

ALENA J. LIPSCOMB

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EDUCATION

Barnard College, Columbia University – New York City, NY

GPA: 3.9/4.0

B.A. in Political Science and Education Studies | SAT: 1340

Anticipated Graduation: 2028

- **Leadership:** Co-President of Thai Club, Vice President of Columbia Christian Athletes, Ministry Team Leader of Christian Union, Student Athlete on the Columbia Women's Archery Team
- **Relevant Courses:** Intro to American Politics, Intro to Comparative Politics, International Politics, Intro to Economic Reasoning, Intro to Psychology, Statistics

PROFESSIONAL EXPERIENCE

SEA2UNI – *College Mentor* | New York City, NY

07/2025 – Current

- Mentor Southeast Asian High School Students on getting into colleges in the US

Columbia University – *Research Assistant* | New York City, NY

05/2025 – Current

- Help with research on quantitative data and international humanitarian law for “Battling the Ruins of our Past- Identity, Law, and the Politics of Cultural Property in Wartime- Beenish Riaz (Columbia University, New York City).”

Khon Kaen University Center for ASEAN Studies – *Intern Project Coordinator* | Khon Kaen, Thailand

07/2025 – 08/2025

- Interned as a Project Coordinator and Assistant Researcher at Khon Kaen University Center for ASEAN Studies
- Organized and ran university events for international students
- Welcomed ambassadors from various countries: UK, Korea, Sweden

Khon Kaen University Faculty of Humanities and Social Sciences – *Intern Programmer* | Khon Kaen, Thailand

03/2023 – 05/2023

- Participated in the design, administration, programming, and monitoring of the Faculty of Humanities at Khon Kaen University's Smart Learning English Platform
- Designed and advanced the ELGA-TIGA platform to support a Digital Learning Platform that supplies English and conversational exercises for students

LEADERSHIP & COMMUNITY DEVELOPMENT

Campus Outreach – *Volunteer Staff* | Khon Kaen, Thailand

06/2025 – 07/2025

- Served on the college ministry team in Khon Kaen City, Thailand
- Organized events for Khon Kaen University students

Khon Kaen School for the Blind – *Volunteer Staff* | Khon Kaen, Thailand

08/2023 – 03/2024

- Read, recorded, and typed Braille for blind students in Khon Kaen City, Thailand

Khon Kaen Covenant Church – *Volunteer Staff* | Khon Kaen, Thailand

02/2023 – 08/2024

- Served on the media team and the college ministry team Khon Kaen, Thailand

Khon Kaen Vithes Suksa Bilingual School – *Head Girl* | Khon Kaen, Thailand

05/2023 – 03/2024

- Attended school board meetings and was included in school board decisions
- Voice of students at Khon Kaen Vithes Suksa Bilingual School in Khon Kaen, Thailand

Intown Community Church – *Volunteer Staff* | Atlanta, GA

10/2021 – 06/2022

- Volunteered at the Children's ministry weekly and community services

NON-TECHNICAL SKILLS & INTERESTS

- **Skills and Language(s):** Fluent in Thai and English, Beginner in Chinese
- **Programs:** Intermediate in R Coding Platform
- **Interests:** Road Running, Book Clubs, Girls who Lift

CAMILLE F GRIEVE

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EDUCATION

Northwestern University – Evanston, IL

GPA: 3.7/4.0

B.A. in Data Science | Minor in Entrepreneurship | ACT: 34

Anticipated Graduation: June 2028

- Accomplishments: Dean's List Winter Quarter
- Relevant Courses: Statistics, Startup Accounting and Finance, Programming in R and Python, Mathematics

RELEVANT EXPERIENCE

Financial Statement Analysis for Investment Banking and Asset Management – *Student, London School of Economics* | London, UK **Summer 2025**

- Completed a selective program on financial statement interpretation and valuation.
- Analyzed case studies using real companies to apply theoretical concepts.
- Practiced Excel-based interpretation and built financial models to evaluate performance.

Peakspan Growth Equity Immersion Program – *Participant* | Virtual

January 2025

- Selected for PeakSpan's competitive four-part Growth Equity Immersion Program.
- Gained hands-on exposure to sourcing, diligence, and value creation processes.
- Learned industry best practices within the growth-stage investing landscape

Startup Finance & Accounting – *Student* | Evanston, IL

Winter 2025

- Developed financial modeling, startup valuation, and early-stage budgeting skills.
- Applied learning through case studies and simulations reflecting real-world scenarios.
- Built a foundation in managing capital, equity, and financial strategy for startups.

