, International Baccalaureate Diploma
- **Relevant Courses:** Macroeconomics, Microeconomics, Intro to Data Models and Inference, Intro to Business, Decision Models for Business and Econ, Intro to Personal Finance

PROFESSIONAL EXPERIENCE

Vireo Concepts – *Co-Founder* | Greystones, Ireland

02/2025 – Present

- Recognised a gap in the Irish sustainability market, led research into eco-friendly plastic alternatives, negotiated business-to-business sourcing agreements with suppliers, building a pipeline of potential European clients by reaching out to manufacturing companies.
- Built valuable business connections, enhanced cross-cultural communication skills, gained valuable insight into the inner workings of supply chains and the introductory aspects of sustainability consulting.

ACC Career Trek – *Fellow* | Charlotte, NC

06/2025

- Selected from a competitive application process to take part in a 3 day trip to visit companies and network with professionals from over 6 industries, gaining invaluable professional communication skills.
- Had the opportunity to network with like-minded entrepreneurial student-athletes from various ACC schools.

Stoneybrook – *Server* | Sarasota, FL

08/2023 – 04/2024

- Worked in a fast-paced high end dining establishment serving 30+ customers each shift, greeting customers, taking food and beverage orders, managing dining bills, completing financial transactions, filing bills, ensuring the highest level of cleanliness around the restaurant, occasionally responsible for opening and closing. Enhanced organizational, efficient problem solving, abilities, memorization and effective communication abilities.

Trendy Toes – *Sales Associate* | Greystones, Ireland

06/2022 – 09/2023

- Served 25+ customers at a busy retail establishment, sorted incoming stock, placed orders to refill stock, fulfilled online orders, researched the brands in store in order to be able to understand the best product for each customer, handled financial transactions and filed bills.

MAP x Morgan Stanley – "Legacy Bowl" Wealth Management Fellow | *Remote*

Oct 2025 – Present

- Selected as Captain after finishing in top 1% of 250+ MAP athletes, advancing to to lead a team of 5 on MS's Parametric Custom Core Sports League Strategy adoption thesis for high net-worth athletes/entertainers.
- Distill minimums, portfolio construction, customization levers, risk/return and tracking-error guardrails; mapped fit with athlete cash-flow profiles, career arcs, and brand/ESG preferences.
- Support teammates through structured performance reviews (mid-season and end-season), reinforcing accountability and closing 100% of action items within each sprint.

LEADERSHIP & COMMUNITY DEVELOPMENT

Carolina Leadership Initiative – *Fellow* | Chapel Hill, NC

07/2025

- Participated in an intensive month-long leadership training program which included research into leadership qualities and how to develop them, creating an event for our sports team that would enhance the team culture, completed a DiSC test and analyzed the results, and partook in online courses about leadership.

Swim Across America – *Volunteer* | Chapel Hill, NC

09/2025

- Organised, raised money, and volunteered at a swimming event to raise money for cancer research, set-up the pool and check-in area, collected donations, directed participants, and cleaned up after the event.

Carolina Women in Business Club – *Member* | Chapel Hill, NC

08/2024 – Present

- Attended bi-weekly meetings and panels, networked with fellow UNC students, and volunteered at club charity events.
- Learned from incredible panelists of how to navigate the business world as a woman, through effective communication skills and inspiring leadership stories.

Carolina Women in Consulting – *Member* | Chapel Hill, NC

10/2025 – Present

- Attended monthly meetings and talks from female consultants across various specialties, learned the career path of a successful consultant, networked with fellow aspiring UNC consultants and current consultants.

Athlete to Athlete – *Mentor* | Remote

05/2025 – Present

- Mentored young athletes for 3+ hours per week to help identify and then address personal goals, supported athletes struggling with confidence, and wrote training plans.

Trojan Swim Club – *Team Captain* | Dublin, Ireland

08/2022 – 06/2023

- Led the team through workouts, acted as a representative of the team's best interests in committee board meetings, organized and volunteered at team fundraising events, and helped navigate conflicts among the team.

Irish National Team Swimmer – *Athlete* | Dublin, Ireland

08/2019 – 08/2024

- Represented Ireland at 9 international competitions, including 3 European Championships, awarded Swim Ireland Performance Pathway Athlete of the Year 2022, 18x National Champion, and 2022 World Junior Championship Qualifier.

NCAA Division 1 Swimmer – *Athlete* | Chapel Hill, NC

08/2024 – Present

- Balanced 20+ hours of practice, travelling to dual meets, 15+ credit hours of coursework, and sustaining a high GPA.
- Scored 14 points at the ACC championships for UNC.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills:** Excel, Word, and Powerpoint proficiency
- **Programs:** International Baccalaureate
- **Interests:** Sustainability, Sports Media, Stock Trading

Junhao (Chun Ho) Chan

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EDUCATION

University of Southern California – Los Angeles, CA

Bachelor of Science in Economics

Expected Graduation: June 2028

Cumulative GPA: 3.67/4.0

- **Awards/Accomplishments:** Dean's List Scholar Spring-Fall 2025 Semesters
- **Relevant Coursework:** Macro/Microeconomics, Mathematics, Organizational Management, and Marketing

Shanghai American School (Pudong) – Shanghai, China

High School Diploma

Graduation: June 2024

Cumulative GPA: 3.67/4.0

- **Awards/Accomplishments:** Advanced Placement (AP) & International Baccalaureate (IB) mixed program graduate

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Commercial Real Estate Fellow

Remote

January 2026 – Present

- Selected as 1 of 25 NCAA athletes nationwide ($\approx 15\%$) for MAPs 10-week CRE fellowship, completing analyst-level modules on underwriting, valuation, and market analysis to strengthen investment judgment & prepare for commercial real-estate decision-making
- Scheduled to deliver a committee-style redevelopment pitch on Mar 23, integrating 3–4 value-creation levers, projected return scenarios, and capital-structure rationale to produce an investment recommendation aligned with CRE-industry underwriting standards

Ministry of Defence: Republic of Singapore Navy

Headquarters: Naval Medical Service, Naval Warfare Systems Specialist, Corporal

Singapore, SG

August 2022 – June 2024

- Managed SAP-based procurement workflows to source and track 100+ operational supply items, preparing monthly financial reports that strengthened budgeting accuracy, cost control, and compliance across multiple naval missions
- Directed a 12-member medical unit during Operation IMDEX, coordinating logistics, readiness checks, and financial compliance to ensure safe mission execution for 200+ personnel and maintain full adherence to military medical-support standards

Jiahui International Hospital

Business Development Intern

Shanghai, China

May 2021 – July 2021

- Conducted market and competitor analysis across 10+ premium healthcare operators in Shanghai, benchmarking pricing, capacity, and service offerings to support expansion strategy and inform leadership decisions on high-growth service lines
- Prepared bilingual materials for 5–7 business development meetings, collaborating with marketing and clinical operations to align growth initiatives with operational capacity and strengthen stakeholder buy-in across proposed expansion pathways

LEADERSHIP & EXTRACURRICULAR EXPERIENCE

University of Southern California, NCAA Division 1 Varsity Swimming Team

Athlete

Los Angeles, CA

August 2024 – Present

- Competed for 16+ years as a national-level athlete, securing multiple SEA Games gold medals and national records while elevating Singapore's international competitiveness across global meets including Worlds, Asian Games, and Commonwealth Games
- Qualified for 4+ international championships (Worlds, Asian Games, Commonwealth Games, Jr Pan Pacs), demonstrating elite performance consistency that improved team scoring potential and strengthened national-team depth across key events

Singapore National Swimming

Athlete

Singapore, SG

June 2022 – Present

- Competed for 16+ years as a national-level athlete, securing multiple SEA Games gold medals and national records while elevating Singapore's international competitiveness across global meets including Worlds, Asian Games, and Commonwealth Games
- Qualified for 4+ international championships (Worlds, Asian Games, Commonwealth Games, Jr Pan Pacs), demonstrating elite performance consistency that improved team scoring potential and strengthened national-team depth across key events

