

Abhinav Potluri

19807 Broadhead Manor Drive, Houston, Texas | Mobile: 832-584-0092 | navpotluri@gmail.com

Education

Washington University in St. Louis

St. Louis, MO GPA: 3.8 (In Progress)

Degree: Pursuing a dual degree in Finance and Accounting with a particular interest in Investment Banking

Skills: Financial Markets, Corporate Finance, Investment Analysis, Marketing Strategy, Data Analysis, Excel, Financial Modeling,

Experience

BofA Acquisition Advising (Make A Play Foundation)

09.01.24 - 03.01.25

- Collaborating with a small deal team of peers to advise a small PE firm on the potential acquisition of an emerging healthcare company, specifically tasked with completing ~20% of the project by building our cash flow statement + performing a 'sense check' on our financial model
- Performed sense checks on key ratios including EBIT margin, sales growth over the forecast period and in the steady state, and return on invested capital, to swiftly locate and remove financial model errors for my team
- Built my team's cash flow statement in under 1 week, applying the lessons learned from ~5 hours of instruction on Wall Street Prep (Chapter 6: The Cash Flow Statement) to provide aggregate data regarding all inflows/outflows from our proposed company

Software Company Assistant For MHK Tech Inc.

05.01.21-08.01.21, 05.01.22-08.01.22, 05.01.23-08.01.23

- Managed 50+ software version documents, ensuring accuracy and efficiency, requiring strong analytical skills and attention to detail
- Tracked software updates, creating detailed version logs and release notes
- Synthesized feedback from 200+ users, leading to a 15% improvement in product development efficiency
- Acted as a trusted advisor by managing software updates and ensuring world-class execution in document management and product development.

Community Service Leader - Service Trust in Kondapalli, India

06.06.24 - 08.01.24

- Led a team of 10 volunteers in organizing weekly food distribution for 300+ people, demonstrating strong leadership and organizational skills
- Assisted in care for 50+ patients at Joni Kumari Lions Eye Hospital
- Developed system reducing delivery wait times for food distribution
- Built long-term relationships and delivered results in a dynamic, diverse, and meritocratic environment by leading a team of volunteers and optimizing distribution processes.

WashU Varsity Football Player

08.13.23 - 11.23.27

- Recruited as an incoming player with Division 1 offers, demonstrating high potential and skill as a football player who is on track to become a key player in the coming year
 - Building strong relationships with teammates contributing to a positive team culture
 - Helping guide future recruits through the hurdles of college football recruiting
 - Committed to fostering a dynamic and meritocratic team culture, guiding future recruits, and building long-term relationships with teammates and coaches.
-

Honors/Awards

National Football Foundation Team of Distinction (2024)

- Selected as one of 80 Scholar-Athletes nationwide for excelling in academics, athletics, and community service
- Currently on display at the National College Football Hall of Fame (Atlanta, GA) for displaying scholarly achievements while being a leading player both on and off the field

Houston TD Club Scholar-Athlete of the Year (2024)

- Awarded a prestigious scholarship for being the top-performing student-athlete in the Houston district
- Delivered a keynote speech during the awards ceremony, discussing leadership, commitment, and community engagement
- Winner is selected by the presidents of the University of Houston, Rice, Texas Southern, and Houston Baptist, further highlighting the competitive nature and honor of the award
-

30+ Football Offers from Prestigious Institutions

- Received offers from top institutions, including MIT, Carnegie Mellon, UChicago, and Washington University in St. Louis, reflecting outstanding athletic and academic potential
- Proven ability to excel under pressure in both athletic and academic environments, contributing to a broad set of transferable skills

ALEXIS A. WILLIAMS

[LINKEDIN PROFILE](#) • (571) 465-8575 • ALEXIW@WHARTON.UPENN.EDU

EDUCATION

University of Pennsylvania | The Wharton School – Philadelphia, PA

GPA: 3.7/4.0

B.S. in Economics | Concentration in Finance

Anticipated Graduation: May 2028

- Varsity Student Athlete: Women's Field Hockey
- Accomplishments: University of Pennsylvania's Scholars of Finance Program | Office of Investments Emerging Leaders Program | Penn Athletics Wharton Leadership Academy
- Relevant Courses: Calculus, Economics, Marketing, Management, Accounting, Finance, Critical Writing Seminar

PROFESSIONAL EXPERIENCE

Northrop Grumman – *Incoming Business Analyst Intern* | Redondo Beach, CA

05/2025 – 08/2025

- Expected to utilize software to compile and generate reports, statistics, models, tables, graphs, correspondence, and presentations

Onlife Fitness – *Kids Club Associate* | McLean, VA

03/2024 – 08/2024

- Communicated with parents and team members to support each child's needs and maintain a clean, welcoming space
- Supervised and engaged children in fun, age-appropriate activities to ensure a safe and enjoyable environment

Donaldson Run Recreation Association – *Lifeguard* | Arlington, VA

05/2023 – 08/2024

- Supervised swimmers and administered first aid/lifesaving rescues to ensure patron safety
- Led opening and closing procedures by assigning tasks to fellow lifeguards ensuring facility organization and safety

Beyond Sticks – *Head Field Hockey Coach* | Arlington, VA

09/2020 – 08/2024

- Collaborated with other head coaches to create appropriate practice plans aligning with weekly themes and skills
- Drove players to success in developing their field hockey skills and preparing for gameplay
- Refereed games, educated players, and promoted fair game practices

Nottingham Kids Summer Camp – *Entrepreneur and Director* | Arlington, VA

06/2020 – Present

- Founded and directed a children's summer camp generating approximately \$6,000 in weekly revenue for 5 consecutive summers, overseeing all operational aspects
- Managed employees, handled revenue and expenses, and ensured smooth day-to-day operations
- Utilized a diverse network and social media platforms (Nextdoor, Instagram, YouTube, TikTok) to strategically market the camp, driving year-over-year growth in enrollment and revenue

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley, achieving a score of 90%+ in all 3 interviews + earning a top spot on MAP's Leaderboard
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90% or above), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, supporting team by analyzing market fundamentals & performing technical research in the process

University of Pennsylvania Athletics – *NCAA Division 1 Student-Athlete* | Philadelphia, PA

08/2024 – Present

- Committed 20+ hours a week to practices, meetings, conditioning, and games during both fall and spring semesters
- Demonstrated leadership, teamwork, and resilience while maintaining a strong work ethic under pressure and in challenging situations

Powerplay Summer Camp – *Volunteer Counselor* | Arlington, VA

08/2022 – 08/2024

- Empowered children to build emotional resilience through activities aimed at teaching emotional acuity, stress management, and personal growth

Arlington Field Hockey – *Volunteer Head Coach* | Arlington, VA

03/2020 – 06/2024

- Led practices, created training schedules, and helped players build confidence on and off the field

High School Tutor – *Tutor* | Arlington, VA

01/2020 – 06/2024

- Provided tutoring support to high school students across various subjects, helping them improve academic performance and grasp challenging concepts

SKILLS & INTERESTS

- Technical Skills: Proficient in Microsoft Office Suite, Excel, PowerPoint, and various social media platforms
- Leader and social media manager of Yorktown High School's Model General Assembly Club and Youth Against Alzheimer's Club
- Communication: Excellent written and verbal communication skills, able to effectively convey ideas and collaborate with diverse teams
- Problem Solving: Strong analytical and creative thinking abilities, demonstrated through academic projects and extracurricular involvement
- Teamwork, Leadership, and Time Management: Proven ability to work in team-oriented environments and take initiative in leadership roles while competing in a year-round Varsity sport

Ally Lin

[linkedin-allylin](#) • (832) 235-8174 • ally.l@wustl.edu

EDUCATION

Washington University – St. Louis, MO

GPA: 3.5/4.0

B.A. Finance and Accounting | Minor in Chinese | Graduation Year: 2028

- Student Athlete: Women's Tennis
- Relevant Courses: Principles of Financial Accounting, Microeconomics, Managerial Statistics I, Introductory Psychological Statistics, Individual in a Managerial Environment, Foundations of Business, Calculus II, Macroeconomics

PROFESSIONAL EXPERIENCE

Irongrove – *Internship* | Houston, TX

05/2025 – 08/2025

- Selected to intern for Irongrove, a Houston-based IT startup currently building a next-generation DNS platform called Javelina to learn how accounting functions in a real start up environment.
- Support internal accounting operations by leveraging QuickBooks to process transactions, reconcile accounts, and track expenditures. Manage coordination with external bookkeeping firms to ensure timely and accurate financial reporting. Maintain a productive relationship with Uplinq for financial data integrations, improving system reliability.

Tennis Coach – *Coach* | Houston, TX

12/2024 – 08/2024

- Instructed weekly tennis lessons for young athletes, tailoring drills to skill levels, resulting in improvement in player performance metrics over a 8 -month period. Mentored junior players on proper technique, sportsmanship, and discipline, contributing to students showing measurable progress in match play and confidence. Developed and implemented strategic training plans focusing on footwork, shot selection, and game strategy, leading to high results in tournaments.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.

Second Serve – *Outreach Committee* | St. Louis, MO

12/2024 – Present

- Organized and hosted tennis clinics and community events for underserved youth, directly impacting over 50 participants while expanding access to quality equipment and instruction. Implemented a "buddy letter" writing system connecting volunteers with program recipients. Distributed the organization through flyers, social media marketing, connecting with professors and school administration.
- Promotion of organization led to a boosted event attendance to 30+ active members and grew volunteer participation across school chapters. Built and maintained meaningful connections, helping kids feel seen, supported, and inspired through one-on-one mentorship.

Green Earth Tennis (GET) – *Chairman, General Manager* | Katy, TX

07/2019 – 04/2024

- A non-profit organization to increase accessibility to tennis, spread awareness about the environment, and create a stronger tennis community in Houston. Organized and managed 13+ charity tennis tournaments, resulting in 700+ matches played and generating over \$7,000 in revenue to support program sustainability and outreach. Directed marketing and digital engagement strategy, driving 3,000+ website visits and significantly boosting community involvement through targeted campaigns and school partnerships.
- Expanded program reach by collaborating with local schools and tennis clubs, resulting in 700+ members and deeper community ties. Advocated for environmental sustainability through tennis-based initiatives, successfully integrating eco-awareness activities into all events and amplifying GET's mission at a city-wide level.

Future Business Leaders of America – *Competitor* | Katy, TX

08/2020 – 05/2024

- FBLA is one of the largest Business Career and Technical Student Organizations in the world. Competed in presentation and testing events across regional, state, and national levels of over 100+ competitors, demonstrating advanced professional business and communication skills in a highly competitive environment.
- Created data-driven business proposals and market analyses under timed conditions, contributing to consistent advancement to state and national competitions over 4 years. Collaborated with teammates to research, write, and design strategic business plans, resulting in high-scoring presentations and recognition among top-performing teams.

ADDITIONAL SKILLS

Skills and Language(s):

- Data Analysis: Novice JASP and Tableau data analysis and communication skills: descriptive statistics, data visualizations
- Microsoft Office 365: Word, Excel, Powerpoint, Outlook, Teams

AWARDS

- Washington University in St. Louis Scholars in Olin Business School Recipient
- Olin Business School's annual Foundations of Business Product Pitch Case Competition: Finalist Team out of 49 teams.
- West Houston Ladies Tennis Association Scholarship Recipient
- National Competitor and 2nd Place at State in FBLA Introduction To Social Media Strategy and Banking and Financial Systems
- 1st Place Texas State Grand Slam United States Tennis Association (USTA)

ANAHAT BAWA

[LINKEDIN PROFILE](#) • (609) 906-3048 • ANAHAT.BAWA@TUFTS.EDU

EDUCATION

Tufts University – Medford, Massachusetts

GPA: 3.93/4.0

B.A. in Quantitative Economics | Minor in Mathematics | ACT: 34

Anticipated Graduation: 2028

- **Relevant Courses:** Linear Algebra, Principles of Economics, Proof-Writing, Computer Science, Calculus II, Macroeconomics, Microeconomics, AP Calculus AB, AP Calculus BC, International Business

WORK EXPERIENCE/PROJECTS

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

02/2025 – present

Selected Case Experience:

- Collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

We The People Youth – *Founder* | Skillman, New Jersey

06/2020 – present

- Produced podcast episodes with professionals from marginalized backgrounds, learning from their experiences, and educating other teenagers about implicit biases, to become a part of the solution of being consciously unbiased.
- Designed a website, merchandise, and handmade bracelets, to create an outlet for social activism and raise funds for the Equal Justice Initiative.

Sahara Mediterranean Restaurant – *Server & Manager* | Skillman, New Jersey

05/2023 – 11/2023

- Responsible for taking orders, managing take-out calls, and cleaning tables at a small family-owned restaurant, to ensure efficiency in order completion and customer satisfaction
- Provided suggestions on increasing internet presence to increase traffic and revenue, resulting in increased customer satisfaction and repeat visits.

LEADERSHIP & COMMUNITY DEVELOPMENT

Tufts Investment Banking Club – *Analyst* | Medford, Massachusetts

09/2024 – present

- Participates in weekly meetings for investment banking, trading, and career development, working with peers to analyze market data and apply financial modeling to cultivate a broader scope of knowledge for finance-related opportunities.
- Selected into the competitive finance-focused club. Works alongside peers and mentors to master accounting, valuation, M&A, and financial modeling concepts to apply in the industry.

Division 3 Fencing – *Fencer* | Medford, Massachusetts

09/2024 – present

- Recruited saber fencer for Tufts University with a current win percentage of 55% in freshman season, focused on qualifying team for NCAA regionals and championships.
- Captained the High School Team, led practices, managed scheduling, contributed to raising funds for travel, won two state titles, and placed 34th in individual state championships.
- Competed at North American Cups in Y14, Cadet, Junior, and D1A divisions, placed 65th at Junior Olympics, and achieved a ranking of 3rd in New Jersey for the Youth-14 division.

FitMoney Fellows – *Member* | Medford, Massachusetts

10/2024 – present

- Works as peer mentor for high school students, providing assistance with financial literacy workshops, and fostering relationships to help encourage students to make wise financial decisions.
- Attends monthly meetings to create lesson plans, works with other members to organize scheduling and outreaches, and suits the needs of the student population without placing a financial burden on the institution.
- Selected out of a competitive pool of applicants, and participated in a financial literacy training program to develop skills for teaching and instructing other students.