LEADERSHIP & COMMUNITY DEVELOPMENT

Northwestern University Lacrosse – *Student Athlete* | Evanston IL

September 2024 - June 2028

- Balance 20+ weekly hours of training, competition, and travel with rigorous academic demands.
- Demonstrate discipline, teamwork, and leadership in a high-performance environment.
- Contribute to team success both on and off the field, allocating time for film, practice time, and recovery

Northwestern Student- Athlete Advisory Committee (SAAC)– *Member* | Evanston, IL

Academic Year 2025-2026

- Selected to represent Women's Lacrosse on the 2025–2026 Student-Athlete Advisory Committee.
- Advocate for athlete welfare, leadership opportunities, and campus-wide initiatives.
- Collaborate with peers and administrators to enhance the student-athlete experience.

WORK EXPERIENCE

Arc Lacrosse – *Lacrosse Coach* | Mercer Island, WA

May 2025 - August 2025

- Coach girls of all ages in lacrosse fundamentals, game strategy, and confidence-building.
- Lead individual, group, and team instruction to support athletic skill growth.
- Assist at Northwestern camps and manage independent coaching sessions.

Peer to Peer – *Mentor* | Virtual

January 2025 - September 2025

- Provide guidance and inspiration to young athletes pursuing competitive sports.
- Share recruiting strategies and insights to help athletes showcase their skills effectively.
- Support mental preparation and confidence-building throughout the recruitment process.

Nanny | Bellevue, WA

2022 - Present

- Provide consistent childcare, supporting daily routines, homework, and recreational activities.
- Ensure a safe, structured, and engaging environment tailored to family needs.
- Maintain strong communication with parents to align on care and development goals.

NON-TECHNICAL SKILLS & INTERESTS

- Skills and Language(s): Proficient in R and Python, B1 in Spanish, A1 in French, Women in Business, Women in Business Consulting, Peer Mentor for Young Athletes, Fashion, Children's Development, Youth Leadership
- Interests: Lacrosse, Soccer, Tennis, Golf, Travelling, Baking, Food, LEGO, Workout Classes, Jogging, Walking, Reading, Working with Children

CAMRYN COOK

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EDUCATION

Dartmouth College, NH

June 2024

Bachelor of Arts, intended Major in Economics and Spanish/Latin American Studies

GPA 3.5/4.0

Relevant Coursework: Econometrics, Microeconomics, Calculus, Commodity Chains, Advanced Spanish

Honors/Awards: Upcoming Female Athlete of the Year nominee, Dickerson Prize nominee (writing)

Jacobs High School, IL

May 2024

Honors/Awards: Salutatorian, Summa Cum Laude, All-State Scholar, Female Athlete of the Year, Honor "J" Award

GPA 6.04

(Highest GPA + Most Varsity Letters), All-Academic Team, All-Academic Conference

Activities: Student Body President, National Honors Society President, Student Voices President (Civic Engagement Club), Rugby Captain, Varsity Basketball Captain, Varsity Shot Put, Environmental Club Vice-President

RELEVANT EXPERIENCE

Dartmouth Women's Rugby, Dartmouth College

August 2024 – Present

Authenticity/DEI Rep | NCAA D1 Athlete

- Commits 20+ hours a week to training and competition while maintaining course load.
- Competes with a diverse team to achieve conference titles and national championship victories.
- Contributes to a top-performing team culture that emphasizes elite execution and consistent improvement
- Leads DEI initiatives to foster an inclusive and collaborative team environment

MAP x Vista Equity Partners – "Victory Formation" Alternative Investments Fellow (Phase 1 & 2) | Remote 06/2025 – Present

- Phase 1: Selected to participate in a national mock interview competition for high-achieving college athletes, ranking in the top 5% of all Fellows & ultimately qualifying for Phase 2 of the fellowship based on strong performance in Phase 1 (90%+)
- Phase 2: Led the "control phase" workstream, responsible for completing ~5 deliverables in under 3 weeks (i.e., building team's cash flow statement, performing DCF sense check, completing Accounting Crash Course on WSP, updating team's kanban board)
- Performed a comprehensive DCF analysis by meticulously assessing 5+ key financial assumptions utilized by our team, significantly enhancing our understanding of the underlying business fundamentals + ensuring the validity of our assumptions