Swimming, Shanghai American School

Captain

Singapore, SG

August 2018 – December 2022

- Led a program of 100+ athletes by organizing team events and reinforcing academic-athletic standards, earning MVP (2019–22) and Leadership Awards (2020–22) while shaping a high-performance, team-first culture across 4 seasons
- Mentored 20–30 developing athletes through skill sessions and goal-setting, strengthening technical execution and cohesion, which contributed to improved meet results and long-term competitiveness across 4 consecutive seasons

CERTIFICATES, SKILLS & INTERESTS

- **Certificates:** SAP Certified Application Associate- Enterprise Asset Management
- **Skills:** Microsoft Office, Digital Photography

Leehi Machulsky

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EDUCATION

Princeton University – Princeton, NJ

GPA: 2.96/4.0

B.A. in Economics Graduation Year: 2028

- **Accomplishments:** FIE world #1 in Junior Women's Epee (2023-24), Gold Medalist (Team USA) in Junior fencing World Championships (2024), Bronze Medalist (individual) in Junior Fencing World Championships (2024), Bronze Medalist NCAA championships (2025)
 - **Relevant Courses:** Microeconomics, Macroeconomics, Calculus I, Mathematics for Economics/Life Sciences, Topics in American Statesmanship: The Art of Statesmanship and the Political Life
-

PROFESSIONAL EXPERIENCE

VoiceUp Publishing Inc. – *Intern* | Remote

06/2025 – 08/2025

- Collaborated with others to create an online platform, helping athletes manage and track their emotions, promoting mental health awareness
- Curated motivational/ informative guidelines for athletes to support their mental health journey, offering advice and support
- Analyze survey data and generate reports on athlete engagement with the platform and collect feedback

Academy of Fencing Masters – *Business Coordinator* | Sunnyvale, CA

06/2025 – 08/2023

- Provided admin support for a national fencing club, through customer support management, ensuring customer satisfaction
- Documented financial records, data entry, scheduled lessons, billed customers, securing a smoothly run business
- Boosted social media engagement through management of socials and creative content.

Academy of Fencing Masters – *Assistant Coach* | Sunnyvale, CA

06/2022 – Present

- Assisted in organizing/running fencing summer camps with ~20 kids of different ages ranging from 6-16
 - Collaborated with other coaches in order to ensure a safe, fun, and educational environment for younger athletes
 - Informed young athletes about different fencing techniques, strategies, proper mentality, guaranteeing a successful start to individual careers
-

LEADERSHIP & COMMUNITY DEVELOPMENT

Princeton University, NCAA Division I Varsity Fencing Team – *Epee Fencer* | Princeton, Nj

09/2024 – Present

- Dedicated 30+ hours per week to training, including conditioning, training, traveling, competing, demonstrating outstanding time management capabilities
- Competed in the NCAA circuit representing Princeton University and showcasing hard work, diligence, and fair play
- Collaborated with coaches, captains, and fellow teammates to achieve collective goals through team work and perseverance

Princeton University, Women In Business – *Club Participant* | Princeton, NJ

01/2025 – Present

- Attended and participated in career focused workshops to improve business and networking skills
- Engaged in mentorship and alumni events, sharpening professional and workplace skills

Make A Play Foundation (MAP) – *Fall fellow* | Remote

09/2025 – Present

- Picked at 1 of the 20 fellows (~ top 10%) in MAP's legacy bowl, contributing to a 5-member team developing a project and final presentation to deliver to MAP's partner, Morgan Stanley.
- Selected to participate in an exclusive fellowship sponsored by Morgan Stanley for high-achieving college athletes, competing against 50+ others in weekly mock interviews to deliberately apply concepts from 3 modules on behavioral, technical, and hybrid preparation for interviews.
- Attend virtual recruitment sessions with MAP's partners (UBS, Morgan Stanley, etc.) to learn how to leverage my expertise as a student-athlete into a successful career at top firms.

Princeton University, TAMID – *Club participant* | Princeton, N

06/2025 – Present

- Collaborated with others on consulting projects for Israeli businesses that involved entering the market, and product development.
 - Engaged in a semester-long training course focused on consulting and finance structures, and Israeli business culture.
-

ADDITIONAL SKILLS

- **Skills and Language(s):** English, Hebrew, Russian
- **Interests:** Psychology, Financial research, Digital marketing,

Lucy B. Markow

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EDUCATION

Columbia University – New York, New York **GPA: 3.5/4.0**
B.A. in Financial Economics | Minor in Business and Management | SAT: 1420 Graduation Year: 2028

- Accomplishments: Bloomberg Finance Fundamentals Certificate, Bloomberg Market Concepts Certificate
- Relevant Courses: Principles of Economics, Calculus I

PROFESSIONAL EXPERIENCE

Markow Financial Group – *Financial Advisor* | Seattle, Washington **05/2025 – 08/2025**

- Created and maintained spreadsheets to track client transactions, portfolio performance, and investment holdings, ensuring accurate records and supporting informed decision-making for improved portfolio management.
- Conducted market research and analysis, delivering insights on industry trends, economic indicators, and stock performance to guide strategic investment recommendations.
- Collaborated with clients to review financial goals, adjust strategies to changing needs and market conditions, and develop comprehensive plans including Medicaid, retirement, and tax-efficient planning.

Kelly's Resort – *Dockside Attendant* | Chelan, Washington **05/2025 – 07/2025**

- Delivered fuel services and dockside assistance to guests at a busy lakeside dock, ensuring safety and efficiency.
- Assisted guests with transporting and launching recreational equipment, creating a safe and positive experience.
- Maintained resort grounds by managing beach and cabin areas, promoting cleanliness and guest satisfaction.

Washington Volleyball Academy – *Volleyball Coach* | Seattle, Washington **05/2021 – 09/2023**

- Led and organized volleyball skills clinics for high school athletes, training new coaches on drills, techniques, and effective clinic instruction.
- Collaborated with the Events Director to plan and deliver successful camps throughout the year, ensuring quality programming and athlete development.
- Provided private coaching sessions upon parent request, tailoring training to athlete needs and doubling earnings through individualized skill development.

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University NCAA Division 1 Varsity Track and Field – *Pole Vaulter* | New York, New York **Fall 2024 – Present**

- Commit 30+ hours weekly to practice, conditioning, competition, and team meetings while balancing a rigorous academic course load, demonstrating time management and discipline.
- Execute technical skills with precision and strategic power application through disciplined training, consistently achieving competitive results and showcasing a strong work ethic.
- Cultivate leadership, resilience, and teamwork by performing under pressure and adversity, contributing to both individual success and team performance.

Make A Play Foundation (MAP) – Morgan Stanley 'Skills Challenge' Mentee | Remote **September 2025 – Present**

- 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

Ivy Athlete Connections – *Mentor* | Remote **March 2025 – Present**

- Provide one-on-one mentorship to prospective student-athletes, offering guidance on academic preparation, athletic development, time management, and the Ivy League recruiting process.
- Share personal experiences as a Division I athlete to help mentees understand and balance rigorous academics with the demands of high-level athletics.
- Support mentees in building strong athletic resumes, highlight reels, and communication strategies, while setting realistic performance goals and action plans to enhance academic and athletic profiles.

Run New York City – *Volunteer Coach* | New York, New York **October 2024 – Present**

- Represent Columbia University Track & Field in a nonprofit initiative promoting youth access to team sports, ensuring inclusivity regardless of socioeconomic background.
- Partner with collegiate athletes and local businesses to organize and lead fundraising events and community running programs that expand athletic opportunities.