Sikh Gurdwara Khalsa School – *Teacher* | Ridge, New Jersey

06/2023 – 08/2024

- Responsible for designing lesson plans and resourcing materials for class sessions, providing elementary and middle school children the opportunity to learn about Virsa (Sikh history), as a way to foster culture in the community.
- Contributed to weekly meetings regarding curriculum updates, ensuring that classes were engaging for students and provided a foundational base for students to succeed.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills:** Python, Financial Statements, Discounted Cash Flow Model, Microsoft Powerpoint, Excel, Wix
- **Interests:** Cooking, Blogging, Stand-up Comedy, Wordle, Thrifting, Fashion, Traveling, The Office (TV Show), Football, Soccer

Anikwe O. Duru

aduru@wharton.upenn.edu | +1 (301) 580-2343 | www.linkedin.com/in/anikweduru

EDUCATION

The Wharton School, University of Pennsylvania

Candidate for B.S. in Economics (Concentrations in Finance and Accounting)

Philadelphia, PA

August 2024 – May 2028

- **Cumulative GPA:** 4.0/4.0 | **SAT:** 1520 (Reading and Writing – 780, Math – 740)
- **Varsity Athlete:** Track & Field (Sprints, Heptathlon, Decathlon)
- **Honors/Awards:** 1st Place – BlackGen Capital Winter Summit, 3rd Place – Appalachian State Sustainable Horizons Stock Pitch Competition, Guggenheim FDOJ Program, 2025 Onyx Spring Honor Roll, Adventis Financial Modeling Scholarship, San Miguel Award for Academic Excellence, #4 All-Time at UPenn in the 60-Meter Dash, New Balance and Nike Track Nationals Qualifier

PROFESSIONAL EXPERIENCE

Morgan Stanley

Incoming Investment Management Summer Analyst

New York, NY

June 2026 – August 2026

Harbor Street Capital

Private Equity Spring Analyst * Returning for Summer 2025

Remote

January 2025 – Present

- Analyze the characteristics of business service firms on customer, company, and industry levels that present investment opportunities.
- Selected Sector Experience:
 - Evaluate 20-30 fire & life safety companies (\$20-100M Rev) weekly alongside 3 other members of the HSC team.
 - Analyze the business' financial profile, revenue dynamics, and customer base to ensure a fit with HSC's criteria.
 - Take part in CIM analysis for targets, covering their infrastructure, revenue model, retention, and pathways for growth.

Macquarie Bank

Commodities & Equities Trading Spring Extern

Philadelphia, PA

March 2025

- Worked with a Macquarie commodities trader to evaluate USDA reports and macro news as it relates to commodities' balance sheets.
- Coded a back-tester analyzing the efficacy of a Crude Oil trading strategy based on the 50 vs. 200-day SMA for the past 10 years.
- Analyzed the correlation between commodities and commodity-based equities regarding commodity price and stock price weekly, and commodity price, EBITDA, and EBITDA projections quarterly.

NextGen Chess LLC

Founder, CEO

Philadelphia, PA

May 2023 – Present

- Designed and facilitated after-school and summer chess programs for youth in under-resourced communities in Washington, D.C.
- Partnered with two new schools serving under-resourced youth in Washington D.C. and donated 14 chess sets in 2024.
- Organized a 37-player, city-wide tournament in 2023, utilizing proceeds to purchase 20 chess sets for D.C. schools.

EXTRACURRICULAR EXPERIENCE

University of Pennsylvania Track & Field

Varsity Athlete

Philadelphia, PA

August 2024 – Present

- Train for and compete in the multi-event disciplines (decathlon, heptathlon) for the varsity Track & Field team.
- Serve as an ambassador for the University and the track team while hosting high school recruits during the recruiting seasons.
- Collaborate in University-wide initiatives with all athletic teams to learn how to leverage our unique skills as student-athletes into competitive advantages in the professional world as a part of the Penn Athletics Wharton Leadership Academy (PAWLA).

BlackGen Capital

Analyst, T.M.T. Sector

Philadelphia, PA

September 2024 – Present

- Participated in a 10-week educational series learning accounting, valuation, and stock analysis in preparation for several stock pitches.
- Selected Pitch Experience:
 - Pitched FTG.TO | LONG for the BlackGen Fund, winning 1st place out of 32 teams at the National Winter Summit.
 - Articulated investment theses based on FTG's semiconductor specialization and their large upfront investments.
 - Built a discounted cash flow analysis estimating a 17% potential upside for the stock.

Other Activities: Wharton Trading & Investment Group, Make a Play Foundation, BLK Capital Management, Black Wharton Undergraduate Association, INROADS Internship Program, Goldman Sachs Possibilities Summits, Deutsche Bank Insight Series

SKILLS AND INTERESTS

Technical Skills: Microsoft Office (Excel, PowerPoint, Word) | Capital IQ | Bloomberg | Adobe Suite | JMP

Languages: English - Native Fluency | Spanish - Professional Working Proficiency

Interests: American Football (Baltimore Ravens) | Texas Hold'em Poker | Hip-Hop Music Production | Chess | Sneakers & Streetwear

ANNE E. FARAONE

[Linked In](#) • (301) 275-6249 • anniefaraone7@gmail.com

EDUCATION

Columbia University;

New York City

GPA: 3.5/4.0

B.A. Candidate in Economics

Anticipated Graduation May 2028

Key Courses: Principles of Economics; Calculus 1; Calculus 3, Macroeconomics

Active Member of **Columbia Women's Soccer Team**

Quince Orchard High School;

Gaithersburg, MD

GPA: 3.97

Member of National Honors Society: Rho Kappa Honors Society

Aug 2020 – May 2024

Honor Roll all four years

PERSONAL EXPERIENCE

Lakewood Country Club

Rockville, MD

Lifeguard

Summer 2021, 2022, 2023, 2024

- Responsible for all aspects of maintenance and cleanliness throughout the entire pool and pool deck
- Responsible for the safety of the swimmers at the Country Club

Athletic Coaching

DMV

Youth Soccer Coach

Sep 2022 – Present

- Assisted in coaching U9 and U10 girl soccer teams
- Assisted in the development of athletic careers in young girls looking to get competitive in soccer
- Hosted personal training sessions for younger girls and successfully facilitated the placement of them onto different youth soccer teams in my area

COMMUNITY DEVELOPMENT

Manna Food Center

Montgomery County, MD

Food Preparation and Service

Sep 2020 - Sep 2022

- Volunteered to help gather donations from my school's community to donate to Manna Food Center

Starter of Cancer Fundraiser

Montgomery County, MD

Student Advocate for fundraising for Cancers

Sept 2023 - Sep 2024

- Created a high school soccer game dedicated to fundraising and creating awareness for Pancreatic and Colon cancers
- Evolved the fundraiser game into hosting an additional PanCan walk to gather more awareness and support from our community to those directly affected by Pancreatic Cancer

LEADERSHIP

Athletic Team Captain

Maryland

Coach and Teammate selected Captain

2020 - 2024

- Captain of High School Soccer Team, Junior and Senior years of High School
- Captain of club soccer team in the Elite Clubs National League from 14 years old to 18 years old

Student Athletic Leadership Council

Montgomery County, MD

Student Council Member

Aug 2023 - May 2024

- Advised the county on decisions regarding athletic teams and competitions, making them safe, fair, accessible, and fun for all
- Part of the role also included teaching underclassmen the characteristics and skills it takes to be a true leader

NON-TECHNICAL SKILLS & INTERESTS

- Time Management
- Fluent in English, semi-fluent in Spanish
- Extreme competitiveness
- Hardworking and persistent

ASHLEY [M] YANG

www.linkedin.com/in/ashley-yang-cornell | +1-929-286-1777 | amy44@cornell.edu

EDUCATION

Cornell University

B.A. in Economics | GPA: 4.14

Ithaca, NY

Anticipated Graduation: May 2028

PROFESSIONAL EXPERIENCE

JPMorgan Chase-Leveraged Finance Intern | New York, NY

06/2024 - 08/2024

- Evaluated dense financial documents and created informative 20 page pitch deck under the guidance of vertical staffers
- Conducted industry and market research on non-investment grade companies using financial documents
- Shadowed the Natural Resources vertical and assisted in client calls and deck preparation

New York Police Department-Information Technology Intern | New York, NY

06/2023 - 08/2023

- Supported 5 information technology consultants and completing 20 technical interoffice requests across departments

- Troubleshooted technical equipment used by various bureau divisions and members of the NYPD

NYC Department of Veterans' Services-Intern | New York, NY

06/2022 - 08/2022

- Planned and managed 4 outreach events, setting up homes and supporting the veteran community with housing

- Analyzed veteran housing and resource data to identify 10 trends in vacancy timelines

NYU Prison Education Program Research Lab-Intern | New York, NY

09/2021 - 05/2024

- Conducted research on the costs of incarceration and contributed to 2 books published by NYU faculty, raising awareness

- Interviewed and transcribed over 50 interviews with formerly incarcerated individuals

Community Food Advocates-Youth Advocate Lead/Intern | New York, NY

01/2020 - 05/2024

- Researched policy reform, city budgeting, and school food resources in the NYC public school system
- Led advocacy initiatives for food equity and testified before City Council members during budget hearing, securing yearly funding

LEADERSHIP & COMMUNITY DEVELOPMENT

Cornell Financial Analysts-Industrials Sector Head | Ithaca, NY

09/2024 - Present

- Underwent rigorous 10-week educational program on accounting, valuation methods, and investing
- Accepted as 1 of 10 out of 270 to finance club based on stock pitch performance and interviews
- Creating pitch decks and conducting industry research for the Healthcare and Industrials Sector

Cornell University NCAA Division 1 Fencing-Fencer | Ithaca, NY

09/2024 - Present

- Representing the Cornell NCAA Fencing Team on the Student Athlete Advisory Committee, communicating with administration and athletes

- Member of USA International Cadet World Team (2023), represented USA in France and Romania

Make-A-Play Foundation x Morgan Stanley-Sales and Trading Fellow | Remote

03/2025 - Present

- Selected to participate in an exclusive 3-week interview bootcamp for high-achieving college athletes, competing against 200+ others in mock interviews sponsored by Morgan Stanley to implement learnings from 10+ hours of preparation, achieving a score of 90+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings

- Qualified for Phase 2 based on strong performance, collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e. Dan Lentz, Stephen Dance) using a 60/40 split between equity and fixed income for a client's IM retirement portfolio, analyzing market fundamentals in the process

NON-TECHNICAL SKILLS AND INTERESTS

- **Skills:** Microsoft Word, Powerpoint, Excel, and basic financial modeling

- **Interests:** NFL football, College basketball, Banana Bread, NYT Games, and The Amazing Race

CAITLIN E. GARRETT

[LinkedIn](#) • (512) 810 5936 • CAITLINELAINEGARRETT@GMAIL.COM

EDUCATION

Johns Hopkins University – Baltimore, MD

B.S. in Economics and Biomedical Engineering

Anticipated Graduation: Dec. 2027

- **Accomplishments:** National Merit Scholarship Winner (Awarded to a select group of PSAT takers who scored in the top 1% of test takers), Scholastic Awards Gold Key Winner, Junior Olympic National Champion
- **Relevant Courses:** Calculus III, Seminar in Financial Literacy, Elements of Macroeconomics, Elements of Microeconomics
- **Cumulative GPA:** 3.7
- **Economics Major GPA:** 3.83

PROFESSIONAL EXPERIENCE

DiiVe, Consulting Analyst | Cape Town, SA

03/2025 – Present

- Participating in a 7-week global consulting and business strategy program, including a 2-week bootcamp led by former BCG, McKinsey, and EY consultants focused on market research, corporate finance, and client strategy.
- Conducting financial analysis and benchmarking to evaluate revenue models, cost structures, and unit economics for a South African biotech client, identifying key value drivers and strategic growth levers.
- Leveraging competitive analysis and financial modeling to assess market entry strategies and improve capital efficiency, aligning recommendations with long-term business objectives and investor expectations.
- Collaborated with a cross-functional team to deliver a client presentation, including market insights, ROI, and scalable monetization strategies.

Smart Women Securities, Financial Analyst | Baltimore, MD

01/2025 – Present

- Developed comprehensive fixed income and equity investment pitches, incorporating analysis of M&A activity, industry trends, and market dynamics to inform strategic recommendations
- Conducted in-depth valuations using DCF and comparable company analysis to support investment theses
- Received weekly technical training in financial modeling, corporate finance, investment banking, asset management, and wealth management, gaining exposure to capital markets, strategic advisory, and deal execution processes

Make A Play Morgan Stanley Skills Challenge, *Spring Fellow* | Remote

02/2025 – Present

- Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving the second highest cumulative score of all selected cohort members
- Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Texas Christian University, *Research Assistant* | Fort Worth, TX

01/2021 – 08/2024

- Co-authored two peer-reviewed research papers with a tenured professor, contributing to publications in applied mathematics
- Built a model of the Warburg effect, applying systems of ordinary differential equations (ODEs) to simulate metabolic pathways in cancer cells
- Utilized Python (NumPy, SciPy, Matplotlib) to code and visualize simulations, performing parameter estimation to validate biological assumptions
- Synthesized findings into technical abstracts and data visualizations, presenting at 6 undergraduate research symposiums, including the 2023 Biomedical Engineering Society (BMES) Undergraduate Research Symposium

LEADERSHIP & COMMUNITY DEVELOPMENT

National Collegiate Athletic Association (NCAA), *Varsity Pre-Collegiate and Collegiate Athlete* | Baltimore, MD

08/2020 – Present

- Competed as a Varsity College Athlete, completing 45-mile weeks and dedicating 15 hours per week to training and competition on the Johns Hopkins Track and Cross-Country teams, demonstrating discipline, time management, and perseverance at the collegiate level
- Earned high school All-American and All-State Athlete honors, and Junior Olympic Steeplechase National Champion in 2021
- Achieved personal records of 5:02 1600m, 17:58 Cross Country 5k, 11:02 3200m

Intel International Science and Engineering Fair (ISEF), *Finalist* | Dallas, TX

04/2023 – 05/2023

- Placed 20th globally in Mathematics, Awarded Best of Fair at the Austin Science Fair, 1st Place Mathematics at the Austin Science Fair
- Presented to industry professionals, refined analytical skills while improving attention to detail and engaged in professional writing

Students United in Business and STEM, *Chapter President* | Austin, TX

05/2022 – 05/2024

- Founded an initiative to instruct 1000+ students in rural Texas, expanding access to professional education
- Established partnerships with five rural middle schools, ensuring sustainable program implementation and bi-annual visits
- Spearheaded fundraising to sustain an annual \$1,000 scholarship through *bold.org*, supporting students pursuing careers in science and healthcare