Cooks Ice Cream + Sweet Boutique, Chicago IL

May 2017-Present

Family Business Partner

- Creates contracts, manages quotes, and coordinates bookings for private events resulting in the development of strong organizational and client service skills
- Identifies areas of growth, loss, and opportunity to drive efficiency and turn a profitable catering operation

LEADERSHIP/SERVICE

Team Leadership, Dartmouth Women's Rugby

August 2023 – May 2024

DEI Representative/Authenticity Lead

- Drives tolerance initiatives on D1 NCAA team that contributes to a passionate and cohesive team culture
- Collaborates with Leadership Team to make decisions on and enforce team standards and expectations
- Facilitates DEI programming to ensure a safe environment for athletes to thrive

Student Government, Jacobs High School

August 2023 – May 2024

President

- Led and represented a student body of ~2000, driving initiatives to improve school life and school spirit
- Managed and appropriated a budget of over \$10,000 dollars to fund school initiatives: took input from students and staff through data-gathering and collaborated with school faculty to put \$6,000 towards new seating and study spaces at Jacobs High School.

SKILLS AND INTERESTS

Technical: STATA, Excel/Sheets, Statistical Analysis, Financial Concepts, Google Workspace

Languages: English and Spanish (Seal of Biliteracy in the State of Illinois)

Interests: Project Management, Agile Methodologies, Business Development, Economics, Latin American Markets, Sports

GRACE H. CHRAPOWITZKY

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EDUCATION

Massachusetts Institute of Technology – Cambridge, MA

GPA: 5.0/5.0

B.S. in Mathematical Economics | B.S. in Finance | ACT/SAT: 1520

Anticipated Graduation: 2028

- Relevant Courses: Calculus (I,II,III), Microeconomic Theory, Macroeconomic Theory, Managerial Finance, Laboratory in Corporate Investments, Accounting, Statistical Methods in Economics

PROFESSIONAL EXPERIENCE

MIT Sloan – *Monetary Policy Researcher* | Cambridge, MA

06/2025 – Present

- Evaluate impact of monetary policy on regional economies by conducting interviews with state budget officials to understand fiscal strategy and capital allocation in all 50 states and in US territories
- Model state data from capital expenditure plans to see how interest shifts influence capital investment, debt issuance, and regional economic performance
- Interpret bond-funded infrastructure and balance sheets to form a macro-to-micro understanding of investment drivers

MIT Health Innovation Group – *Healthcare Innovation Researcher* | Cambridge, MA

01/2025 – 03/2025

- Analyzed financial and capital structures of ~ 1000 healthcare startups connected to MIT and Greater Boston ecosystem to understand investment trends in innovation
- Co-created a macro to run data visualizations linking venture funding, partnership models, and startup growth across healthcare sectors
- Presented findings twice a week to larger cohort of researchers and advisors, conveying technical information in powerpoint format

MIT Admissions Office – *Tour Guide* | Cambridge, MA

05/2025 – Present

- Deliver 1.5 hour tours of the MIT campus to groups of 30-60 prospective students and their families, describing the institute's academic programs, student life, and culture
- Hone public speaking skills to effectively communicate with large groups
- Answer questions to provide personalized insights to visitors, supporting MIT's undergraduate recruitment

McCaroll's Village Butcher – *Cook, Butcher, and Deli Clerk* | Delmar, NY

03/2024 – 08/2024

- Effectively managed time in a busy environment and provided customer service by greeting patrons and taking and preparing ~ 90 orders a day from 7AM to 4PM

LEADERSHIP & COMMUNITY DEVELOPMENT

MIT Varsity Field Hockey – *Attacker* | Cambridge, MA

08/2024 – Present

- Compete as a Division III varsity athlete, balancing ~20 hours of weekly training and travel, exercising discipline, and strong time management
- Contribute through offensive performance as an Attacker, developing skills in strategic thinking, fast decision-making, flexibility, and goal-oriented execution
- Collaborate with 25 teammates to execute complex strategies under pressure, strengthening communication, adaptability, and leadership in high-stakes competitive environments

Kappa Alpha Theta – *Social Deputy* | Cambridge, MA

08/2024 – Present

- Coordinate communication with other organizations and within the chapter, utilizes organizational skills to foster unity within the chapter by managing events for over 90 sorority members
- Encourage excitement surrounding chapter involvement to strengthen community among sisters