ADDITIONAL SKILLS

-
- Interests: Photography, Fashion, Exercising, Cooking, Water Sports, Gymnastics

MAKENNA D. STRETZ

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EDUCATION

Stanford University – Palo Alto, California

GPA: 3.6/4.0

B.S. in Science, Technology, and Society with a Concentration in Innovation and Organization | Anticipated Graduation: June 2028

- **Accomplishments:** 2025 Women's Water Polo NCAA National Champion, 2025 Women's Water Polo MPSF Conference Champion, 2025 CWPA All-Academic Team, 2025 ACC Academic Honor Roll
- **Relevant Courses:** MS&E 240 Managerial Accounting, Economics 1, Math 19-21 (Precalculus, Calculus, and Multivariable Calculus), CS106A Computer Abstractions

San Marcos High School – Santa Barbara, California

GPA: 4.9/5.0

- **Relevant Involvement:** Graduated member of the Entrepreneurship Academy, Advanced Academic Pathway for Leadership and Enrichment Academy (AAPLE), and founder/chair of the AAPLE Corporate Giving Committee
- **Relevant Coursework:** Santa Barbara City College – Business Development, Personal Finance, and Marketing

PROFESSIONAL EXPERIENCE

Make a Play Foundation Fellowship with Morgan Stanley – *Mentee* | *Remote*

09/2024 – Present

- Selected as one of 20 Fellows (top 10% of 200+) in MAP's Legacy Bowl, contributing to a 5-member team developing MS's Parametric Custom Core Strategy projected to engage 500+ high-net-worth athletes and entertainers by 2026
- Assess risks, benefits, and market demand for a \$250K-minimum investment product tied to professional sports leagues, informing product-market fit and client segmentation
- Design client-centered wealth management solutions tailored to athletes, entertainers, and sports-affiliated HNW individuals, aligning recommendations with fiduciary best practices

Jules By The Sea – *Part-Time Commission Sales Associate* | Santa Barbara, California

06/2024 – September

- Manage transactions to meet daily sales goals
- Update budgets and stock to organize store inventory
- Interact with customers to provide customer service
- Oversee software in Square Retail to balance finances

Operation School Bell – *Office Administrator* | Goleta, California

12/2021 – 12/2024

- Created inventory sheets through Microsoft Excel to organize data
- Updated budgets through Microsoft Excel to contextualize spending
- Participated in monthly board meetings to assist in strategic planning
- Handled email communication to create community outreach opportunities

Santa Barbara City College Business Venture Capital Competition – *Team Finalist* | Santa Barbara, California

01/2024 – 05/2024

- Collaborated with a team to create a business plan via Google Workplace
- Competed against other teams to earn prize money for a startup business idea
- Researched and problem-solved to build an Executive Summary, Company Description, Organization and Management Overview, Marketing and Sales Plan, and Financial Projections

LEADERSHIP & COMMUNITY DEVELOPMENT

Dream Foundation – *Youth Ambassador* | Santa Barbara, California

08/2021 – 06/2024

- Created a four-year sustained involvement project to increase youth involvement in Dream Foundation
- Attended monthly meetings to develop a strategic plan
- Led and executed four youth events at Dream Foundation to ease their operations and build community connections
- Completed 250 hours of community service to aid this nonprofit organization
- Headed the Dream Foundation Club at SMHS to build exposure for Dream Foundation

AAPLE Corporate Giving Committee – *Chair* | Santa Barbara, California

08/2022 – 06/2024

- Founder of the Corporate Giving Committee to raise funds for the AAPLE Academy
- Created and executed business pitches to Corporate Board Members and CEOs
- Raised \$110,000 in three years to go towards granting underprivileged student scholarships within the AAPLE Academy
- Led thirty students to learn how to communicate professionally with business partners to close deals

National Charity League – *Sustaining Member* | Santa Barbara, California

06/2019 – 06/2024

- Attended monthly meetings to brainstorm, plan, and execute community service projects
- Advocated to the oversight committee as a four-time board member about where to allocate funding
- Completed over 300 hours of community service for the betterment of the community

NON-TECHNICAL SKILLS & INTERESTS

- Women's Water Polo team, Student Athletes in Finance, Stanford Women in Business, Fellowship of Christian Athletes in Action Programs: Stanford
- Intelligence, growth mindset literature, watching and competing in sports, photography, and fashion Interests: Artificial

Marco W. Carone

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EDUCATION

University of Pennsylvania, The Wharton School - Philadelphia, PA

GPA: 3.85/4.0

B.A. in Science in Economics I

Graduation Year: 2028

- Accomplishments: Valedictorian of Upper St. Clair High School (2024)
- Relevant Courses: Business Economics and Public Policy 1000, Corporate Finance 1010

PROFESSIONAL EXPERIENCE

Cedar Oak Capital – Private Equity Intern | Remote

06/2025 – 08/2025

- Conducted industry research and sourced potential acquisition targets in healthcare and technology sectors to provide actionable insights for investment decisions.
- Built financial models to estimate company valuations, EBITDA, and cash flow projections to guide strategic acquisition planning.
- Analyzed market trends and competitor strategies to identify high-potential investment opportunities, supporting prioritization and execution of successful acquisitions.

Pete Donati & Sons, inc. – Floral Assistant | Pittsburgh, PA

09/2023 – 06/2024

- Collaborated with a team to fulfill orders and set up events under tight deadlines, ensuring customer satisfaction and operational efficiency.
- Developed customer service and communication skills to enhance client interactions and make positive decisions under pressure.
- Coordinated inventory and logistics for floral arrangements, optimizing workflow and minimizing errors for timely event execution.

LEADERSHIP & COMMUNITY DEVELOPMENT

University of Pennsylvania Football – Player | Philadelphia, PA

08/2024 – Current

- Developed resilience and mental toughness through intensive training and high-pressure competition, enabling consistent performance under challenging conditions.
- Demonstrated a distinguished work ethic by committing to rigorous practice schedules and maintaining peak physical and strategic readiness.
- Worked collaboratively with teammates and coaches to execute game strategies effectively, foster team cohesion, and contribute to shared success both on and off the field.

Make a Play Foundation, Fall Fellowship – Member | Remote

09/2025 – Current

- Managed 20+ deliverables during my phase of the project, taking ownership of timelines and quality control to ensure 100% on-time submission and client-ready standards.
- Design client-centered wealth management solutions tailored to athletes, entertainers, and sports-affiliated HNW individuals, aligning recommendations with fiduciary best practices.
- Analyze positioning of Morgan Stanley's Parametric strategy to balance emotional appeal with performance credibility and fiduciary rigor.

Student Athlete Investment Club – Member | Philadelphia, PA

01/2025 – Current

- Learned necessary information about investing and finance that can be applied to any job in the industry.
- Collaborated with other student athletes who are interested in investing.

USC Consulting Club – Member | Pittsburgh, PA

08/2023 – 06/2024

- Worked with real companies in the Pittsburgh area to help solve issues they are experiencing.
- Gained insight on how companies operate and taught me to work well under a deadline.
- Solved problems related to storage, engineering, material choice.

ADDITIONAL SKILLS & INTERESTS

- Interests: Professional Basketball, Pittsburgh Steelers, and Weight Lifting
- Skills: Excel, Financial Modeling

Michael W. Kourakos

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EDUCATION

Northeastern University – Boston, MA
Bachelor of Arts in Economics & Finance

Expected Graduation: June 2028
Cumulative GPA: 3.11/4.0

- **Awards/Accomplishments:** Division I NCAA Student Athlete; Men's Heavyweight Rowing, U19 U.S. National Rowing Team, Performed as First Chair at Carnegie Hall and the White House (Violinist)
- **Relevant Coursework:** Financial Management, Micro/Macro Economics, Micro/Macro Economic Theory, Accounting

PROFESSIONAL EXPERIENCE

Nference

Media & Communications Consultant (Part Time)

Boston, MA

June 2025 – Present

- Supported executive-hosted AI healthcare conferences by coordinating 40+ media assets and advising on studio setups, improving clarity between technical teams + leadership and producing content that strengthened communication across high-stakes presentations
- Produced and refined 20+ recorded sessions by aligning researchers, executives, and production teams on messaging and workflow, enhancing narrative cohesion and enabling polished content used for external briefings and stakeholder communication

Media & Brand Consulting (MK2K)

Founder

Miami, FL & Boston, MA

August 2023 – Present

- Built and managed an athlete-focused media brand generating 870K+ views across platforms, analyzing engagement data to refine content strategy and strengthen audience growth, visibility, and commercial positioning within the sports niche
- Led 10+ client consulting engagements beyond MK2K by managing pricing, timelines, deliverables, and creative direction, using performance analytics to guide decision-making and improve brand strategy, customer retention, and content ROI

Michael's Boat Baths

Founder

South Portland, ME

June 2022 – August 2024

- Founded and operated a recurring-service boat-detailing business across 2 marinas, managing client acquisition, scheduling, invoicing, and service workflows to maintain consistent revenue and strengthen long-term customer relationships
- Oversaw daily operations serving 30+ recurring clients per season while adapting to fluctuating demand, optimizing staffing and cost control, and improving customer retention through reliable execution and quality-driven service delivery