SKILLS & PROGRAMS

Skills: Python, Java, MATLAB, R, Mathematical Modeling, Data and Statistical Analysis, Academic Writing, Statistical Modeling, Tableau, Graphic Design, PowerPoint, Certifications in Bloomberg Market Concepts (BMC), Excel, RBC Capital Markets Day, Stanford Clinical Internship (SCI), Wall Street Prep Young Scholars in Finance

CARLY HAMILTON

Chestnut Hill, MA | hamiltbt@bc.edu | (775) 530 4096 | <https://www.linkedin.com/in/carlykhamilton/>

EDUCATION

Boston College, Carroll School of Management

Bachelor of Arts in Finance | GPA: 3.8

Chestnut Hill, MA

May 2028

Relevant Coursework: Financial Accounting, Statistical Analysis, Business Law, Business Ethics

WORK EXPERIENCE

Juvenon

Digital Marketing Assistant

Remote

April 2024-August 2024

- Edited and produced 100+ digital ads targeting individuals over 40 with anti-aging vitamin supplements, placed on Meta and Tiktok, contributed to online sales of \$30 million
- Launched company's use of AI software tools to rapidly iterate and test ads, reducing the cost of traditional influencers by \$30,000, and enhancing efficiency by 60 hours per week
- Documented and trained employees on AI tools and best practices, ensuring efficient continuation of AI tools
- Launched and analyzed customer surveys, capturing 5,000+ customers feedback to be incorporated in future products
- Aligned Shopify ecommerce with marketing programs to ensure maximum impact of promotional opportunities

Tahoe Toddlers

Founder/Entrepreneur

Lake Tahoe, NV

2019-Current

- Identified opportunity for childcare services in Lake Tahoe for children under 10, marketing to local families and fostered strong communication with families to ensure a collaborative and supportive care experience
- Supported 3 primary families, creating positive environments tailored to each child, managed daily routines, designed engaging educational activities
- Generated over \$10,000 dollars in the last 3 years. Primarily ran business during school breaks, paying for some of my education expenses, supporting 1 client during their 3-week international trip

Apex 2100

Team Member

Tignes, France

April 2023-May 2024

- 1 of 8 top U.S. female ski racers selected among European teammates for Post Graduate professional ski team
- Dedicated 40+ hours weekly towards training and racing throughout Europe in leading competitive junior races
- Formed goal-oriented team, leading to 4 members qualifying for World Cup and NCAA D1 teams

EXTRACURRICULAR EXPERIENCE

Boston College Women's Varsity Ski Team

Team Member

Chestnut Hill, MA

August 2024-Current

- 1 of 3 freshman selected for NCAA Division 1 team competing at the highest collegiate level
- Train 30+ hours a week in season, balancing competition and travel while maintaining a full academic course load

Boston College Women in Business

Board Member

Chestnut Hill, MA

September 2024-Current

- Elected as 1 of 2 Freshman Representatives onto executive board for 1,000+ members, assisting in organizing business events to drive opportunities for women in business fields
- Edited and designed 60+ graphics to advertise social and networking events for female business students, producing and marketing content on social media and weekly newsletter, driving attendance and outreach

SKILLS & INTERESTS

Computer: Microsoft Office Suite, HeyGen, CapCut, Creatify AI, R Studio

International Experience: Extremely comfortable traveling: traveled 20+ countries for ski racing and training

Interests: Trail running, Social Media Marketing, Artificial Intelligence, Fashion, Rock Climbing

CHARLOTTE T. LONG

<https://www.linkedin.com/in/charlotte-long-16156a330> • (347) 615-0029 • [CTL2141@COLUMBIA.EDU](mailto:CTL2141@columbia.edu)

EDUCATION

Columbia University – New York City

GPA: 3.3/4.0

B.A. in Economics | Minor in Sustainability | Anticipated Graduation: 2028

- **Accomplishments:** LSE mentorship program winner, Stanford E-course women's rights programme & national rowing medalist
- **Relevant Courses:** French for Diplomats, international politics and human rights

PROFESSIONAL EXPERIENCE

LongReach Capital Advisors – Research Assistant | Remote

10/2023 – 11/2024

- Collected and analysed data on green energy markets and fossil fuel corporations to support sustainable finance strategy reports.
- Tracked consumption behavior of major fossil fuel firms, contributing to sustainability-focused investment insights.
- Refined a proprietary database, improving internal team efficiency by 15%.

Le Pré du Moulin – Hotel Management Intern | Provence, France

06/2023 – 08/2023

- Managed daily financial operations and tracked hotel budgets to ensure accurate reporting and improve expense forecasting.
- Streamlined staff rotation schedules and coordinated events, enhancing guest satisfaction and operational efficiency.
- Ran digital outreach via social media platforms, increasing online engagement by 40% during the internship period.

Art-Asaurus – Co-Founder | West London, UK

12/2022 – 06/2024

- Launched a student-led charity addressing education inequality by redistributing resources to underfunded primary schools.
- Partnered with 10+ secondary schools and delivered supplies to over 20 primary schools, reaching 500+ students.
- Awarded the LSE Mentorship Programme for social impact, recognizing innovative and sustainable community work.

The Rugby Portobello Trust – Department Specialist | London, UK

09/2022 – 06/2023

- Collaborated with psychologists and educators to integrate art into early childhood learning programs.
- Designed and led interactive workshops benefiting 100+ children through creative expression.
- Evaluated program impact and contributed to refining educational strategies

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Columbia Women's Business Society – Events Committee Member | New York, NY

09/2023 – Present

- Planned and executed high-impact events including speaker panels and professional workshops, engaging over 200 student members.
- Collaborated with the executive board to coordinate weekly meeting logistics and event programming.
 - Supported alumni and corporate outreach to grow sponsorships and expand networking opportunities.

Varsity Women's Rowing – Coxswain | New York, NY

08/2022 – Present

- Directed race strategy and executed real-time decisions, contributing to consistent top-three finishes in intercollegiate regattas.
- Coordinated and led over 200 practices annually to enhance technical cohesion and crew performance.
- Mentored novice rowers and developed leadership and communication skills in high-pressure athletic environments.

NON-TECHNICAL SKILLS & INTEREST

Skills and Language(s): French **Programs:** LSE mentorship, Green Park Social service **Interests:** Running, Sustainable fashion & current affairs

CLARA L. YU

www.linkedin.com/in/clara-yu-6a059227a • (301) 820-2815 • CLY2113@COLUMBIA.EDU

EDUCATION

Columbia University - New York, New York

B.A. in Economics | Concentration in Business Management | SAT: 1500

- Relevant Courses: Principles of Economics, Calculus I, Science of Psychology, Intro to Cognitive Science

GPA: 3.92/4.0, Dean's List Honors

Anticipated Graduation: May 2028

EXPERIENCE

Columbia University Lionsbridge Financial Services Bootcamp - *Fellow* | New York, New York

Jan 2025-Present

- 1 of 52 students selected for a competitive finance bootcamp led by Columbia alumni, gaining exposure to real-world financial concepts and industry mentorship
- Build five-year financial projections for companies such as Shake Shack using Excel-based valuation models, enhancing forecasting and investment analysis skills
- Analyze financial statements to assess company performance and develop technical fluency
- Obtaining Wall Street Prep Certification in Financial & Valuation Modeling to strengthen real-world finance skills
- Engage in monthly lectures and 1:1 mentorship sessions on topics such as leveraged buyouts and market strategy, developing readiness for careers in investment banking and private equity

Quadrant Strategies - *Summer Intern* | Washington, D.C.

June 2023-Jul 2023

- Conducted comprehensive data quality assurance ahead of firmwide software transition, ensuring 100% accuracy for migration
- Created standard operating procedures and training materials for new expense software rollout, decreasing onboarding time by ~15%
- Organized previous year's revenue data two weeks early, streamlining in-depth financial analysis while providing quick, accurate insights

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley - *"Skills Challenge" Sales & Trading Fellow (Phase 1 and 2)* | Remote

March 2025-Present

- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1, collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team using a 60/40 split between equity and fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in the process
- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top score on MAP's leaderboard rankings

Columbia University NCAA D1 Volleyball Team - *Setter* | New York, New York

Aug 2024-Present

- Balance 30+ hrs/week of athletics with academic excellence
- Lead offensive strategy during practices and matches by deciding play execution and distribution, enhancing team performance
- Motivate teammates using individualized code words and cues to calm nerves and perform during high-stress, game-point situations
- Lead conflict resolution sessions and facilitate collaborative goal-setting to enhance team cohesion
- Promote a positive and inclusive team culture to support morale, build cohesion, and maintain competitive excellence

Columbia University Asian Student-Athlete Association - *VP of Media* | New York, New York

March 2025-Present

- Spearhead social media content and digital graphic creation to highlight achievements of APISA's Columbia Lions, cultivating visibility and pride
- Collaborate with E-board to organize community-building and social events to strengthen campus engagement

Georgetown Day School Varsity Volleyball Team - *Captain and Social Media Manager* | Washington, D.C.

Aug 2023-May 2024

- 2024 D.C. Gatorade Player of the Year; led team to first-ever and back-to-back state championships in school history
- Showcased team personality, celebrated individual/collective achievements, fostered school pride
- Created content to connect with the community while responsibly staying true to team values and vision

Georgetown Day School Mental Health Support Group - *Head and Co-founder* | Washington, D.C.

Jan 2023-May 2024

- Destigmatized conversations regarding self-esteem and anxiety, strengthening peer connections and student/faculty relationships, creating a more collaborative HS culture

Schoolhouse.world Tutoring - *Tutor and Mentor* | Remote

Apr 2022-Apr 2024

- Led sessions to mentor and teach effective tutoring techniques to new tutors
- Taught SAT curriculum to students from different socioeconomic backgrounds, instructing and supporting their individual success

SKILLS & INTERESTS

- **Computer & Social Media:** Excel, Word, Powerpoint, Google Suite, iMovie, Adobe, Canva, Youtube, Instagram
- **Soft Skills:** Leadership, Conflict Resolution, Growth Mindset, Grit, Collaboration, Communication, Time Management
- **Languages:** Mandarin (Conversational), Cantonese (Beginner)
- **Interests:** Mental Health in Sports, Journaling, Muay Thai kickboxing, Reading, Hiking, Foodie

Colleen R. Maloney

<https://www.linkedin.com/in/colleen-maloney-26004a211/> • (202) 491-5923 • crm206@georgetown.edu

EDUCATION

Georgetown University – Washington, District of Columbia

GPA: 4.0/4.0

B.A. in Finance | SAT: 1410 Graduation Year: 2028

- **Accomplishments:** St. John's College High School Salutatorian, NFHCA National Academic Squad, NFHCA Scholar of Distinction
- **Relevant Courses:** Operation Analytics 1101 and 2101, Marketing 1101, Management 1101, Financial Accounting 1101, Communicating in Business Leadership 3200

PROFESSIONAL EXPERIENCE

Georgetown Collegiate Investors – *Analyst* | District of Columbia, Washington

September 2024 – Present

- Researched and analyzed consumer and retail sector stocks
- Completed the fall trainee section, attending weekly proprietary GCI training sessions to develop expertise in finance, valuation, markets, and presentation skills. Conducted thorough stock research and prepared valuation models to assess investment opportunities
- Delivered well-researched stock pitches, contributing to investment decisions. Strengthened financial analysis and presentation skills through hands-on experience in equity research

Rem and Company – *Junior Strategist* | District of Columbia, Washington

January 2025 – Present

- Conducted market research and analyzed industry trends to inform strategic decision-making for local businesses.
- Consult local DC businesses to enhance marketing and financial strategies, creating innovative solutions to drive revenue growth. Collaborate with cross-functional teams to design tailored approaches that improve client success and overall company performance
- Developed and implemented strategic recommendations that improved business performance, optimized marketing efforts, and increased revenue for clients

Georgetown Field Hockey – *Athlete* | District of Columbia, Washington

August 2024 – Present

- Competed as a top-performing freshman athlete while demonstrating leadership and time management
- Led the team in freshman scoring and fostered discipline by managing roll call to ensure teammates arrive 15 minutes early to practice. As a high school senior captain, organized the program's first overnight trip and implemented a buddy system to strengthen team culture by pairing upperclassmen with underclassman
- Enhanced team cohesion and accountability, helping drive a 300% improvement in team record compared to the previous year

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – “Skills Challenge” Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Babysitter – District of Columbia, Washington

May 2020 – Present

- Delivered childcare and dog-sitting tailored to neighbors' needs for 10 hours a week in the summer
- Facilitated communication between parents, managing school pickups, and creating interactive activities like basketball and obstacle courses. Developed a fictitious report card system to encourage positive behavior. Regularly checked in on homes and cared for pets
- Strengthened trust and relationships within my neighborhood, serving over six families

Tutor – District of Columbia, Washington

September 2020 – May 2024

- Tutored underprivileged middle school San Miguel students monthly. Customized practice problems for each student's different learning style and predominantly tutored in math homework, improving their academic performance
- Provided field hockey private lessons for 10-year-olds. Invested in equipment to engage girls in fun field hockey games such as tic-tac-toe, increasing young female athletes' skill level and sport experience

St. John's Entrepreneurial Club – *President* | District of Columbia, Washington

September 2020- May 2024

- Led the Entrepreneurial Club by attending the club all four years of high school, progressing from CFO to President
- Organized weekly meetings and created fictitious business activities and mock Shark Tanks. Brought in guest entrepreneurial speakers, increasing club engagement with thirty new members

ADDITIONAL SKILLS

- **Skills and Language(s):** Communication: lector at my Church, Excel, Baking
- **Programs:** John's Hopkins Web Design and John's Hopkins Honors PreCalculus

Elizabeth E. Brown

[Elizabeth Brown LinkedIn](#) • (615)-689-5443 • eeb2185@columbia.edu

EDUCATION

Columbia University – New York, NY Major: Financial Economics Minor: Italian ACT/SAT: 1380 • Relevant Courses: Calculus I	GPA: 3.58/4.0 Expected Graduation: 2028
Harpeth Hall School – Nashville, TN • Accomplishments: College Board AP Scholar Award (2023, 2024)	GPA: 4.03/4.0 Graduated: May 2024