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Make-A-Play Foundation

MAP Asset Management Fellow

Remote

January 2026 – Present

- Selected as 1 of 15 captains (~2%) from 654 Fellows, leading a 5-person investment team through asset landscape screening to identify sports-anchored real estate opportunities, structuring the initial underwriting thesis to guide downstream valuation and credit analysis
- Synthesized demand drivers (tourism volume, enrollment growth, event frequency) alongside 3 constraints—zoning complexity, construction inflation, and rate sensitivity—integrating ESG indicators into a risk-adjusted return framework to strengthen portfolio

Northeastern Men's Heavyweight Rowing

Athlete

Boston, MA

August 2024 – Present

- Dedicate 25+ hours weekly to training, travel, recovery, and film review while balancing academic and professional commitments, contributing to a 9th-place finish in the Men's 2V 8+ at IRA Nationals + building discipline relevant to high-pressure investment work
- Demonstrate leadership by offering feedback and support to teammates across 20+ rostered athletes, strengthening collective resilience, communication & accountability in high-stress environments that mirror the demands of fast-paced AM teams

U19 United States National Rowing Team

Athlete

Chula Vista, CA

June 2024 – August 2024

- Selected as 1 of 40 athletes nationwide to train in the U.S. Olympic Training Center, winning gold in the U19 4x at the CanAmMex Championship and performing under intense physical and psychological pressure in elite competitive environments
- Executed at international standards requiring sustained precision, collaboration, and competitive focus, balancing empathy and accountability to elevate team performance and build psychological resilience transferable to demanding investment workflows

Boy Scouts of America

Eagle Scout

New York, NY & Miami, FL

September 2016 – June 2024

- Earned the Eagle Scout rank after completing 300+ hours of leadership, service, and project requirements, leading teams of 10–20 scouts as Patrol Leader/Troop Instructor, coordinating logistics, mentoring peers & resolving challenges through clear communication

Palmer Trinity School Peer Counseling

President

Miami, FL

August 2023 – June 2024

- Led a peer-counseling team supporting 100+ students, coordinating grade-level representatives and designing mental-health programming that strengthened community well-being and built facilitation skills relevant to client-facing finance roles

SKILLS & INTERESTS

- **Skills and Language(s):** Data Interpretation, Content and Operational Strategy, Client Management, (English, Spanish)
- **Programs:** Bloomberg Market Concepts, Wall Street Prep (In Progress), Adobe Creative Suite, Excel (Fundamentals)
- **Interests:** Astrophysics, History, Photography, Art, Hiking, Engineering, Sports Science

Natalie Nguyen

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EDUCATION

Georgetown University – Washington, DC

Expected Graduation: June 2028

Bachelor of Arts in Political Economy | Minor in Science, Technology, International Affairs | SAT: 1380 Cumulative GPA: 3.50/4.0

- **Awards/Accomplishments:** NCAA Division 1 Student-Athlete, Dean's List (Spring 2025 Semester)
- **Relevant Coursework:** Principles of Microeconomics, Probability and Statistics, Calculus I, United States Political Systems

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Remote

Commercial Real Estate Fellow

January 2026 – Present

- Selected as 1/25 NCAA athletes nationwide ($\approx 15\%$) for MAP's 10-week commercial real estate fellowship, completing technical modules on valuation, underwriting assumptions, and market analysis to strengthen deal readiness and CRE investment judgment
- Compete in three Superday-style mock interviews reflecting CRE analyst expectations, integrating structured evaluator feedback to refine financial reasoning, clarity under pressure, and ability to synthesize market drivers into decision-relevant investment insights

Kusshi Ko

Vienna, VA

Server

May 2025 – August 2025

- Delivered service to 80–120 guests per shift by managing orders, answering menu questions, and recommending items, strengthening throughput and elevating guest satisfaction—building client-facing communication skills transferable to CRE client engagement
- Maintained dining-room operations by resetting 30+ tables/hour, coordinating to-go orders, and troubleshooting bottlenecks during peak rushes, improving service flow and operational efficiency needed for CRE underwriting and stakeholder coordination

Georgetown University Volleyball Camp

Washington, DC

Counselor

June 2024 – August 2025

- Guided 50+ youth athletes per session through registration, skill instruction, and drill progression, improving program flow and strengthening leadership skills applicable to CRE team-based analysis and due-diligence coordination
- Delivered student-athlete insights on work ethic, discipline, and performance habits, fostering a learning environment that improved participant engagement and strengthened communication skills critical for client-facing CRE roles

Summer on the Hill

Oakton, VA

Camp Counselor

June 2022 – June 2024

- Oversaw check-in and programming for 100+ campers weekly, teaching fundamentals and supporting group activities that strengthened organization and people-management skills essential for CRE market research and site-visit coordination
- Promoted structured skill development and competition through tailored drills and positive reinforcement, improving participant confidence and building communication habits that translate to clear, data-driven CRE presentations

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

NYSE NextGen Bootcamp

New York, NY

Attendee

June 2025 – June 2025

- Completed immersive training on futures, options, ETFs, and market structure through 20+ hours of seminars and floor sessions, strengthening financial fluency foundational to CRE valuation, risk analysis, and portfolio modeling
- Shadowed Designated Market Makers and sector leaders to observe execution workflows and liquidity dynamics, sharpening market intuition that supports CRE underwriting, macro analysis, and investor-facing communication

Breast Cancer Awareness Club

Oakton, VA

President

August 2023 – June 2024

- Organized 5+ school-wide initiatives, including, but not limited to, ribbon drives, assemblies, and awareness events, mobilizing 300+ students and improving cause-driven engagement skills essential for CRE stakeholder coordination and community impact
- Partnered with administrators to launch a solidarity day and fundraising activations that increased participation by 40%, strengthening project-management skills relevant to CRE deal timelines and cross-functional collaboration

Athletic Advisory Council

Oakton, VA

President

August 2023 – June 2024

- Led school-wide spirit initiatives across K–12, including but not limited to, pep rallies, themed weeks, and promotional campaigns, driving 500+ students' engagement and enhancing organizational skills directly applicable to CRE client events and outreach
- Coordinated communications between athletes, coaches, and administrators, improving transparency and operational flow while developing leadership habits aligned with CRE team dynamics and relationship-driven deal execution

SKILLS & INTERESTS

- **Skills and Language(s):** Spanish (Basic), Google Workspace, POS operating system, Microsoft Office Suite, Teamwork
- **Interests:** International affairs, sports, ecology, hiking, ceramics, reading, mindfulness, cooking

NATALIE E. SHEARER

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EDUCATION

Northwestern University – Evanston, Illinois

GPA: 3.48/4.0

B.A. in Biology and Economics | Minor in Classics | ACT: 33

Anticipated Graduation: June 2025

- **Accomplishments:** USFCA All-American Honorable Mention (2025), USFCA Women's Sabre Collegiate Athlete of the Year Finalist (2025), USFCA Women's Sabre Newcomer of the Year Finalist (2025), USFCA All-Region Second Team (2025), USFCA All-Academic Team (2025), Northwestern Women's Fencing Rookie of the Year (2025), Recognized by City of Rancho Santa Margarita for Academic Excellence (2024), Graduated Summa Cum Laude as a Full IB Diploma Recipient from Santa Margarita Catholic High School (2024)
- **Relevant Courses:** Macroeconomics, Microeconomics

PROFESSIONAL EXPERIENCE

Ortery Technologies – *Web and Marketing Strategist* | Irvine, CA

07/2025 – 09/2025

- Analyzed website data from Google Search Console and Google Analytics 4 to identify weak spots within the website, then implemented improvements that drove traffic growth and pushed the Ortery website up page rankings.
- Optimized website SEO strategy by rewriting content and redesigning pages, ensuring the site was both user and AI friendly to strengthen visibility, outreach, and engagement.
- Coordinated with graphic designers, marketing team, and the managing director to build a branded and accurate website with a strong foundation for future growth.

USA Fencing – *Referee* | Multiple Locations in USA

12/2021 – Present

- Worked with other referees and event organizers to promote a sportsmanlike and professional environment for coaches, athletes, and spectators.
- Managed high-pressure situations, applying correct judgement under stress from coaches, athletes, and spectators to ensure fairness.

Laguna Fencing Center – *Assistant Coach* | Laguna Niguel, CA

08/2022 – 04/2024

- Led warm ups, drills, and corrected technique for youth and adult classes, fostering discipline and technical growth in a safe environment.
- Worked with other coaches to lead and organize classes that were cohesive, fun, and helpful.
- Taught students ranging from ages 7 to 80, adapting coaching methods to offer help across all skill levels.

LEADERSHIP & COMMUNITY DEVELOPMENT

Northwestern University, NCAA Division I Fencing Team – *Athlete* | Evanston, IL

09/2024 – Present

- Competing on the collegiate circuit representing Northwestern University on the national stage at NCAAs and at dual meets throughout the season, working with teammates to build a winning culture and achieve team success
- Training 15+ hours per week with the teammates and coaches, building discipline and fostering a culture to elevate both individual and collective performance.
- Balancing rigorous training and academic responsibilities, helping to develop adaptability, tenacity, organization, and time management skills.

US Fencing Association – *Athlete* | Colorado Springs, CO

04/2015 – Present

- Represented the United States on national and international circuits, competing at high level competition to advance rankings.
- Traveled nationwide for NACs and championships, achieving 10 national medals across all age categories from 10 and under to Division 1, demonstrating perseverance, consistency, and excellence.

City of Evanston – *Volunteer* | Evanston, Illinois

04/2025 – Present

- Worked with a diverse group of volunteers to organize, set up, and run citywide events with 100s in attendance for community gathering and celebration.
- Constantly swapped tasks from face painting to clean up, adapting quickly for efficiency to ensure smooth and successful events.

Rancho Santa Margarita Catholic High School – *Tutor* | Rancho Santa Margarita, CA

08/2021 – 05/2024

- Assisted students in identifying useful study methods to enhance overall academic performance.
- Tutored students over a range of AP/IB Topics ranging from IB Chemistry and Philosophy to Ancient Greek with class specific support to raise class grades.
- Utilized positive reinforcement techniques to encourage and motivate students through tutoring sessions.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** 125 WPM Typing, Limited Chinese, Proficient in Word, Excel, and PowerPoint
- **Interests:** Medicine, Business, Artificial Intelligence in Data Analysis, Classical Antiquity, Global Cooking, Olympic Fencing, Piano, Choir, Medieval Literature, Journalism

NATE D. STOULIL

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EDUCATION

CORNELL UNIVERSITY, SC JOHNSON COLLEGE OF BUSINESS - Ithaca, New York

GPA: 3.2/4.0

THE PETER AND STEPHANIE NOLAN SCHOOL OF HOTEL ADMINISTRATION

Expected Graduation: May 2028

Bachelor of Science in Hotel Administration | Concentration: Finance

Relevant Coursework: Business Computing, Financial Accounting, Macroeconomics, Microeconomics

PROFESSIONAL EXPERIENCE

The Statler Hotel – *Server* | Ithaca, New York

06/2025 – 08/2025

- Delivered attentive fine-dining service to 25–35 guests nightly in a high-volume, Four Diamond property to ensure each guest received consistent, exceptional service that met luxury standards.
- Collaborated with servers, hosts, and managers in a 150-room hotel restaurant to maintain smooth nightly operations and efficient table turnover during peak service hours.
- Utilized reservation and management systems within a high-end hospitality environment to enhance understanding of guest flow and improve coordination between front- and back-of-house teams.

Ethan Stowell Restaurants – *Support Staff* | Edmonds, Washington

06/2024 – 08/2024

- Assisted front- and back-of-house teams in a fine-casual dining restaurant to ensure quick table turnover and uphold seamless service across 30+ tables per shift.
- Provided proactive guest support and table maintenance in a locally owned, high-traffic restaurant to enhance guest satisfaction and contribute to steady revenue and repeat visits.
- Provided proactive guest support and table maintenance in a locally owned, high-traffic restaurant to enhance guest satisfaction and contribute to steady revenue and repeat visits.)

LEADERSHIP & COMMUNITY DEVELOPMENT

Cornell Varsity Heavyweight Rowing – *Division 1 Athlete* | Ithaca, New York

08/2024 – Present

- Rowed 30 hours per week year-round on the Cornell Varsity Heavyweight Rowing Team to prep for Division 1 competitions
- Developed strong discipline and time management skills through practicing twice a day, accumulating to 25+ hours every week

SC Johnson College of Business Career Catalyst Program – *Member* | Ithaca, New York

09/2025 – Present

- Selected from a competitive applicant pool for a seven-week accelerator focused on consulting and finance careers to strengthen professional readiness and exposure to industry practices.
- Collaborating with industry professionals and peer coaches through technical workshops and resume review sessions to refine interviewing techniques and elevate recruitment preparedness.

Make-A-Play Foundation Student Athlete Fellowship – *Wealth Management Fellow* | Remote

09/2025 – Present

- Excelled in three superday-style mock interviews replicating MS recruiting intensity; rank in the top 25% across cohorts as one of only 50/250+ athletes to earn “Hire” ratings in every session.
- Selected as one of 20 Fellows (top ~10% of 200+) in MAP’s Legacy Bowl, contributing to a 5-member team developing MS’s Parametric Custom Core Strategy projected to engage 500+ high-net-worth athletes and entertainers by 2026.
- Manage 20+ deliverables during my phase of the project, taking ownership of timelines and quality control to ensure 100% on-time submission and client-ready standards.

NON-TECHNICAL SKILLS & INTERESTS

- Skills: Client relationship building, Adaptability, Goal Orientation, Attention to detail
- Certifications & Accomplishments: MOS Exam: Excel Associate, Ranked on the Cornell Heavyweight Rowing Ergometer Test Leaderboard: 4th fastest freshman 2k in program history
- Interests: Endurance Sports, Flyfishing, Skiing, Trying New Cuisines, Jazz Music

Shelly Zinchenko

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EDUCATION

Carnegie Mellon University – Pittsburgh, PA

Bachelor of Science, Business Administration | Concentration in Business Analytics | Minor in Statistics

Expected Graduation: May 2028

Cumulative GPA: 3.80/4.0

Accomplishments: Dean's List Spring 2025, NCAA Student-Athlete (Women's Tennis), UAA Rookie of The Year 2025, ITA Atlantic South Rookie of the Year, All-UAA First Team at No. 1 Singles, Set School Single-Season Record for Singles Victories, Ranked 29th in the Nation in Singles

Relevant Coursework: Data Management Fundamentals, Accounting, Probability Theory, Methods for Statistics & Data Science

PROFESSIONAL EXPERIENCE

Morgan Stanley

MAP Wealth Management Fellow

Remote

Oct 2025 – Dec 2025

Selected Case Experience

Parametric Custom Core Sports League Strategy — *Morgan Stanley Wealth Management (Parametric Portfolio Strategy Simulation)*

- Framed the Investment Thesis for the **Parametric Sports League Strategy** by articulating 3 data-backed reasons to invest—identity-driven demand, global sports market scale (\$400B+), and S&P-aligned risk/return—anchoring credibility and relevance for HNW athlete and entertainer clients
- Built the “Why Now” deal rationale by linking urgency to 2024–25 media-rights repricing, NIL-driven athlete wealth expansion, and rising demand for thematic SMAs, quantifying the strategic risk of delayed entry as competitors scale similar offerings
- Synthesized thesis and urgency into 2 executive-ready slides on a 5-person team, translating market size (\$600B+ by 2029), adoption risks, and client segmentation into a concise narrative designed to withstand Wealth Management IC and advisor scrutiny
- Presented the final Investment Thesis & Deal Rationale live to Morgan Stanley analyst Saven Baker, defending assumptions around adoption, concentration, and client fit while demonstrating analyst-level judgment in converting analytics into a persuasive client-facing recommendation