PROFESSIONAL EXPERIENCE

Elite Sports Medicine and Orthopedics – <i>Shadow Student</i> Nashville, TN • Observed Dr. David Moore in both clinical and office settings, gaining firsthand experience in patient care and medical decision-making • Gained insight into the operations of a private orthopedic practice, including patient consultations, diagnostics, and treatment planning • Explored various medical roles and procedures, enhancing knowledge of interdisciplinary teamwork in orthopedic healthcare	January 2023 – January 2023
Jeni's Splendid Ice Creams – <i>Ambassador</i> Nashville, TN • Engaged with customers to provide personalized ice cream experiences, ensuring satisfaction and fostering a welcoming atmosphere • Operated the cash register, boosting sales efficiently, and resolving customer concerns with professionalism to enhance overall customer experience. • Collaborated with team members to optimize workflow during busy hours, ensuring timely service and a positive work environment	June 2023 – November 2023
Belle Meade Country Club – <i>Swim Coach</i> Nashville, TN • Coached swimmers aged 4-16 in a competitive summer league, providing skill development and technique improvement • Led youth training sessions to develop teamwork and sportsmanship, contributing to improvement in team cohesion and athlete engagement.	May 2022 – July 2022

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University Women's Lacrosse Team – <i>NCAA Division 1 Student Athlete</i> New York, NY • Commit 40+ hours a week to practices, meetings, strength/conditioning, and games during both fall and spring semesters • Develop leadership, work ethic, desire to succeed, constant communication, organization skills, and the ability to work with a team, under pressure, and in the face of adversity • Volunteered with community organizations such as Harlem Lacrosse, supporting youth development through mentorship and athletic engagement.	September 2024 – Present
Lionsbridge: Financial Services Bootcamp – <i>Lionbridge Fellow</i> New York, NY • Selected 1 out of 50, to participate in a program led by Columbia alumni who are industry leaders in finance • Gained knowledge of accounting, finance, and valuation through lectures, group exercises, and individual financial modeling exercises • Conducted a comprehensive financial analysis of Domino's Pizza to evaluate performance, growth potential, and investment viability. • Receive on-going personalized mentorship from industry experts and participate in monthly lectures to sharpen financial services career readiness	January 2025 – Present
MAP x Morgan Stanley – <i>"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)</i> Remote • Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings • Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process	03/2025 – Present

ADDITIONAL SKILLS

- Language(s): English, Italian (Proficient)
- Skills: Hardworking, Team player, Communicative, Problem Solver, Leadership, Decision Making
- Interests: Traveling, cooking, podcasts, walking, trying new restaurants, sports, spending time with friends and family

Emmanuelle Bal

69 Brown St, Box #7383 | Providence, RI 02912 | Phone: (646) 954-7100 | E-Mail: emmanuelle_bal@brown.edu

EDUCATION

Brown University, Applied Mathematics - Economics Sc.B. Providence, RI | Expected Graduation: May, 2028

Relevant Courses: Ordinary Differential Equations, Linear Algebra, Microeconomics, Multivariable Calculus

University of Chicago Laboratory Schools, 4.00/4.00 GPA, SAT: 1560 Chicago, IL | Class of 2024

RESEARCH EXPERIENCE

University of Chicago London Lab, Research Assistant Chicago, IL | June 2023 - August 2023

- Researched effects of mTOR circuitry manipulation through chemical and computational work.
- Recorded and analyzed data with Microsoft Excel.
- Presented findings at the South Side Science Festival.

University of Chicago Shubin Lab, Research Assistant Chicago, IL | September 2022 - June 2024

- Worked with CRISPR-Cas9 engineered fish and frogs on multiple projects to assist PhD students in their research.

LEADERSHIP EXPERIENCE

Women in Business, Associate Member Providence, RI | January, 2025 - Present

- Participate in WIB Academy - a program designed to help first year students gauge which finance fields they find most interesting
- Participant in Mentorship Program, getting to know another student and learning from their finance experience

Map x Morgan Stanley - "Skills Challenge" Sales & Trading Fellow Remote | March 2025 - Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Women in STEM, President Chicago, IL | September 2021 - June 2024

- Organized club meetings and an extensive range of events: mentorship program, workshop facilitation, and assembly leading.
- Created and taught curricula at South Side community center to empower elementary level women in STEM through various science experiments and accompanying lessons.

Peer Leader Chicago, IL | September 2022 - June 2024

- Met weekly with other peer leaders to plan events & create curricula. Met underclassmen monthly to address mental health, wellness. Completed mental health certification.

Launchx, Head Captain Chicago, IL | June 2023 - August 2024

- Trained students in creating imaginative designs and making creative pitches for presenting them, to prepare them for entrepreneurship competitions.

COMMUNITY EXPERIENCE

Make a Pair, Co-Founder Chicago, IL | September 2021 - Present

- Founded Make a Pair organization which collects, launders, sorts 100s of socks yearly to donate across Chicago homeless shelters and refugee sanctuaries.

Student-Athlete Advisory Committee (SAAC) Representative Providence, RI | January, 2025 - Present

- Active representative of the Equestrian Team to foster a better community in Varsity Athletics at Brown.

SKILLS & INTERESTS

Technical Skills: Proficient in Latex, PowerPoint, Excel, Google Apps

Language: Native bilinguality in English and French

Interests: Varsity Equestrian team (NCAA Division I), Puzzles, Art, Travel

HAILEY S.F. WONG

[LINKEDIN](#) • (267) 879-7388 • HAILEYSF@WHARTON.UPENN.EDU

EDUCATION

The Wharton School, University of Pennsylvania – Philadelphia, Pennsylvania **GPA: 3.70/4.0**
B.S. in Economics | Major in Finance | Minor in Nutrition | SAT: 1490 **Graduation Year: 2028**

- International A-levels: A* for Economics & Geography, A for Pure Mathematics & Biology
- Relevant Courses: MATH 1400 (Calculus), STAT 1010 (Business Statistics), LGST 1000 (Legal Studies), BEPP 2500 (Managerial Economics)

PROFESSIONAL EXPERIENCE

Queen Mary Hospital, The University of Hong Kong – *Internship* | Hong Kong **05/2022 – 09/2022**

- Worked for the Center for Suicide Research and Prevention
- Researched suicide prevention related topics and prepared social media content to increase suicide prevention education
- Developed ideas and activities for outreach workshops targeted schoolteachers and students, and created mental health ambassador programs for 5 local high schools

LEADERSHIP & COMMUNITY DEVELOPMENT

Division 1 Varsity Squash Team – *Squash Player* | Philadelphia, PA **08/2024 – Present**

- Represent the University of Pennsylvania, playing on the Top 9 lineup
- Helped the Women's Team come in #2 in the Ivy League, and #3 in the 2025 CSA National Collegiate Team Championships
- Attend monthly Penn Athletics Wharton Leadership Academy (PAWLA) sessions to work on personal development, communication, and leadership training

Make-A-Play Foundation (MAP) – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote **03/2025 – Present**

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp, competing against 200 others in 3 mock interviews sponsored by Morgan Stanley, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1, collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team, using a 60/40 split between Equity and Fixed Income for a client's \$1M retirement portfolio, analyzing market fundamentals in the process

Assembly of International Students (AIS) – *Alumni & Employment Committee Chair* | Philadelphia, PA **12/2024 – Present**

- Attend weekly meetings with International Student & Scholar Services (ISSS) and Penn Global to help improve international student support
- Lead weekly discussions with committee members and plan biweekly career panels with upperclassmen to help international students through different industry recruiting processes
- Direct our alumni mentorship program, fostering relationships between alumni and current international students

Because Mental Health (BMH) – *Founder* | Hong Kong, remote **05/2021 – 08/2024**

- Founded a student group aiming to raise mental health awareness by sharing teenagers' experiences and opinions from educators and professionals
- Led a team of 30 student volunteers to host discussions, initiate 20+ collaborations, and produce 10+ podcast episodes
- Designed and prepared in-person booths for local Psychology and Mental Health Fairs
- Invited to speak at a mental health forum by the American Chamber of Commerce HK

XinSai Magazine (XSM) – *Co-Founder & Managing Editor* | Hong Kong, remote **05/2022 – 08/2024**

- Co-founded Hong Kong's first youth-led arts and activism magazine with participants from more than 45 countries
- Oversaw communications on internal affairs, submissions, and artists' rights
- Managed all submissions, including over 200 works of literature, photography, art, and short film, for the latest online edition

Diocesan Girls' School – *Sports Prefect* | Hong Kong **08/2022 – 07/2023**

- Elected as 1 of the 3 Sports Prefects for the entire high school and liaised between School Principal and staff
- Helped organize 5 school-wide sporting events such as Swimming Gala and Sports Day, planning event schedules and ensuring smooth execution of over 800 students and staff members

ADDITIONAL SKILLS

- Languages: English, Mandarin, Cantonese; Elementary French at Alliance Française de Hong Kong
- Interests: Mezzo-Soprano – High school Senior Choir & Senior Mixed Choir (2021-2022)

ISABEL LEE

[WWW.LINKEDIN.COM/IN/ISABEL-LEE930](https://www.linkedin.com/in/isabel-lee930) • (201) 732-6281 • IAL2130@COLUMBIA.EDU

EDUCATION

Columbia University – New York, NY

GPA: 3.7/4.0

B.A. in Economics-Mathematics | Minor in Computer Science

Anticipated Graduation: May 2028

- Relevant Courses: Principles of Economics, Calculus II-III, Linear Algebra, Data Structures

PROFESSIONAL EXPERIENCE

Ramapo Wealth Advisors, Intern, Ramsey, NJ

June 2023 - May 2024

- Shadowed financial advisors every Wednesday during the school year; helped with short-term everyday issues, as well as longer-term projects
- Conducted fundamental stock analysis and research for faith-based investing needs of a specific client, contributing to a client pitch that secured the business and ongoing partnership with the client
- Created client brochures that served as the company's first level of marketing materials, which could be used to attract prospective clients of various knowledge levels

Isabel Lee Aquatic Academy, Founder and Head Coach

June 2024 - August 2024

- Founded a private swim academy, coaching 15 athletes of various levels to improve their swimming technique and speed; 10 passed deep water test and 5 had an average 3-second overall time improvement

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

March 2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
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Oasis, Manager and Volunteer

2020-2023 Summers

- Collaborated with YMCA leadership to create a summer swim program for underprivileged children, organizing weekly 3-hour lessons for 40 students and managing 20 volunteer coaches; 30% of students passed the deep water swim test

Columbia Venture Partners, Analyst

October 2024-Present

- Completed a rigorous application process involving two interviews and a Pitch deck presentation to club leadership; 5% acceptance rate
- Conducted in-depth data analysis to deliver a comprehensive evaluation of the viability of investing in VoltPost; decided not to invest after comparing with competitors in same market

Columbia Women's Business Society, Corporate Engagement Committee Member

September 2024-Present

- Engage with 10-15 companies weekly to explore partnership opportunities for the CWBS Annual Women's Business Leadership Conference, celebrating the success and talent of businesswomen across industries
- 2-step interview process with a 10% acceptance rate

PROJECTS

AP Computer Science

September 2023-June 2024

- Hangman Game: Implemented real-time word selection and category input, stored in ArrayLists, dynamically updating blank spaces for guesses; Integrated a balloon-popping animation for incorrect guesses and a pixel-art UI with win/lose screens and a replay option.
- Utilized Arrays, ArrayLists, Stacks, Queues, Linked Lists, Heaps, and Trees throughout the course
- Result: Voted Best Game in Class, received an A in the course for innovation and implementation.

EXTRACURRICULARS

Division I Athlete for Columbia Women's Swimming and Diving Team

September 2024-Present

- Sprint Freestyle/Butterfly specialist

Competitive Swimming (Wyckoff YMCA Swim Team and High School level)

2012-2024

- USA Today High School Sports Awards Northern New Jersey Swimmer of the Year 2024 Nominee
- Bergen Record NJ Athlete of the Week February 2024
- Scholastic All-American 2023,2024
- 50Y freestyle: 2nd place; 2024 YMCA Short Course National Championships
- 50M freestyle: 2nd place, 200M freestyle relay: 1st place; 2024 YMCA Long Course National Championships
- 50Y,100Y freestyle: Bergen County NJ and Ridgewood High School Record, 2024 All-North Jersey First team

NON-TECHNICAL SKILLS & INTERESTS

- Skills and Language(s): Team Leadership, Communication, Adaptability, Project management, Mentorship, Client Relations
- Interests: Music, Tech, Sports, Fashion

JACK F. STAHL

www.linkedin.com/in/jackstahl/ • (978) 847-4155 • Jstahl28@amherst.edu

EDUCATION

Amherst College – Amherst, Massachusetts

GPA: 3.4/4.0

B.A. in Economics | B.A. in Chemistry | ACT: 33

Anticipated Graduation: May 2028

- **Accomplishments:** Member of the Cross Country and Track Team, Co-founder of Amherst Poker Club
- **Relevant Courses:** Introduction to Economics, Macroeconomics (Enrolled currently)

PROFESSIONAL EXPERIENCE

Fireside Catering – *Server* | Massachusetts

05/2024 – Present

- Managed multiple tables at once in a high-stress situation, oversaw the food and service provided at these tables, used quick thinking to ensure guests were satisfied and had the proper meals they ordered, over one hundred pleased customers with no complaints.
- Set up formal gatherings in a pristine manner, ensured tables were neat, and the event space was ready for a wedding, provided excellent customer service to the families if they needed assistance or something was not to their satisfaction, many happy couples on their wedding day.

Lumin Tools – Sole proprietor | Digital

08/2022 – 10/2022

- Developed and sold tools to a niche customer base, made a product for sneaker resellers and learned their market, generated over 3k in revenue with over 30 happy customers in a short period of time.
- Networked with complementary companies to gain a wider customer base, worked with different groups to plan advertising deals with one another, created a strong networking group that benefit everyone.

CJISteals – *Cofounder* | Digital

08/2022 – 04/2024

- Established a successful e-commerce business with two associates, made a business plan on how get our materials and then networked to find suppliers, generated over 10k in profit with over 300 pieces sold.
- Repurposed thousands of pounds of second-hand clothes, thrifted unwanted clothes with the intent to clean and resell, preventing many unused clothes from ending up in landfills, encouraged green shopping habits.
- Spent over 100 hours learning about the market and the best way to obtain clothes through trial and error, found the best-selling pieces, the best time to go, and the best way to advertise them, implemented AI to create an automated system for listing items to maximize efficiency and engagement with the products.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Boy Scouts Of America – *Eagle Scout* | City, State

01/2018 – 04/2024

- Spent over a hundred hours volunteering for my town, assisted with over ten eagle projects and attended over 50 community volunteering events, helping improve my town and teaching younger scouts to do the same.
- Planned a project to build bridges on trails in my community, researched an issue in my town and made a plan to fix it for my eagle project, successfully installed them, spending over 30 hours to get there with many citizens expressing thanks.
- Led over 15 scouts to help assemble, build, and maintain bridges in muddy areas of our community by showing them what to do, providing a safe trail for elders of my town to traverse without risking injury.