Alpha Tennis Academy

Tennis Coach

Duluth, GA

Aug 2022 – May 2024

- Coached and developed a youth tennis program serving 40–70 athletes ages 6–16, designing skill-progressive drills and match-play sessions that improved fundamentals, confidence, and retention while scaling academy membership by 75%
- Built trusted relationships with 50+ families by communicating progress, goals, and development plans, translating on-court performance into clear feedback that strengthened parent engagement, satisfaction, and long-term commitment to the academy
- Supported day-to-day academy operations by coordinating practice schedules, managing court utilization, and mentoring assistant coaches, creating a structured, positive training environment that elevated player experience and sustained program growth

EXTRACURRICULARS

Carnegie Mellon University | NCAA Women's Tennis Team

Varsity Student-Athlete

Pittsburgh, PA

Aug 2024 – Present

- Compete as a Division III varsity athlete while balancing 30+ hours per week of training, travel, and competition with rigorous academics, demonstrating elite time management, resilience under pressure, and consistent execution across high-stakes environments
- Earned UAA Rookie of the Year, ITA Atlantic South Rookie of the Year, and All-UAA First Team honors, setting a school single-season wins record and ranking Top 30 nationally, reflecting rapid development, coachability, and sustained competitive excellence

Carnegie Mellon University | Financial Analyst Student Training (FAST)

Trainee

Pittsburgh, PA

Aug 2024 – Present

- Participate in a 10+ hour/week analyst training program completing technical workshops in financial modeling, valuation, and accounting, applying concepts through collaborative case studies to build analytical rigor and professional readiness
- Work in small teams to analyze case-based scenarios using Excel and financial frameworks, strengthening hypothesis-driven thinking, teamwork, and the ability to translate quantitative outputs into clear, decision-oriented recommendations

Carnegie Mellon University | Women in Business

Associate Member

Pittsburgh, PA

Aug 2024 – Present

- Organize philanthropy events raising \$2,000+ per event in partnership with CASA, coordinating logistics, outreach, and execution to support children in foster care while driving strong member participation
- Lead a 15-person committee managing merchandise design and budgeting decisions, aligning member preferences with cost constraints to deliver high-quality apparel while maintaining financial discipline

Kappa Alpha Theta Sorority

Director of Merchandise & Design, Athlete Committee

Pittsburgh, PA

Aug 2024 – Present

- Organize philanthropy events raising \$2,000+ per event in partnership with CASA, coordinating logistics, outreach, and execution to support children in foster care while driving strong member participation
- Lead a 15-person committee managing merchandise design and budgeting decisions, aligning member preferences with cost constraints to deliver high-quality apparel while maintaining financial discipline

South Forsyth High School

Student Leader & Team Captain

Cumming, GA

Jan 2021 – May 2024

- Completed 150+ volunteer hours supporting Meals By Grace food delivery and donation initiatives, contributing to consistent nonprofit operations that served families across North Georgia during periods of elevated community need
- Led a 50-student volunteer team to negotiate donations and coordinate logistics that delivered 100,000+ meals, demonstrating large-scale organization, negotiation, and execution in a service-driven environment; Served as Team Captain for a 16-player varsity tennis team, mentoring teammates and coordinating practices with coaches, contributing to multiple State Championship appearances and earning MVP honors all four years

SKILLS & INTERESTS

Language(s): English (Fluent), Russian (Native), Hebrew (Intermediate)

Programs: SQL, Microsoft Excel, PowerPoint, Google Suite, R, Tableau Desktop

Interests: Tennis | Pilates | Concerts | Coffee | Hiking | Pickleball | Baking

Sophia P. Smith

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EDUCATION

Washington University in St. Louis – St. Louis, MO

Bachelor of Arts, Finance and Economics | Minor in Business Analytics | SAT: 1490

Accomplishments: 2024 NCAA Women's Soccer DIII National Champion, Dean's List

Relevant Coursework: Microeconomics, Managerial Statistics, Capital Markets and Financial Management, Management Communication

Expected Graduation: May 2028

Cumulative GPA: 3.84/4.0

London School of Economics – London, UK

Certificate of Completion, Summer Program | Coursework in Accounting

Completion Date: Aug 2025

PROFESSIONAL EXPERIENCE

Morgan Stanley

MAP Wealth Management Fellow

Selected Case Experience

Parametric Custom Core Sports League Strategy — *Morgan Stanley Wealth Management (Parametric Portfolio Strategy Simulation)*

- Owned the Execution Phase by constructing a portfolio snapshot for the **Parametric Sports League Strategy**, proposing 5–15% allocation ranges within HNW portfolios and analyzing interaction with a 60/40 baseline, quantifying diversification benefits and concentration tradeoffs
- Built 3-year adoption scenarios (bull, base, bear), modeling client uptake across athlete and entertainment segments, estimating potential AUM growth and fee revenue for MS to translate product interest into measurable Wealth Management impact across advisor-facing portfolio strategies
- Developed 2 analyst-level slides—Portfolio Construction + Analytics & Adoption—synthesizing allocation logic, scenario outputs, and key assumptions into a polished, client-ready narrative suitable for advisor pitchbooks and Home Office review under executive presentation standards
- Documented 3–5 data sources and footnoted adoption-rate and allocation assumptions, then drafted 3 clarifying questions for the Control Phase and presented findings live to Morgan Stanley analyst Saven Baker to ensure clean handoff + sharpen final investment thesis and “Why Now” positioning

Tangible Impact

Digital Marketing Intern

- Developed weekly performance decks analyzing website traffic, funnel behavior, and conversion-rate trends across 5–10 client pages, translating data into actionable CRO insights that informed optimization priorities and testing strategy
- Conducted data analysis for A/B and multivariate tests, monitoring live data flows across multiple experiments to validate results, identify lift opportunities, and improve conversion performance through disciplined, metrics-driven iteration
- Organized competitor research across 8–12 peer brands and drafted digital strategy recommendations on positioning, UX, and messaging, supporting client teams with structured insights that strengthened campaign planning and differentiation

McLean, VA

Jul 2025 – Aug 2025

Talbots

Store Sales Associate

- Delivered personalized customer service to 5–10 clients per shift, assisting with styling and fit recommendations to build repeat relationships, driving conversion, and supporting consistent sales performance during peak traffic periods
- Processed 10+ transactions per shift using POS systems while managing returns, exchanges, and loyalty enrollments, ensuring accuracy, speed, and a seamless customer experience that reinforced brand trust and retention

McLean, VA

Jun 2024 – Aug 2024

The Potomac School

Discovery Camp Counselor

- Supervised and mentored 20 campers per group ages 7–12, fostering a safe, inclusive, and engaging environment that promoted participation, confidence, and positive social interaction through structured daily programming
- Resolved conflicts and addressed behavioral issues using clear communication and empathy, maintaining group cohesion and safety while reinforcing expectations and supporting campers' emotional development during high-energy, fast-paced camp settings

McLean, VA

Jun 2024 – Aug 2024

EXTRACURRICULARS

Washington University in St. Louis | Women's Soccer Team

NCAA Student-Athlete, 2024 DIII National Champion

- Dedicate 30+ hours per week to NCAA training, fitness, weightlifting, and competition, demonstrating disciplined time management, physical resilience, and sustained performance within a high-intensity collegiate athletics environment
- Balance team meetings, travel schedules, and film sessions alongside a rigorous academic course load, reinforcing accountability, preparation, and execution under pressure throughout the competitive season and postseason cycle

St. Louis, MO

Aug 2024 – Present

Intutorly

Tutor

- Delivered 1:1 virtual tutoring sessions to 5–10 students per term, adapting instruction to individual learning styles and pacing to improve comprehension, confidence, and academic performance across core subject areas
- Created custom lesson plans, practice sets, and progress assessments for each student, tracking improvement over time and reinforcing mastery through targeted feedback and structured skill development throughout multi-year tutoring engagements

McLean, VA

Aug 2020 – Jun 2024

Leukemia and Lymphoma Society

Student Leader

- Led fundraising initiatives and community events to support blood cancer research and patient services, coordinating outreach and awareness efforts that mobilized donors and volunteers around the LLS mission
- Raised \$100K+ in donations by managing contribution pipelines, tracking fundraising progress, and maintaining accurate records for reporting, directly supporting research funding and patient assistance programs
- Engaged 100+ donors through in-person, phone, and digital communication, articulating the LLS mission and impact to strengthen donor relationships, increase participation, and sustain campaign momentum

McLean, VA

Aug 2023 – Dec 2023

SKILLS & INTERESTS

Skills and Language(s): Time management, Teamwork, Spanish (conversational)

Programs: Microsoft Office Suite (Word, Excel, PowerPoint) | **Interests:** Soccer, Reading, Baking, Traveling, Nutrition

SOPHIE I. GALLAGHER

[LINKEDIN PROFILE](#) • (415) 4199204 • vhj6gw@virginia.edu

EDUCATION

University of Virginia, McIntire School of Commerce – Charlottesville, VA

GPA: 3.5/4.0

B.S. in Commerce | Anticipated Graduation: 2028

- Relevant Courses: Microeconomics, Commerce, Financial Accounting, Finance, Entrepreneurship

Saint Ignatius College Preparatory School — San Francisco, CA

High School Diploma | Graduated: 2024

- Honors: Lifetime California Scholastic Federation Member, Dean's List (Four Years), Varsity Letter in Rowing

PROFESSIONAL EXPERIENCE

CAV Angels – *Intern* | Charlottesville, VA (Remote)

06/2025 – 08/2025

- Strengthened professional network and industry insight through the Special Summer Intern Program, participating in virtual discussions with alumni across diverse fields
- Shadowed due diligence teams, gaining hands-on experience to assess startup potential and inform investment strategies

Dutch Bros Coffee – *Barista* | Phoenix, Arizona

05/2025 – 08/2025

- Delivered exceptional customer service in a fast paced environment by engaging with guests, preparing customized beverages, and fostering positive experiences to drive customer satisfaction and loyalty
- Managed sale transactions and upheld cleanliness and safety protocols, contributing to a smooth operation and welcoming store environment

Charity Cultural Services Center – *Curriculum Manager* | San Francisco, CA

05/2022 – 06/2023

- Developed math and English lessons for K-8 students, customizing content to facilitate individualized learning and academic growth in underserved Bay Area communities
- Collaborated with volunteer tutors to implement lessons effectively, ensuring consistency in instruction and measurable student progress

ATHLETIC ACHIEVEMENT

University of Virginia Division 1 Women's Rowing – *Athlete* | Charlottesville, VA

08/2024 – Present

- Navigated a demanding academic course load alongside 20+ hours of weekly training, demonstrating discipline, time management, and resilience in a competitive Division I athletic environment
- Served as an alternate for second-place overall finish at the 2025 ACC Championship, contributing to team's 10th place overall finish at the NCAA Championship
- Recognized on the 2025 ACC All-Academic Honor Roll for excellence in balancing athletics with academic achievement

Marin Rowing Association – *Athlete* | Larkspur, California

08/2022 – 06/2024

- Committed to daily training and commute, demonstrating endurance and dedication as a competitive high school athlete
- Mentored new athletes in Summer Learn to Row camps as an assistant coach, promoting technical growth and positive team culture

LEADERSHIP & COMMUNITY DEVELOPMENT

Make a Play Foundation – *Legacy Bowl Participant* | Virtual

08/2025 – Present

- Selected to participate in Phase One and Phase Two of the Legacy Bowl program, engaging in professional development workshops and networking opportunities with industry leaders
- Building career readiness skills through mock interviews, mentorship sessions, and leading a small group case study

Halleck Creek Ranch – *Horseback Riding Instructor* | Novato, California

04/2022 – 07/2024

- Led adaptive horseback riding sessions for children with disabilities, cultivating confidence and supporting therapeutic development through hands-on guidance
- Collaborated with staff to ensure safety and provide personalized support, nurturing a positive and inclusive environment for all riders

Saint Ignatius College Preparatory STEM Club – *Co-President* | San Francisco, CA

08/2022 – 05/2024

- Managed club social media accounts, increasing member engagement and raising awareness of STEM activities throughout school community
- Organized educational field trips to local tech companies, delivering hands-on learning experiences and insight into STEM career opportunities

NON-TECHNICAL SKILLS & INTERESTS

- Skills: Social Media Management, Microsoft Excel, Graphic Design

Uma Kaeding

Ithaca, NY 14850 | (607) 280 - 3852 | uik2@cornell.edu | linkedin.com/in/uma-kaeding-x28

EDUCATION

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

Bachelor of Arts in Economics, GPA: 3.7

Expected: May 2028

Relevant Courses: Introduction to Microeconomics, Introduction to Macroeconomics, Applied Probability and Statistics, Intermediate Microeconomic Theory, Leadership and Management in Sports (Fall 2025)

Berlin Brandenburg International School, Berlin, Germany

International Baccalaureate with Bilingual Diploma, GPA: 3.9

May 2024

WORK EXPERIENCE

Cornell University, Ithaca, NY

Athletic Event Staff, Athletics Department

December 2024 – present

- Assisting with setup and breakdown for NCAA Division I events
- Collaborating with game day operations team to execute smooth event logistics
- Ensuring cleanliness and readiness of venues before and after events to meet university standards

Neuro 38, Neurologist specialists, Berlin, Germany

Medical Assistant & Registration

June 2021 – August 2021

- Checked patients in and out, ensuring smooth processes
- Archived patient data and assisted with paperwork

VIRTUAL TRAININGS

Make a Play Foundation “Legacy Bowl” Fellowship

September 2025 – December 2025

- Selected as one of 20 Fellows (top ~10% of 200+) in MAP’s Legacy Bowl
- Contributed to a 5-member team developing MS’s Parametric Custom Core Strategy projected to engage 500+ high-net-worth athletes and entertainers by 2026

Inside LVMH Certificate

May 2025 – July 2025

- Explored the luxury industry through modules on branding, innovation, sustainability, and client experience
- Gained insight into LVMH’s business model and global leadership in luxury

Goldman Sachs Virtual Insight Series

May 2025 – June 2025

- Explored key divisions and career paths at Goldman Sachs through panels, and mentorship
- Gained insight into financial markets and professional skill-building

JP Morgan Freshmen Focus

April 2025

- Gained exposure to careers in financial services through networking, workshops, and senior leadership panels
- Developed foundational knowledge of investment banking, markets, and professional development

LEADERSHIP & ACTIVITIES

NCAA DI Field Hockey Athlete, Cornell University

August 2024 – May 2028

- Balancing strong academic and athletic performance
- Great commitment to teamwork while still taking on a leadership role
- Giving guidance and support to younger players
- Time management

Big Red Leaders 2 Leaders Program

August 2025 – May 2028

- Elected for a 3-year leadership development initiative, spanning all competitive sports teams to optimize team cohesiveness
- Representing the team in a university wide context

SKILLS

Languages: Fluent in English and German, Basic Conversational French, Latin

Computer: Microsoft Word, Excel, PowerPoint, Canva, Google Docs, Google Sheets, Google Slides

Intermediate Excel: Pivot tables, data analysis, graphs

Research: Georgetown University pre-college program Medical Research

Xavier C. Giles

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EDUCATION

Princeton University – Princeton, NJ

Bachelor of Arts, Economics

Accomplishments: NCAA Division 1 Student-Athlete (Men's Wrestling)

Relevant Coursework: Introduction to Microeconomics, Mathematical Methods for Economists, Introduction to Macroeconomics

Expected Graduation: May 2028

Cumulative GPA: 3.70/4.0

PROFESSIONAL EXPERIENCE

Morgan Stanley

MAP Wealth Management Fellow

Selected Case Experience

Parametric Custom Core Sports League Strategy — *Morgan Stanley Wealth Management (Parametric Portfolio Strategy Simulation)*

- Constructed a portfolio allocation framework on a 5-person team recommending a 5–10% sleeve for the **Parametric Sports League Strategy** within HNW portfolios, stress-testing fit against a 60/40 baseline to quantify diversification benefits and thematic concentration exposure
- Modeled 3-year adoption scenarios (bull, base, bear) projecting uptake across athlete and entertainment segments, translating scenario-driven adoption rates into incremental AUM capture and fee revenue, and presenting outputs live to MAP alum and Morgan Stanley analyst Saven Baker
- Developed 2 analyst-level slides—Portfolio Construction + Analytics & Adoption—quantifying allocation impact, adoption sensitivity, and revenue contribution, synthesizing outputs into a client-ready narrative reviewed live by Saven Baker under WM evaluation standards
- Documented 3–5 sourced assumptions (allocation ranges, adoption rates, benchmark ETFs) and drafted 3 Control Phase questions, coordinating handoff across a 5-person team to refine portfolio positioning and sharpen final “Why Now?” recommendations