Amherst Poker Club – *Co-President* | Amherst, Massachusetts

03/2025 – Present

- Established The Amherst Poker Club, focusing on teaching game theory, strategy, and risk management to like-minded students, successfully getting it approved and growing to over 35 members.

Bromfield XCTF – *Team Captain* | Harvard, Massachusetts

08/2021 – 06/2024

- Coordinated a fundraiser with my coach to raise money for the team, helped plan and advertise our fundraiser to the school and to families, raised over \$2000 for our team.
- Orchestrated multiple volunteer opportunities for our team, encouraged volunteering from my teammates at local races and at our local church, aided the church in baking over 100 pies and helped over 5 local races out.

NON-TECHNICAL SKILLS & INTERESTS

- **Programs:** Eagle Scout, Adventis FMC (currently enrolled)
- **Interests:** Finance (investment banking), Chemistry, Pharmaceuticals, Thrifting, Entrepreneurship, Running

Jerry Z Yan

[LINKEDIN PROFILE](#) • (949) 542-2255 • jy3484@columbia.edu

EDUCATION

Columbia University – New York, NY	GPA: 3.620
B.A. in Applied Mathematics & Economics	Graduation Year: 2028
<ul style="list-style-type: none">• <u>Accomplishments:</u> Dean's List• <u>Relevant Courses:</u> Calculus III, Principles of Economics, Intermediate Macroeconomics, Calc-Based Statistics	
Santa Margarita Catholic High School – Rancho Santa Margarita, CA	GPA: 4.6 Weighted
High School Degree	Graduation Year: 2024
<ul style="list-style-type: none">• Accomplishments: First Honors Honor Roll, AP Scholar, and Magna Cum Laude Graduate	

PROFESSIONAL EXPERIENCE

Wells Fargo Affordable Housing Innovation Case Competition – <i>MAP Phase 2 Fellow</i> Remote	02/2025 – Present
<u>Selected Case Experience:</u>	
<ul style="list-style-type: none">• <i>Collaborating with a dynamic team of 6 to expand Wells' "Down Payment Grant" program in ~1.5 months (ongoing)</i><ul style="list-style-type: none">– Identifying a new metropolitan area that will benefit from the \$10,000 Homebuyer Access grant designed to expand homeownership opportunities for underserved communities, strategically managing my workload to successfully complete 20% of the project ahead of schedule by finishing all ten tasks on my sprint backlog early– Submitting weekly "4L" sprint retrospectives, grounded in agile principles, to thoroughly analyze what the team [L]iked, [L]earned, [L]acked, and [L]onged for after each sprint, ensuring we met 100% of our deadlines– Delivering 4 impactful outputs to senior leadership, including a comprehensive slide deck & succinct 1-page fact sheet, designing 2 key slides to visually represent potential ROIs/associated risks, reinforcing our strategic vision	
MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) Remote	03/2025 – Present
<ul style="list-style-type: none">• Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings• Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process.	
Columbia Undergraduate Wealth Management Club – <i>Private Banking Analyst</i> New York, NY	02/2025 – Present
<ul style="list-style-type: none">– Analyst on the Wealth Strategies Team, conducting research on alternative wealth management solutions for individuals across diverse economic backgrounds– Creating in-depth research presentations and presenting key findings to the Columbia community, demonstrating strong analytical and public speaking skills.	

LEADERSHIP & COMMUNITY DEVELOPMENT

Columbia University Swimming and Diving – <i>Student-Athlete</i> New York, NY	09/2024 – Present
<ul style="list-style-type: none">• Selected by head coach to be a Student-Athlete Advisory Council Representative, where select representatives across all Columbia sports meet together everyone month to discuss how to make the athletic program better• Training 22 hours per week while having a rigorous academic workload	
Vocational Visions – <i>Assistant Supervisor</i> Mission Viejo, CA	08/2023 – 05/2024
<ul style="list-style-type: none">• Volunteered at a nonprofit organization supporting people with disabilities• Advised events such as preparing dinner and setting up trivia night as the assistant supervisor• Facilitated community events like dance lessons and bingo to enhance community inclusion• Organized activities like board games and drawing projects for every Saturday's club events	
Food Pantry – <i>Volunteer</i> Rancho Santa Margarita, CA	08/2023 – 05/2024
<ul style="list-style-type: none">• Volunteered at a local food drive that is hosted by a local Church, which serves families every Saturday• Carried food and water to people's cars from 7 am-10:30 am during the school year• Served an average of 200 families and donating the rest of the supplies to other non-profit organizations• Assisted with the setup and closure of the food pantry and making sure that the operation runs smoothly	

ADDITIONAL SKILLS

- Skills and Language(s): Fluent in Chinese
- Interests: Music, Reading

JUNG HEE YOU

(438) 929-0556 • JUNGHEEYOU7@GMAIL.COM

EDUCATION

Columbia University, Columbia College

New York, NY

Candidate for Bachelor of Arts in Financial Economics, GPA 4.1/4.0

Relevant Coursework: Principles of Economics, University Writing, Calculus 1, Introduction to Statistics and Reasoning

PROFESSIONAL EXPERIENCE

Mont Royal Tennis Club

Montreal, Quebec, Canada

Tennis Coach

June 2024 – August 2024

- Coached over 50 adult and junior players in individualized sessions, personalizing instruction based on technical weaknesses and tactical needs
- Developed and executed weekly training programs that integrated fitness exercises and match simulation drills
- Mentored 10+ junior players by providing consistent feedback and mental conditioning strategies, contributing to 3 players qualifying for national tournaments

ATP Challenger – Busan Open

Busan, South Korea

Control Desk & Player Services Staff

March 2024 – April 2024

- Oversaw scheduling for 50+ matches and coordinated real-time logistics at the tournament control desk, ensuring zero scheduling conflicts
- Supported ATP-ranked players with registration, match coordination, and accommodation logistics, resulting in a 90% satisfaction rate based on post-tournament feedback
- Provided direct player services, assisting with registration, match coordination, and accommodations

Professional Tennis Player

North America, South America, Europe, Asia

Highest ATP Tour ranking: 1292, Among the Top 126 junior players in the world

September 2019 – Present

- Competed in the ATP Challenger Drummondville, facing top-500 ranked opponents and advancing to the second round—marking a career-best performance at the professional level
- Traveled independently to over 10 countries across 4 continents to represent Canada at international events

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley

Remote

“Skills Challenge” Sales & Trading Fellow (Phase 1 & 2)

March 2025 - Present

- Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley, achieving a score of 90%+ in all 3 interviews + earning a top spot on MAP’s Leaderboard
- Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90% or above), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley’s Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client’s \$1M retirement portfolio, supporting team by analyzing market fundamentals & performing technical research in the process

Columbia University, NCAA Division I Varsity Men’s Tennis Team

New York, NY

First Year

September 2024 – Present

- Dedicated 40+ hours per week to training, matches, and team meetings while managing a full academic course load, demonstrating strong time management and commitment to both athletic and academic excellence
- Contributed to Columbia Tennis achieving a #6 national ranking in NCAA Division I men’s tennis
- Strengthened leadership and teamwork skills by consistently performing under pressure and supporting teammates with preparation routines and match performance

Team Quebec Junior Tennis Team

Vancouver, B.C; Montreal, QC; Toronto, ON; Calgary, AB

Captain/Player

February 2019 – September 2021

- Selected as 1 of 10 players from over 5,000 junior athletes to represent Quebec nationally, serving as team captain and fostering cohesion throughout national-level competition
- Contributed to Team Quebec’s success in multiple national team titles, including the 2022 Canada Games
- Led Team Quebec to victories in several national championships and secured a national doubles title, promoting a culture of focus, sportsmanship, and resilience under competitive pressure

NON-TECHNICAL SKILLS & INTERESTS

Computer: Microsoft Office Suite, Google Workspace, iOS | Language: English (native), French (native), Korean (professional proficiency)

Interests: tennis, hiking, cycling, coding

Kaitlyn Liu

kaitlynliu@uchicago.edu | 347-633-7481 | Chicago, IL 60637

EDUCATION

The University of Chicago

GPA: 3.96

Bachelor of Arts in Economics, Bachelor of Arts in Psychology

Professional Experiences: BCG x Prism Case Competition, Nomura Early Insights Program, Goldman Sachs Possibilities Summit, Women in Business, Asian Leadership Initiative (Project Leader)

Chicago, IL

Expected, Jun. 2028

Great Neck South High School

GPA: 4.0

Awards: National Merit Scholarship Finalist, AP Scholar with Distinction, Board of Education Citizenship Award

Great Neck, NY

Jun. 2024

EXPERIENCE

Incoming Strategy Intern

AllCampus

- Will perform company/industry analysis to create strategy and optimization recommendations, PPC campaigns

Chicago, IL

Jun. 2025 - Aug. 2025

Selected Cohort Member

Trott Emerging Business Leaders

- Engage in technical skill-building workshops (i.e. Excel), professional experiences, and networking events as part of selective one-year program to equip students for careers in business

Chicago, IL

Sep. 2024 - Present

Communications Manager, Assistant Coach

Lead Swim School

- Recruited dozens of clients through active promotion, designing/distributing marketing materials
- Managed communications with parents, resolving issues through professional dialogue

Uniondale, NY

Jul. 2021 - Sep. 2024

LEADERSHIP & ACTIVITIES

Sales & Trading Fellow

MAP x Morgan Stanley

- Selected to participate in an exclusive interview preparation bootcamp for college athletes, competing against 200+ others in mock interviews sponsored by Morgan Stanley, achieving a score of 90%+ in all 3 interviews
- Collaborating to deliver investment recommendation to Morgan Stanley's Fixed Income Team using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Chicago, IL

Jan. 2025 - Present

NCAA Varsity Swimmer

University of Chicago

- Commit 20+ hours/week to intensive training, competitions, and travel as part of a top NCAA DIII swim team
- 2025 3x UAA Conference Finalist

Chicago, IL

Sep. 2024 - Present

Professional Committee Member

Alpha Kappa Psi

- Organize professional events that connect students with career development resources, business opportunities
- Collaborated with team to create 13-slide PowerPoint deliverable as part of BCG-sponsored case competition
- Pitched, organized, and marketed a fundraiser, raising hundreds of dollars to win classwide Finance Challenge
- Enhance leadership and professional skills by presenting on current market trends, taking classes on career fields

Chicago, IL

Sep. 2024 - Present

KATE C McCONNACHIE

[WWW.LINKEDIN.COM/IN/KATE-MCCONNACHIE-0538791B4](https://www.linkedin.com/in/kate-mcconnachie-0538791b4) • (631) 655-6240 • [KATEMCCONNACHIE9@GMAIL.COM](mailto:katemcconnachie9@gmail.com)

EDUCATION

Columbia University – New York, NY

GPA: 3.9/4.0

B.A. in Economics

Anticipated Graduation: May 2028

- **Accomplishments:** Women's Varsity Lacrosse Team, Columbia University Red Cross Fundraising Outreach Coordinator, Kappa Alpha Theta Philanthropy Committee, Columbia Lioness Quantitative Club Member, People of the Environment Member, Dean's List
- **Relevant Courses:** Calculus 1, Principles of Economics, Intermediate Spanish I

PROFESSIONAL EXPERIENCE

The Tufted Ottoman – *Social Media Marketing Intern* | Cold Spring Harbor, NY

May 2022 – Present

- Spearheaded social media campaign by creating and publishing content 3x weekly across multiple platforms and managing community interactions, resulting in 25% growth in platform engagement and 15% revenue increase
- Implemented data-driven analytics system tracking key performance indicators including reach, engagement rates, and click-through metrics, generating weekly optimization reports that contributed to a 30% client base expansion year-over-year
- Orchestrated weekly cross-functional strategy meetings and managed content creation calendar to align messaging across departments, resulting in consistent brand voice and improved team collaboration across marketing initiatives

Cold Spring Harbor Beach Club – *Lifeguard* | Cold Spring Harbor, NY

May 2023 – Present

- Supervised daily operations for 100+ swimmers while conducting hourly chemical testing and maintaining detailed safety logs, implementing enhanced emergency response protocols that resulted in zero major incidents
- Developed and executed comprehensive safety training program for lifeguard team, incorporating weekly emergency drills and equipment checks, leading to an improvement in average emergency response times
- Conducted swimming lessons for 20+ children under age 10, teaching water safety and basic swimming techniques, maintained professional relationships with club members while enforcing safety rules and regulations

Project Destined – **Spring 2025 Real Estate Private Equity Virtual Internship Program** – *Intern* | Virtual

March 2025 – May 2025

- Selected from 2,000+ applicants for the inaugural program, joining a cohort of 90+ students from 30+ universities globally to analyze multi-family real estate deals and compete in a private equity-style pitch competition.
- Analyzed three multifamily real estate investment opportunities through both team-based collaboration and independent work, developing detailed financial models and investment strategies to assess return potential, risk exposure, and long-term asset value.
- Expanded financial knowledge and investment analysis skills through site visits and real-time deal simulations, applying valuation, capital structuring, and due diligence frameworks to real estate scenarios while gaining hands-on experience in deal evaluation.

North Shore Land Alliance – *Fundraising Committee Member* | Mill Neck, NY

January 2023 – May 2024

- Spearheaded organization of multi-stakeholder conservation events by coordinating vendors, managing fundraising activities, and overseeing volunteer teams, resulting in 35% increase in annual fundraising revenue
- Created targeted social media campaign reaching 2,000+ community members through bi-weekly content distribution, effectively connecting potential donors with local conservation initiatives and increasing event attendance by 25%
- Facilitated weekly strategic planning meetings with key stakeholders to develop event timelines, manage budgets, and align conservation goals, resulting in successful execution of five major fundraising events.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote

March 2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

CORE Founderschool – *Selected Participant* | New York, NY

October 2024 - December 2025

- Selected to participate in 6-session course, completing 12 hours of specialized instruction in market research (competitive analysis and customer discovery), minimum viable product, product design, business models, pricing, investing, and venture capital
- Participated in bi-monthly founder networking events within Columbia University ecosystem, analyzing emerging startups and providing market validation feedback that influenced product development strategies
- Collaborated with cross-functional team to develop viable product concept through customer discovery interviews, competitive analysis, and iterative prototyping, culminating in successful pitch to 50+ industry professionals

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Wix.com, Instagram Marketing, Microsoft Office Suite (Excel), Spanish (Intermediate)
- **Programs:** SIE Prep Program (St. Anthony's High School), Forté Career Ready Certificate, American Red Cross Lifeguard, AED, CPR
- **Interests:** Sustainable Finance, Real Estate Development, Environmental Conservation, Photography

Katherine Wei

klwei@mit.edu | Lexington, MA | (781) 732-1998

EDUCATION

Massachusetts Institute of Technology (MIT)

Candidate for B.S. in Biological Engineering and Finance | GPA: 5.0/5.0

Cambridge, MA

Anticipated Graduation: June 2028

Relevant Coursework: Managerial Finance, Organic Chemistry I, Differential Equations, Introduction to Computer Science Programming in Python, Introduction to Computational Science and Engineering, Mathematics for Computer Science.