Remote

Oct 2025 – Dec 2025

Privero Capital Partners

Intern

- Gained hands-on exposure to 2–3 hedge fund portfolio strategies including statistical arbitrage, analyzing return drivers, volatility, and downside risk controls across multiple market regimes to understand how disciplined risk management supports client and investor capital
- Developed and tested 3–5 personal trading strategies across policy-driven market scenarios, applying options concepts (calls, puts, spreads) to evaluate payoff profiles, risk asymmetry, and sensitivity across equities, rates, and related markets

New York, NY | Remote

Jun 2025 – Sep 2025

Lennon Murphy and Phillips LLC

Intern and Paralegal Assistant

- Supported 3–5 attorneys and paralegals across active civil and corporate matters by managing client files, organizing 50+ documents per case, and handling written and verbal communications, ensuring accuracy, confidentiality, and efficient information flow throughout case lifecycles
- Collaborated directly with attorneys on 15+ in-office and off-site client consultations, preparing background materials, summarizing case facts, tracking follow-ups, and reinforcing professional client service during sensitive legal discussions and decision-making processes
- Conducted legal research and case development for multiple concurrent matters, reviewing filings, identifying relevant documents, and assisting with issue tracking to help attorneys prepare for negotiations, client updates, and procedural deadlines

Westport, CT

Jun 2023 – Aug 2023 | Jun 2024 – Aug 2024

Mind Body Hair Salon

Salon Assistant Manager

- Managed front-of-house operations during peak summer periods by greeting and directing 20–25 clients per day, coordinating appointment flow and service sequencing to ensure efficient operations, positive client experiences, and smooth handoffs between stylists
- Handled daily cashiering and payment processing for \$2K–\$5K in services per shift, accurately charging clients, processing cash and card payments, and resolving discrepancies to maintain trust, accuracy, and reliable end-of-day reconciliation
- Supported salon operations and maintenance by overseeing cleaning, towel and smock laundering, and workstation readiness across multiple service stations, ensuring a professional, hygienic environment that met client expectations and operational standards

Bronx, NY

Jun 2019 – Jun 2022

EXTRACURRICULARS

Princeton University Division 1 Wrestling

Varsity Athlete

- Commit 35+ hours per week to Division I wrestling across training, competition, strength conditioning, and rehabilitation, balancing physical demands with academic responsibilities while prioritizing individual performance goals and overall team progression
- Selected to the Princeton Wrestling Leadership Council as the Class of 2028 representative, chosen by coaches and teammates to communicate athlete feedback, uphold program standards, and strengthen team culture through accountability, work ethic, and peer leadership

Princeton, NJ

Aug 2024 – Present

Black Student Athlete Collaborative

Team Representative

- Serve as Team Representative for the Black Student Athlete Collaborative, representing 20+ Division I teammates by attending organization meetings and events, ensuring athlete perspectives are communicated and reflected across university and athletics initiatives
- Support inclusion and community-building efforts by welcoming new student-athletes each semester, fostering connection among teams and coaches, and contributing to a campus environment that promotes belonging, dialogue, and shared academic and athletic success

Princeton, NJ

Aug 2024 – Present

Boy Scouts of America

Senior Patrol Leader

- Earned the rank of Eagle Scout, the highest honor in Boy Scouts of America, reflecting 7+ years of commitment to leadership, service, and outdoor skill development through sustained community involvement
- Served as Senior Patrol Leader, the troop's highest youth leadership role, leading meetings and overseeing activities and camping outings while managing an Eagle Scout project that replanted evergreen shrubs at a national historic site, revitalizing the local community

Mount Vernon, NY

Jul 2016 – May 2023

SKILLS & INTERESTS

Skills: Google sheets/Excel, Team collaboration

Interests: Wrestling, Cooking, Comic books and Sneaker collecting

Yona E. Allouche

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EDUCATION

Brown University – Providence, RI

Expected Graduation: June 2028

Bachelor of Arts in International & Public Affairs and Economics

Cumulative GPA: 4.0/4.0

- **Awards/Accomplishments:** NCAA Division 1 Student Athlete (Women's Rugby), 2025 Rookie of the Year
- **Relevant Coursework:** Principles of Economics; Environmental Economics and Policy, Introduction to International Relations; Introduction to Comparative Politics; Foundations of Policy and Governance
- **Additional Coursework:** Management of Industrial and Nonprofit Organizations, Methods of Social Research

PROFESSIONAL EXPERIENCE

Make-A-Play Foundation

Remote

MAP Asset Management Fellow

December 2025 – Present

- Selected as 1 of 30 NCAA athletes (≈12%) for MAP's 10-week asset-management fellowship, completing 10+ assignments on cash-flow analysis, asset screening, and allocation modeling to build investment judgment and readiness for portfolio decision-making
- Scheduled to deliver a committee-style portfolio pitch on Mar 23, presenting asset-selection rationale, implementation pacing across 3–4 scenarios, and projected IRR vs benchmark to produce a decision-ready recommendation aligned with AM evaluation standards

Fitness 19

Danville, CA

Lead Service Specialist

August 2022 – June 2024, May – August 2025

- Conducted 1,000+ guided tours and converted inquiries into memberships by tailoring solutions to client goals, strengthening revenue generation and improving conversion consistency through clear communication and structured needs assessment
- Managed hundreds of member relationships by resolving complex billing and contractual issues, improving satisfaction and retention while applying analytical reasoning and service discipline transferable to client-facing financial environments
- Partnered with trainers and management to analyze usage patterns across 1,500+ members, identifying opportunities to increase revenue through targeted outreach, improved service flows, and adjustments to product offerings and operational strategy

District Attorney's Office

Martinez, CA

Intern

August 2023 – June 2024

- Interned under a Deputy District Attorney while observing 20+ attorneys across homicide, domestic abuse, and general felony units, gaining insight into case strategy, evidence evaluation, and high-pressure legal decision-making
- Synthesized weekly notes into structured reflections capturing legal insights, courtroom process, and interactions with attorneys, strengthening analytical synthesis and written clarity applicable to investment research and client-ready communication

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

NCAA D1 Brown Women's Rugby

Providence, RI

NCAA Division 1 Student-Athlete & Class Representative

August 2024 – Present

- Dedicate 25+ hours weekly to year-round Division I training, travel, and competition while balancing a full academic course load, building resilience, leadership, and execution under pressure, earning National 7s Champion honors and Rookie of the Year in 2025
- Serve as a twice-elected Class Representative for 40+ teammates, translating feedback into actionable solutions during weekly leadership meetings, strengthening team culture, communication flow & decision-making processes across coaches & player groups

Jewish Student Athlete Affinity Group

Providence, RI

Co-Founder

September 2025 – Present

- Co-founded an affinity group connecting 50+ Jewish student-athletes across varsity teams, building community, visibility, and shared support structures that strengthened belonging and cultural representation within Brown Athletics
- Lead ongoing programming and peer-support initiatives by coordinating events for 20–30 regular participants, fostering dialogue around identity and performance and improving communication channels between athletes, coaches, and campus partners

High School Rugby Leadership

Northern CA

Co-Founder, Captain & Player

May 2019 – August 2024

- Founded and captained San Ramon Valley High School's first girls' rugby team, recruiting 30+ athletes and coordinating communication across players, coaches, and administrators to establish a sustainable program and high-performance team culture
- Captained 3 competitive teams from 2019–2024, fostering collaboration, accountability, and tactical execution under pressure, leading practice structures and in-game adjustments that strengthened team cohesion and long-term competitive success

SKILLS & INTERESTS

- **Interests:** Consulting, Rugby, Hiking
- **Skills and Language(s):** **English-** Native/ bilingual proficiency, **French-** Native/ bilingual proficiency, **Spanish-** Professional working proficiency