Activities: Sloan Business Club (Recruitment Chair), Global Platinum Securities (Investment Analyst), MIT Biotech Group (Undergraduate Associate), Camp Kesem, Women's Division I Lightweight Rowing, Kappa Alpha Theta (Deputy of Alumni Relations).

Noble & Greenough School

High School Diploma | GPA: 11.0/11.0 | SAT: 1590/1600 (EBRW: 790, Math: 800)

Dedham, MA

Aug. 2020 – June 2024

Activities: Science Olympiad (Founder, President), Varsity Rowing (Captain), Model UN/Debate (Captain), Mock Trial (Vice President), Red Cross Club (Vice President), Greensleeves A Cappella Group (President), Varsity Cross Country.

Honors/Awards: USA Biology Olympiad Semifinalist, National Merit Scholarship Recipient, Sheldon Prize for Excellence in Science, Trustees' Prize for Scholarship, AP Scholar with Distinction, Highest Academic Distinction, National Spanish Exam Gold.

PROFESSIONAL EXPERIENCE

Global Platinum Securities

Investment Analyst, Healthcare Sector

Cambridge, MA

Feb. 2025 - present

- Intercollegiate student-run, long-only value investment fund with ~\$450k AUM. Partner universities include Harvard, University of Pennsylvania, Georgetown, London School of Economics, Dayton College, University of Colorado, and New York University.
- Selected as 1 of 4 MIT students in the class of 2028 to undergo a rigorous 6-month education program focused on business intuition, accounting, financial modeling, and securities analysis and selection.

Sloan Business Club

Executive Board Member, Recruitment Chair

Cambridge, MA

Sept. 2024 - present

- MIT's premier undergraduate business club. Gives members experience and education in finance, consulting, and entrepreneurship.
- Selected as 1 of 25 students to complete semester-long education program, now organizing events to recruit members for fall of 2025.

Make-A-Play Foundation (MAP)

Morgan Stanley Skills Challenge Spring Fellow (Phase 1 & 2)

Remote

Mar. 2025 – present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on interview preparation.
- Qualified for Phase 2 of the fellowship, now collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team, analyzing market fundamentals in process.

Hemann Laboratory at MIT Koch Institute for Integrative Cancer Research

Undergraduate Researcher

Cambridge, MA

Jan. 2025 – present

- Using *in vitro* assays to study antigen modulation in B-ALL and interactions between target and effector cells in CAR-T cell therapy.
- Conducting *in vivo* experiments to examine kinetics of B-ALL disease burden during CAR-T cell therapy across different time points.

Anderson Laboratory at Brigham and Women's Hospital

Research Intern

Cambridge, MA

June 2023 – Sept. 2023

- Independently researched the impact of glucocorticoids on Th17 cells to contribute to broader lab projects examining the pathways and mechanisms that regulate immune responses in autoimmunity and cancer. Findings pending publication in larger manuscript.

LEADERSHIP AND ACTIVITIES

Science Olympiad

Founder, President

Dedham, MA

Sept. 2020 – June 2024

- Founded Science Olympiad team, grew club by 40+ people and improved performance by 20+ places in MA state competition.
- Prepared new team members, organized competition logistics, conducted science experiments and demonstrations in club meetings.
- Awarded 2nd place at MA state competition in Anatomy & Physiology, 2nd place at Harvard Invitational in Anatomy & Physiology.

Model UN and Parliamentary Debate

Captain

Dedham, MA

Sept. 2020 – June 2024

- Led largest school club (~200 students), organized weekly meetings, moderated discussions and debates on politics and current affairs.
- Taught speaking skills and rules of procedure, managed competition logistics, organized school-hosted MUN conferences and debates.
- Awarded at local and regional debates as well as local, regional, and international model UN conferences.

Varsity Crew

Captain

Dedham, MA

Sept. 2020 – June 2024

- Captained largest sports team (roster capacity of 55), raced in 1st varsity boat, led team to win consecutive NEIRA championships.
- Managed internal team logistics, ran captain's practices, planned team events, coordinated social events with other teams.
- Awarded on local, regional, national (Youth Nationals), and international (Head of the Charles, Canadian Henley) levels.

SKILLS AND INTERESTS

- **Skills:** Mandarin (bilingual proficiency), Spanish (working proficiency), EMT-B, Python, Java, Microsoft Excel.
- **Interests:** Classical piano (12 years), hiking, folk pop, Grey's Anatomy, Cormac McCarthy books.

LEIGH M. FORAN

[LINKEDIN PROFILE](#) • (917) 900-6451 • LEIGHMFORAN@GMAIL.COM

EDUCATION

Columbia University – New York City, New York

GPA: 3.9/4.0

B.A. in Economics and Cognitive Science | Specialization in Machine Intelligence | SAT: 1590/1600

Anticipated Graduation: May 2028

- **Accomplishments:** Dean's List Honoree, Valedictorian of Staples High School, United States Presidential Scholar, National Merit Scholarship Winner, AP Scholar with Distinction, Harvard Book Award, President of National Honor Society, 2x Connecticut Girls Soccer State Champion
- **Relevant Courses:** Principles of Economics, Calculus III, Macroeconomics, Science of Psychology

PROFESSIONAL EXPERIENCE

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

March 2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- Phase 2: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Centre for Global Health Inequalities Research – Researcher | Trondheim, Norway

March 2023 – Present

- Became the youngest member of a global network of researchers, working alongside the Norwegian University of Science and Technology and collaborating with the United Nations and WHO Technical Advisory Group on COVID-19 Mortality to influence public health strategies.
- Conduct data extractions and literature reviews, contributing to drafting a meta-analysis paper focused on educational inequalities in COVID-19 mortality, providing valuable insights into the pandemic's disproportionate impact on different socioeconomic groups to the WHO.

PopUp Bagels – Marketing Intern | New York, New York

May 2024 – June 2024

- Engaged in hands-on marketing efforts to expand brand awareness in the competitive New York food scene.
- Created engaging social media content for Instagram (138k followers) and TikTok (20k followers), increasing brand visibility and customer engagement.
- Collaborated with and managed collaborations with high-profile companies like Poppi and BuzzFeed to enhance brand partnerships.

Yale University Center for Analytical Sciences – Research Intern | New Haven, Connecticut

June 2023 – August 2024

- Completed intensive pre-training in data analysis and statistical computing using R.
- Served as Team Leader of a collaborative research project with 12 fellow researchers, using various statistical methods in conjunction with real health science data to analyze optimal solutions to address childhood obesity in the city of New Haven.
- Utilized data-driven approaches to assess economic and health-related decision-making, gaining hands-on experience with large datasets and statistical computing and collaborating with experts to interpret trends and make evidence-based recommendations.

LEADERSHIP & COMMUNITY DEVELOPMENT

NCAA Division I Cross Country and Track and Field – Middle Distance Runner | New York, New York

August 2024 – Present

- Dedicate 30+ hours per week to training, competitions, and team commitments while balancing academic responsibilities.
- Compete in middle-distance events, demonstrating discipline, mental resilience, and strategic race execution.
- Develop strong leadership, teamwork, and time management skills in a high-pressure, competitive environment.
- Cultivate a strong work ethic and adaptability to perform under adversity and continually improve performance.

Columbia University Student-Athlete Advisory Committee – Representative | New York, New York

September 2024 – Present

- Selected by coaches from a pool of 120+ teammates to represent the team on a committee uniting all varsity sports.
- Collaborate with university advisors and athletic department leaders, actively participated in strategic discussions including initiatives to establish a Women's Athlete Association and coordinate Pride games across teams, fostering inclusivity within Columbia athletics.
- Contributed to wellness initiatives, including advocating for mental health awareness through team-specific mental health games, in collaboration with coaches and wellness coordinators in the Athletics Department.

Student Ambassadors for Columbia College Alumni – Ambassador | New York, New York

September 2024 – Present

- Selected through a competitive application and interview process to represent Columbia College students to alumni.
- Plan and coordinate networking events, speaker panels, and alumni dinners for Columbia College Women (CCW) alumnae network.
- Develop and apply communication skills to engage alumni, secure event sponsorships, and create opportunities for career advancement.

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Statistical analysis using R, literature review and academic writing, Spanish (Awarded Connecticut Seal of Bilingual Proficiency)
- **Programs:** Microsoft Word, Excel, PowerPoint, Google Sheets, Google Slides
- **Interests:** Soccer, Travel, Financial Markets, Stock Analysis, Cooking

Leila P. Bata

www.linkedin.com/in/leila-bata-386882331 • (904) 778-5888 • lbata28@amherst.edu ldavani348@icloud.com

EDUCATION

Amherst College – Amherst, Massachusetts

GPA: 3.6/4.0

B.A. in Economics | Minor in French | ACT/SAT: 35/36 | Graduation Year: 2028

- **Accomplishments:** Member of Outing Club, Investment Club, Women in Finance, and Track and Cross-Country Teams
- **Relevant Courses:** Intro to Economics (A-). Macroeconomics (Currently enrolled. Current grade: A)

The Bolles School – Jacksonville, Florida

- **Accomplishment:** First honors student every quarter of high school. | Member of the Honor Council. Responsible for maintaining academic integrity in the student body. | Member of academic top 10% of class junior year. | Member of the National Honors Society | Member of French Club. | Varsity Track and XC for 7 years | Cumulative GPA: 4.73/5.5

PROFESSIONAL EXPERIENCE

Goldman Sachs – *Member of Possibilities Program* | Virtual

January

2025 – 12/205

- Dedicated to enriching participant's knowledge of the Finance world, teaching soft skills, and encouraging career exploration throughout the different sectors of finance.
- Attend Zoom meetings and Modules that teach success in a competitive and high-stress workplace. Used online readings, assignments, and the website Forge, to learn skills including calculating NAVs, managing wealth, and trading.
- Enriched knowledge of finance careers, skillset to navigate stressful workplace, and knowledge on basic personal wealth management.

Home – *Caretaker* | Ponte Vedra Beach, Florida

May 2022-08/2024

- Cared for special needs brother, through providing meals, hygiene help, emotional support, and constant vigilance to ensure his wellbeing and happiness

YMCA – *Youth Leader* | Ponte Vedra Beach, Florida

June 2024 – 08/2024

- Maintained constant vigilance of up to 18 children at a time to ensure their safety and happiness.
- Enriched and educated the children, whilst letting them have fun and experience summer activities. Ensured the balance of education and fun for the kids.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Bolles Honor Council – *Member/Judge* | Jacksonville, Florida

August 2022 – 05/2024

- Member of the school committee that reviewed and voted on the culpability of students who had violated the high school honor code. Aimed to establish and maintain academic expectations of student integrity in and outside of the classroom.
- Judged a student's guilt or innocence when they violated or seemed to violate the honor code. Grew reading comprehension abilities, along with critical and logical thinking skills, and required strong kindness and composure when faced with pressure and conflict that often arose within the council.

Bolles Track and Cross Country – *Member* | Jacksonville, Florida

August 2017 – 05/2024

- Member of Varsity Track and XC for 7 years. Maintained 4:30 wakeups twice a week and 5:30 wakeups twice a week every fall semester of high school, with the aim of training to win the team state championship. In the spring, maintained 2-hour practices 5-6 times a week with day-long meets every Saturday, with the aim of winning track championship. Summer training required 5:30 wakeups 4 times a week.
- Maintained morale and wellbeing of younger runners, with the goal of maintaining a well-functioning and happy team.
- The team won state championships multiple times, and placed every year of my career on the team.

ADDITIONAL SKILLS

- **Skills and Languages:** Proficient in French, limited Spanish | Skilled in Excel, Word, Office 365 | Reading comprehension and writing.
- **Interests:** Sewing, reading, hiking, playing violin.

Lucie E. Schroeder

[LinkedIn](#) • (760) 815-1026 • lucieschroeder2468@gmail.com

EDUCATION

Brown University – Providence, RI

GPA: 4.0/4.0

Sc.B in Applied Mathematics and Economics

Graduation Year: 2028

- NFHCA Scholar of Distinction and National Academic Award
- Member of Brown University Varsity Field Hockey Team
- Relevant Courses: Mathematical Microeconomics, Applied Ordinary Differential Equations, Linear Algebra

Torrey Pines High School – San Diego, CA

GPA: 4.2/4.0

August 2020 - May 2024

- Varsity Athletic Academic Award, received fall 2021-2023 for maintaining a cumulative unweighted GPA of 4.0 while participating in a varsity sport
- Received State Seal of Spanish Bilingualism from CA Department of Education
- Received Stukent Social Media Marketing Certification in March of 2022, completed CTE Business Pathway in May of 2023

PROFESSIONAL EXPERIENCE

Boys and Girls Club of San Dieguito – *Coach* | Solana Beach, CA **2023-2024**

- Led and coached Earl Warren Middle School field hockey team, fostering a positive and encouraging environment
- Gained leadership experience by effectively coordinating practices, managing schedules, and organizing team events and tournaments
- Developed training programs to enhance players' skills and teamwork

Nike Sports Camps – *Coach* | San Diego, CA

2024

- Coached and mentored athletes of various skill levels, focusing on player development and enhancing players' passion for the sport of field hockey
- Designed and led drills to improve technical abilities and overall game performance

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – “Skills Challenge” Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Brown University Women in Business – *Club Member* | Providence, RI

2024-Present

- Engage in professional development opportunities, networking events, and speaker panels to gain insight into various business fields
- Contribute to initiatives that support and empower women in business
- Selected as a member of the Brown Women in Business Academy, a cohort-based program for professional development and mentorship

Torrey Pines High School Urth Club – *Volunteer Coordinator* | San Diego, CA

2020-2024

- Focused on promoting sustainability and taking action to protect and preserve the Earth
- Coordinated charity events and clean-ups; promote events through social media; dedicated eight hours per month to service
- Worked with organizations including Auntie Helen's Thrift Shop, PATH, San Diego Food Bank, North County Food Bank, Thrive Animal Rescue, Coastal Roots Farm, Sharia's Closet

ADDITIONAL SKILLS

- Skills: Poised under pressure, confident in public speaking, enthusiastic personality, leadership roles in athletics and academics, experienced babysitter, work well in team settings
- Interests: Field hockey, soccer, surfing, snowboarding, art, cooking, hiking

MARTINA YU

WWW.LINKEDIN.COM/IN/MARTINA-YU-782661327 • (984) 317-4673 • MARTINA.YU@DUKE.EDU

EDUCATION

Duke University – Durham, NC

GPA: 3.66/4.0

B.S. in Math, Economics, Statistics, or Computer Science

Anticipated Graduation: 2028

- Relevant Courses: Calculus, Economics 101, Economics 104, Computer Science 101, Stats 199

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – “Skills Challenge” Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- **Phase 1**: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top stop on MAP’s leaderboard rankings
- **Phase 2**: Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley’s Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client’s \$1M retirement portfolio, analyzing market fundamentals in process

Wells Fargo Affordable Housing Innovation Case Competition – MAP Phase 2 Fellow | Remote

02/2025 – 04/2025

Selected Case Experience:

- **Delivering an agile transformation approach to introduce a more accessible housing system to the bank (ongoing)**
 - Collaborating with a team of high-performing athletes to introduce new processes that improve the housing experience for residents (i.e., enhanced service delivery) to create innovative pathways for upward mobility.
 - Transforming our current state analysis into a final 2-page recommendation report to drive implementation of our strategy across the bank, communicating the value of our strategy through a pitch deck/final presentation.
 - Creating a roadmap to visually represent the team’s multi-year strategy to ~5 stakeholders at Wells Fargo, demonstrating my growing understanding of workforce development & homeownership pathways in 2 slides.

Varsity Golf – Captain | Pinetree Secondary School - Coquitlam, BC, Canada

09/2020 – 06/2024

- Instructed teammates on movement and positioning, fostering teamwork and motivation to enhance overall performance and build a stronger, more unified team.
- Trained year-round with dedication, leading the team to their first Districts Championship win and inspiring a culture of perseverance and success.
- Achieved individual low score at Districts Championship, becoming the first woman to earn the title and breaking barriers in women’s sports.

HH Club – Vice President/Co-Founder | Pinetree Secondary School - Coquitlam, BC, Canada

09/2021 – 06/2022

- Supported the club president in organizing activities and initiatives, ensuring smooth operations and alignment with the club’s goals.
- Facilitated club meetings in the president’s absence, maintaining clear communication, structure, and engagement among members.
- Developed and presented engaging materials to the student body, showcasing the club’s achievements and promoting upcoming projects to drive participation.

Unicef Club – Volunteer | Pinetree Secondary School - Coquitlam, BC, Canada

12/2020 – 06/2023

- Developed presentations to raise awareness about global issues, educating peers on UNICEF’s mission and encouraging action to address critical challenges worldwide.
- Participated in organizing fundraising events, managing campaigns that supported UNICEF’s initiatives, and helping to raise funds for global relief efforts.
- Collaborated with team members to promote UNICEF’s efforts, inspiring others to engage in community service and contribute to the organization’s mission of improving children’s lives.

Self-Employed – Tutor & Golf Instructor | Coquitlam, BC, Canada

09/2020 – 05/2023

- Provided personalized instruction in math, English, science, golf, and fitness to students of various ages, tailoring lessons to individual needs and fostering both academic and personal growth.
- Delivered golf coaching focused on technique, strategy, and mental resilience; supported students by caddying at tournaments and helping them apply skills in real-world settings.
- Designed engaging lessons, tracked measurable student improvement, and served as a guest speaker at GoGo Golf Academy to share insights on training, competition, and mindset.

NON-TECHNICAL SKILLS & INTERESTS

- Interests: Golf (Duke University Women’s Golf Team), Music, Piano, Tennis, Basketball, Fashion, Acting, Photography, Investment
- Fun Fact: I’m a huge foodie and love experimenting with new recipes, though I once burned my cookies to coal
- Biggest Sports Lesson: Success is built on consistency and hard work, but the true growth comes from pushing through failures and learning from each experience.

Maxwell K. Aranowitz

WWW.LINKEDIN.COM/IN/MAXWELL-ARANOWITZ • (973) 558-4642 • MAXIARA@SAS.UPENN.EDU

EDUCATION

University of Pennsylvania – Philadelphia, PA

B.A. in Philosophy, Politics, and Economics | Minor in Consumer Psychology | Anticipated Graduation: 2028

- Involvement: Varsity Field Hockey Team
- Relevant Courses: Econ 0100, Econ 0200

PROFESSIONAL EXPERIENCE

Swax Lax – Coach | Summit, NJ

06/2024– 08/2024

- Worked on developing young girls as both people and athletes using coaching methods based on individual needs, facilitated team-building exercises to promote unity and collaboration
- Created and implemented new drills to increase team performance, helped emphasize the importance of hard work and team work
- Learned about adapting to different coaching preferences and worked on time management and strategic planning

Institute for Forensic Psychology – Research Assistant | Oakland, NJ

04/2024 – 06/2024

- Assisted licensed forensic psychologists in day to day activities including testing, studying behavior patterns, interviewing, and analyzing data
- Analyzed case files and psychological assessments to identify consistent behavioral trends and clinical symptoms, contributing to informed diagnostic conclusions used in legal reporting.
- Learned to analyze qualitative and quantitative psychological data, applying critical thinking and data interpretation skills relevant to evidence-based decision-making.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play Foundation (MAP) – *Spring Fellow (Phase 1)* | Remote

March 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.
- Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Women's Athletic Association – *Student Ambassador* | Philadelphia, PA

09/2024 – Present

- Collaborated with a network of female student-athletes to plan and lead initiatives that promoted academic support, athletic excellence, and professional development, strengthening community and cross-team connections
- Coordinated peer mentorship programs and career readiness workshops, facilitating discussions on time management, resume building, and post-grad planning to empower members in balancing athletics and academics
- Analyzed member feedback and event participation data to refine programming and increase engagement, resulting in more targeted support initiatives and improved turnout at career development events

Stevens Institute of Technology School of Business – *Competitor* | NJ

01/2023 – 02/2023

- Actively traded stocks listed on major exchanges including AMEX, NASDAQ, NYSE, and OTC-BB
- Analyzed and invested in publicly listed indexes such as S&P 500, NASDAQ, NASDAQ 2000, and Dow Jones
- Developed and implemented trading strategies for listed public companies, funds, and ETFs. Honed skills in market analysis, risk management, and portfolio diversification

ADDITIONAL SKILLS

- Skills and Language(s): English, Spanish, Microsoft Excel, Building Relationships, Effective Communication, Strategic Planning
- Programs: Wharton Leadership Academy
- Interests: Finance

MICHAEL TZITZIKAKIS

MT3853@COLUMBIA.EDU • (646) 345-6232 • [LINKEDIN.COM/IN/MICHAEL-TZITZIKAKIS](https://www.linkedin.com/in/michael-tzitzikakis)

EDUCATION

Columbia University – New York City, United States
B.S. in Applied Mathematics and Minor in Computer Science

Aug 2024 – May 2028 (Anticipated)
GPA: 3.6/4.0

- Dean's list (Awarded to top 20% of students)
- Relevant Courses: Accelerated Multivariable Calculus, Introduction to Java, Frontiers in OR & Data Analysis
- Extracurriculars: Heavyweight Men's Rowing Team (D1), Columbia Financial Investment Group, Undergraduate Mathematics Society, Asian & Pacific Islanders in Sport

Westminster School – London, United Kingdom

Aug 2019 – Jun 2024

- A-Levels: Physics (A*), Maths (A), Further Maths (A) | ACT: 35
- Awards: British Physics Olympiad Gold, Maclaurin Maths Olympiad Merit, Senior Physics Online Challenge Gold, Intermediate Maths Challenge Gold, Senior Maths Challenge Gold

PROFESSIONAL EXPERIENCE

Wells Fargo Affordable Housing Innovation Case Competition – *MAP Phase 2 Fellow* | Remote

Feb 2025 – Present

- Working with a team of student-athletes and Wells Fargo to construct and implement 5+ regionally compatible strategies to solve housing affordability issues through weekly meetings.
- Evaluating possible ideas' risks, benefits, feasibility, and processes through extensive research.
- Ultimately working towards delivering the executive summary to 5+ stakeholders at Wells Fargo through a 1-minute pitch that defined our: (1) offering, (2) audience, (3) problem, (4) key differentiator, and (5) defined market/value.

MAP x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 2)* | Remote

Mar 2025– Present

- Qualified for Phase 2 of the fellowship based on strong performance in testing, collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process

Trinity London Cosmetics Company – *Intern* | London, United Kingdom

Jul 2022 - Sep 2022

- Optimized the website by incorporating eye-tracking insights, enhancing usability and overall user engagement.
- Constructed a chemical ingredients database, filtering from a catalog of 500+ product information documents.
- Observed daily business operations & acquired an improved understanding of R&D and product marketing.

LEADERSHIP & COMMUNITY DEVELOPMENT

Make-A-Play – *Winter Fellow* | Remote

January 2025 – Present

- Selected to participate in an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews, implementing learnings from 3 modules and 10+ hours of interview prep.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future.
- Networked through MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley).

Westminster School Boat Club – *Boat Club Captain* | London, United Kingdom

Sep 2023 – Jun 2024

- Competed at the highest level of schoolboy rowing in international competitions; competing again at college through recruitment with the goal to eventually make team GB.
- Appointed team captain by the senior management committee of my high school for being an exceptional role model to younger students - raising a culture that was better than when I first joined.
- Organized events for the boat club, negotiating brand deals with clothing companies on behalf of the team and dealing with all admin tasks as Team Captain.
- Worked closely with schoolteachers and staff members to mentor and guide younger athletes.

St Vincent De Paul Primary School – *Volunteer* | London, United Kingdom

Sep 2022 – Sep 2023

- Nominated by high school teachers to be in a mentorship program at a local primary school. 4+ hours a week.
- Taught underprivileged children to read, seeing huge improvements in pupils.
- Helped to run the after-school club, managing ~30 children a day alongside members of staff.

ADDITIONAL SKILLS

- **Languages:** English (Native), French (Proficient), Mandarin (Proficient), Japanese (Limited)
- **Technical:** Java, Python, First Aid
- **Interests:** Escape Rooms, Chess, Rock Climbing, Swimming, Poker, Dog Breeding

MORGAN A. BOONSHAFT

[LINKEDIN PROFILE](#) • (704) 345-3900 • morgan_boonshaft@brown.edu

EDUCATION

BROWN UNIVERSITY

B.A. in Business Economics and Political Science

Providence, Rhode Island

August 2024-May 2028

- *Cumulative GPA:* 4.00/4.00
- *Honors and Organizations:* Varsity Cross Country & Track (D1), Residence Hall Council, Run Your City -Providence, Assistant Researcher at the Watson Institute for International and Public Affairs - Civil Resistance and Security Studies Lab
- *Relevant Coursework:* Principles of Economics, Gender in the Economy, Advanced Spanish I, The Digital World, Intermediate Macroeconomics, Comparative Politics, Cultural Anthropology, Advanced Spanish II

PROVIDENCE DAY SCHOOL

High School Diploma

Charlotte, North Carolina

August 2010-May 2024

- *Cumulative GPA:* 4.57/4.00 | *ACT:* 35
- *Honors and Organizations:* Varsity Cross Country & Track (5xNCISAA State Champion, 3xAll-American Honors), Four-Year Elected Class Officer, Model United Nations Leadership Team, Big Brother Big Sister, Cum Laude, Spanish Seal of Bilingualism, National Honor Society, Spanish National Honor Society, National Merit Commended Scholar, National AP Scholar with Distinction, Charlotte's 20 Under 20 Awards Recipient

PROFESSIONAL EXPERIENCE

THE CHARLOTTE LEDGER – *Election Hub Intern* | Charlotte, NC

05/2024 – 11/2024

- Researched and compiled 200+ comprehensive candidate profiles for state and local elections across five counties, enhancing voter awareness through *The Charlotte Ledger's* Election Hub.
- Designed and published targeted social media campaigns using Canva and Tik Tok, boosting Election Hub engagement by 20% during the 2024 election cycle.
- Coordinated podcast content development and facilitated in-person voter education workshops, contributing to community outreach and informed voter participation.

CHARGER ASSET MANAGEMENT BOARD – *Student Endowment Fund Trader* | Charlotte, NC

05/2023 – 05/2024

- Collaborated with a team of student traders to actively manage a \$140,000 diversified portfolio for an autonomous, student-led endowment board.
- Conducted in-depth market research on Health Care and Consumer Staples sectors, utilizing Bloomberg Terminal and Yahoo Finance to identify investment opportunities and support data-driven decisions.
- Oversaw portfolio allocation for fixed-income and equity investments, contributing to key trades that enhanced diversification, increased dividend yield exposure, and optimized risk management.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAKE-A-PLAY FOUNDATION (MAP) – *Winter Fellow (Phase 1, Phase 2)* | Remote

January 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ peers in weekly mock interviews to proactively implement learnings from 3 modules and 10+ hours of interview prep.
- Analyze mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for the future, submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Lead the "planning phase" workstream by managing a well-organized sprint backlog of ~10 tasks, including the problem-solving framework + feasibility study, enabling me to complete ~20% of the project ahead of schedule, boosting overall team productivity
- Collaborate with team to deliver 4 impactful outputs to senior leadership, including a comprehensive slide deck & succinct 1-page fact sheet, designing 2 key slides to visually represent potential ROIs & associated risks, thereby reinforcing our strategic vision

MIGHTY STRIDERS RUNNING CLUB – *Founder, Head Coach* | Charlotte, NC

05/2020 – Present

- Founded and actively lead a running team for children and teens with special needs, growing the team from 2 to 15 athletes and fostering physical fitness and confidence through weekly practices.
- Organize and coordinate participation in local races, enabling athletes to set goals, track personal growth, and celebrate achievements in inclusive environments.
- Manage the @mightystridersrunningclub Instagram account and website, driving community outreach, recruiting over 25 volunteers, and building partnerships with local organizations to support club expansion.
- Spearheading the development of new cohorts in Providence, Los Angeles, Williamsburg, and Charleston, scaling the club's impact beyond Charlotte.

ADDITIONAL

- Languages: English (fluent), business proficiency in Spanish (both spoken and written)
- Programs and Technology: Microsoft Office, HTML, Python, Java, Social Media
- Interests: Finance, business, entrepreneurship, investment strategies, political science, data analysis

RACHEL LI

[LINKEDIN PROFILE](#) • (617) 599-5143 • RL895@CORNELL.EDU

EDUCATION

Cornell University – Ithaca, NY

GPA: 4.0

B.A. in Statistical Science | SAT: 1560 | SAT Math: 800 | SAT Reading and Writing: 760

Anticipated Graduation: May 2028

- **Achievements:** Recruited Member of NCAA Division I Women's Fencing Team, 2025 Goldman Sachs Possibilities Summit Participant
- **Relevant Courses:** Introductory Microeconomics, Introductory Statistics and Data Science, Statistics II, Calculus for Engineers

WORK EXPERIENCE

Office of Rep. Dave Rogers – *Legislative Intern* | Boston, MA

July 2023 – July 2024

- Supported representative by drafting a letter of testimony advocating for bills and clarifying constituent questions and concerns via email responses
- Researched 3 legislative bills to create fact sheets and summaries, increasing the awareness of government officials and the general public
- Deliberated on "climate and energy bill" and "data privacy, AI, and social media bill" in 2 mock-Senate sessions at the Edward M. Kennedy Institute

Atlantic Bay Mortgage Group – *Teen Financial Literacy Development Intern* | Remote

August 2023 – September 2023

- Conducted research on 6 competitors' market outreach strategies to identify most effective methods of reaching teenagers via social media
- Analyzed self-conducted survey data on 34 teenagers' home-buying process awareness to support future actionable recommendations
- Presented recommendations to company staff with 3 team members on how to effectively educate teenagers through social media platforms

LEADERSHIP & EXTRACURRICULAR EXPERIENCE

MAP x Morgan Stanley – *"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)* | Remote

March 2025 – Present

- Selected to participate in exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Qualified for Phase 2, collaborating with team of 6 to deliver investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using 60/40 split between equity & fixed income for client's \$1M retirement portfolio, analyzing market fundamentals in process

Cornell Project Hope – *Project Committee* | Ithaca, NY

February 2025 – Present

- Work alongside team of 7 to plan and execute fundraisers to support the education of underprivileged children in Hong Kong and rural China, including selecting items to sell and setting pricing
- Prepare fundraiser items and table at events by taking orders, answering questions, and engaging passersby to boost sales and community interest

Cornell Society for Women in Business – *Emerging Leaders Program Investment Banking Analyst* | Ithaca, NY

February 2025 – Present

- Conducting in-depth research and creating Microsoft PowerPoint presentation analyzing a recent mergers and acquisitions deal with team of 3
- Participating in weekly interactive workshops focused on interview preparation, professional networking strategies, and industry insights

Wells Fargo Affordable Housing Innovation Case Competition – *MAP NXT Phase 1 & 2 Fellow* | Remote

February 2025 – March 2025

- Collaborated with team of 6 to expand Wells Fargo's 'Down Payment Grant' program by identifying new metropolitan area for \$10,000 grant and leading the monitoring phase by organizing a sprint backlog with risk assessments and management strategies
- Co-developed 4 key deliverables for senior leadership, including a detailed slide deck and fact sheet, with 2 critical slides focused on institutionalizing change and maintaining long-term impact through strategic implementation efforts

B-Dandelions Tutoring – *Co-Founder* | Belmont, MA

October 2020 – Present

- Developed partnership between Belmont High School and Beijing's Dandelion School, leading the creation of accessible educational resources for 101 underprivileged migrant children with diverse learning needs
- Recruited and trained 26 tutors, communicated with students' parents and Dandelion staff, fundraised \$200 each year, and organized 2 writing competitions to foster cross-cultural learning experiences

Belmont Highpoint – *Editor-in-Chief* | Belmont, MA

May 2023 – May 2024

- Managed \$300 budget while editing 40 articles, overseeing the administrative team, and mentoring 20 staff writers to improve their writing skills
- Raised \$300 by selling various types of flowers, managing cash transactions, ensuring accurate order fulfillment, and actively tabling at event
- Successfully negotiated with printing companies to reduce newspaper printing costs by 50% and reintroduced first 2 print editions since 2009

SKILLS, AWARDS, & INTERESTS

- **Skills and Language(s):** R, Java, Canva, Microsoft Powerpoint, Microsoft Excel, English (fluent), Chinese (fluent), Latin (intermediate)
- **Awards:** National Gold Scholastic Art Award, Gold President's Volunteer Service Award, National Medalist in Fencing
- **Interests:** Fencing, Volunteering, Reading Romance, Trying Out New Foods, Thrifting, Spending Time In Nature, Making Pinterest Boards

RUITONG (LILY) ZHANG

WWW.LINKEDIN.COM/IN/LILY-RUITONG-ZHANG/ • (267) 476-5728 • RUITONGZHANG06@GMAIL.COM

EDUCATION

University of Pennsylvania – Philadelphia, Pennsylvania

GPA: 3.85/4.0

B.A. in Economics | Minor in Statistics | SAT: 1490

Graduation Year: 2028

- Accomplishments: Qualifier at 2025 Swimming & Diving Ivy League Championships
- Relevant Courses: MATH 1070, STAT 1110, ECON 0200

PROFESSIONAL EXPERIENCE

Wharton Sports Analytics and Business Initiative – *Application reader* | Philadelphia, Pennsylvania

March 2025 – Present

- Reviewed and evaluated applications holistically, assessing academic records, personal statements, and recommendation letters against established selection criteria.
- Maintained consistency and fairness in scoring while adhering to confidentiality and ethical review standards.
- Collaborated with the admissions team to discuss borderline cases and ensure alignment across evaluators.

Self Employed – *Private Swim Coach* | Vancouver, BC

July 2023 – Present

- Provided personalized coaching to athletes aged 6–25, enhancing swimming techniques.
- Organized schedules and communicated progress updates with parents to ensure coaching plans were tailored to meet athletes' individual goals.
- Developed specific sets and workouts for athletes to help them gain extra practice and succeed in club swimming.

Forestry Innovation Investment – *Intern* | Vancouver, BC

January 2024 – January 2024

- Researched ESG investment strategies and analyzed environmental survey results to gain insights on sustainable wood development in Canada to help decide on investment projects.
- Assisted with budget finalization and presented findings to team leads for creating annual budget reports.
- Researched on different countries' sustainability policies and presented findings to team leads for discovering potential clients.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- Phase 1: Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley to proactively implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
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Wells Fargo Affordable Housing Innovation Case Competition – *MAP Phase 2 Fellow* | Remote

Feb. 2025 – Present

- Collaborating with a small deal team of peers to advise a small PE firm on the potential acquisition of an emerging healthcare company, specifically tasked with completing ~20% of the project by building our cash flow statement + performing a 'sense check' on our financial model.
- Performed sense checks on key ratios including EBIT margin, sales growth over the forecast period and in the steady state, and return on invested capital, to swiftly locate and remove financial model errors for my team.
- Built my team's cash flow statement in under 1 week, applying the lessons learned from ~5 hours of instruction on Wall Street Prep (Chapter 6: The Cash Flow Statement) to provide aggregate data regarding all inflows/outflows from our proposed company.

Crofton House School – *Crofton Chronicle Co-Captain* | Vancouver, BC

September 2022 – June 2024

- Planned club meetings and organized events such as photography contests to gain engagement from the school community.
- Edited submissions of articles and reviewed other forms of art before posting onto the Crofton Chronicle's website for publications.
- Communicated with other co-captains and sponsor teachers to make sure club meetings run smoothly.

ADDITIONAL SKILLS

- Skills and Language(s): Communication | Leadership | Adaptability | Critical Thinking | Time Management, English | Mandarin | Spanish
- Programs: Canadian National Lifeguard Certified | Workplace Safety BC | Standard First Aid with CPR-C
- Interests: Running | Baking | Reading | Cooking | Spending time with Family

SARA RIVAS

450 Jane Stanford Way Stanford CA 94305 | +1 541-480-0710 | sara28@stanford.edu

EDUCATION

Stanford University

Bachelor of Aerospace Engineering (Interest in Finance, Business Management)

GPA: 3.4

Relevant Coursework: Aeronautics and Astronautics, International Law, Physics, Calculus

Stanford, CA, US

June 2028

EXPERIENCE

Make A Play Foundation- Skills Challenge Fellowship | Sponsored by Morgan Stanley

Fellow

Remote

March 2025-present

- Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ peers in 3 mock interviews sponsored by Morgan Stanley to implement learnings from 10+ hours of preparation, achieving a score of 90%+ in all 3 interviews and earning a top spot on MAP's leaderboard rankings
- Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, analyzing market fundamentals in process.

Stanford Track and Field Team

Athlete

Stanford, CA, US

September 2024-present

- Embodied values of discipline, perseverance, and excellence during practice and competitions to achieve personal goals and long term improvement.
- Led and motivated teammates to achieve collective goals amidst chaotic competition environments, contributing to becoming one of the top 10 nationally ranked collegiate track and field teams.

Stanford Aeronautics and Astronautics Project

Aerospace Engineering Student

Stanford, CA, US

September 2024-October 2024

- Collaborated with and led a team to design and construct a functional glider, applying principles of aerodynamics and structural integrity; researched advancements in aeronautical technology to produce a glider with a range among the top 10% in the class.
- Conducted testing and optimization, improving flight performance by analyzing lift, drag, and stability metrics.

Dutch Bros Coffee

Barista

Bend, OR, US

September 2023-August 2024

- Fostered strong customer relationships through prioritizing personalized service, leading to improved retention.
- Mentored team members in resolving operational challenges, such as optimizing workflows and leading troubleshooting of technical issues, enhancing overall team efficiency.
- Coordinated team efforts to maintain quality and consistency during high-demand periods, increasing customer satisfaction by approximately 30%.

Bend Parks & Recreation

Lifeguard

Bend, OR, US

May 2021-August 2023

- Led team members in creating detailed incident reports during high-stress situations, improving systematic information documentation to ensure public safety

COMPUTER AND LANGUAGE SKILLS

Computer: Microsoft Office, CAD Programming: Onshape and Autodesk

Language: English (Fluent), Spanish (Fluent), French (Reading)

Vivian C. Teeley

[LINKEDIN PROFILE](#) • (609) 619 2192 • vcteeley@gmail.com

EDUCATION

Duke University – Durham, NC

GPA: 4.0/4.0

B.S. in Economics | SAT:1490 Graduation Year: 2028

The Lawrenceville School Graduation Year: 2024

- **Accomplishments:** Tommy Sullivan Award *for the graduating senior epitomizing high character, academic and athletic achievement*; Dean's List 2024, 2023, 2022; Prefect, 2023-2024; Captain of Varsity Water Polo and Captain of Varsity Rowing, 2023-2024; Three Sport Varsity Athlete, 2020-2024; For Stars Network "On the Rise" Watchlist, 2025
- **Relevant Courses:** Financial Accounting, Statistical Foundations of Econometrics, Economics, Calculus II

PROFESSIONAL EXPERIENCE

Kenvue R&D – AI Marketing *Summer Intern* | Summit, NJ

07/2024 – 08/2024

- Performed research on brand placement and pricing strategies across various retail athletes to understand consumer behavior and gain experience in retail marketing while also learning how AI is being implemented in R&D and marketing
- Submitted weekly reports covering accomplishments, suggestions for the future development, integrating AI strategies to help support this program's growth and ensuring future interns have a solid blueprint to follow as I was the program's first intern.
- Met with company leaders across multiple branches including project management, data science, and senior marketing managers to gain exposure to the diversity of responsibilities that help a spun-off company achieve its goals.

LEADERSHIP & COMMUNITY DEVELOPMENT

MAP x Morgan Stanley – "Skills Challenge" Sales & Trading Fellow (Phase 1 & 2) | Remote

03/2025 – Present

- **Phase 1:** Selected to participate in an exclusive 3-week interview preparation bootcamp for high-achieving college athletes, competing against 200+ others in 3 mock interviews sponsored by Morgan Stanley, achieving a score of 90%+ in all 3 interviews + earning a top spot on MAP's Leaderboard
- **Phase 2:** Qualified for Phase 2 of the fellowship based on strong performance in Phase 1 (90% or above), collaborating with a team of 6 to deliver an investment recommendation to Morgan Stanley's Fixed Income Team (i.e., Dan Lentz, Stephen Dance) using a 60/40 split between equity & fixed income for a client's \$1M retirement portfolio, supporting team by analyzing market fundamentals & performing technical research in the process

The Lawrenceville School – *Prefect* | Lawrenceville, NJ

09/2023 – 05/2024

- Managed and mentored 40 girls aged 15-17, guiding them through navigating boarding school life and being on call 40 hours a week, leading to greater student health and satisfaction while maintaining a 3.81 GPA as well as being a tri-varsity athlete and editor of a bi-monthly publication
- Liaised with faculty and students to ensure a healthy and productive living environment was maintained as well as acting as an emissary between students and school leadership in bi-monthly meetings, creating an open line of communication especially during times of conflict and providing emotional support and personal expertise to students..
- Led twice-weekly tours for prospective students as one of 15 selected student ambassadors on tour guide council, creating a welcoming and enthusiastic atmosphere while meeting new families and acting as the face of Lawrenceville.

The Terraces at Lawrence – *Volunteer* | Lawrenceville, NJ

06/2023 – 08/2023

- Supported the care of dementia patients by leading mental exercises and mobility activities to create an enriching and warm environment that fostered connection between patients and caregivers.
- Wrote and distributed a daily newsletter to all nursing home residents to keep them up to date on world news as well as providing entertainment and connection.

A2Z Learning – *Volunteer Tutor* | Trenton, NJ

10/2022 – 2/2023

- Met with underprivileged students twice a week, writing a tailored and engaging lesson beforehand, resulting in increased test grades and overall enjoyment of the subject matter.
- Tutored and mentored multiple middle school girls in math, building confidence in their own knowledge and abilities as well as increasing understanding of math as illustrated by improved classroom grades.
- Taught general study skills in large group sessions to grade school students in addition to life skills such as emailing adults and providing hands-on assistance applying to secondary school.

NON-TECHNICAL SKILLS

- **Skills and Language(s):** Verbal and written communication
- **Programs:** Economics, Chinese language studies (5 years completed)
- **Interests:** Economics, Finance, Economic policy, Community service, Rowing