Little Beavers Running Club – *Coach* | Cambridge, MA

09/2024 – Present

- Volunteer weekly to run with elementary-age children on the autism spectrum from the Greater Boston area, fostering fitness and social engagement through individualized support

BCHS Backpack Program – *Volunteer* | Delmar, NY

9/2020 – 06/2024

- Volunteered weekly to pack food bags for underprivileged families in the Bethlehem Central Public School district, including the high school, middle school, and five elementary schools

Bethlehem Youth Field Hockey – *Coach(Volunteer)* | Delmar, NY

08/2019 – 10/2023

- Led weekly practices for 40+ girls in grades 2–6, designing drills and strategies to build skills, teamwork, and confidence while traveling to tournaments on weekends
- Fostered a supportive and competitive environment by mentoring young athletes, encouraging resilience, collaboration, and leadership for girls in sports

NON-TECHNICAL SKILLS & INTERESTS

- Skills and Language(s): French (bilateral), Market Research, valuation (DCF), PitchBook, Government Bond Financing, Macroeconomic Trend Analysis, public speaking, communication, leadership (high school student body president of 800 people)
- Programs: Excel/PowerPoint, Python
- Interests: Books (Freakonomics, Jane Eyre, Frankenstein, A Tree Grows in Brooklyn), Chocolate Covered Raspberries, Mob Movies, Marvin Gaye

Jason K. Bright

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EDUCATION

Emory University – Atlanta, GA

GPA: 3.82/4.0

B.B.A. in Finance | Minor in Sociology

Anticipated Graduation: May 2028

- Accomplishments: 2025 Emory NAACP Athlete of the Year Nominee, 2025 UAA Men's Track & Field Outdoor Champions
- Scholarships: 2024 Alpha Phi Alpha Fraternity, Inc. Eta Theta Lambda Chapter MLK Leadership Scholarship
- Relevant Courses: Business Data & Decision Analytics, Accounting: The Language of Business, Principles of Macroeconomics, Principles of Microeconomics, Marketing Management, Business Professional Development, Business Communication Strategy
- Campus Involvements: NCAA DIII Track & Field Athlete; Emory Goizueta Black Student Association Member; Emory Economics Investment Forum Member; Emory Black Male Initiative Fellow; Emory Tangled Hair Club Freshman Representative

Collegiate School – New York, NY | Graduate

September 2019 - May 2024

- Affiliations: Varsity Track & Field Co-Captain, JAMAA Executive Leader, Varsity Basketball, Senior Peer Leader

EXPERIENCE

Linden Global Strategies – *Investment Management Summer Analyst* | New York, NY

June 2025 – July 2025

- Investment management internship at an \$8bn asset under management multi-family office founded by a former Goldman Sachs Partner investing across traditional and alternative investments
- Curated and presented daily market update to the investment team including Managing Principal, update included geopolitical analyses and aggregating information from LGS Partners (e.g., Apollo, Oaktree)
- Composed RFP response for prospective client outlining the firm's investment approach, risk management philosophy, manager due diligence, portfolio construction strategy, and client reporting technology, prompting a follow-up meeting with target client
- Analyzed India-focused ETF investment case and prepared briefing for executive team detailing key holdings, macro trends, and long-term positioning for use in emerging market allocation to support potential client portfolio diversification

Entrepreneur – *Founder & Sole Operator* | New York, NY

May 2020 – September 2022

- Launched and operated a hybrid resale business focused on high-demand consumer electronics and collectibles, including sneakers, NVIDIA GPUs, AMD Chips, consoles, and U.S. Mint coins through both e-commerce and in-person sales channels
- Generated \$130,000+ in gross revenue and \$24,000 in profit in one fiscal year through arbitrage of high-demand consumer goods
- Gained firsthand experience in market timing, consumer behavior, and risk management to optimize profit margins and turnover

AK Chefs (Acquired by Divine Consulting Agency) – *Reselling Consultant* | Remote

November 2020 – November 2021

- Consulted 1,700+ entrepreneurs on business strategy and high-demand consumer product arbitrage via an online Discord server
- Helped generate \$11,000 in aggregate revenue across 450 people within the span of six months with an area of expertise in PC Parts
- Created practical product release guides and investment philosophy approach to improve business outcomes for early-stage resellers

PROFESSIONAL DEVELOPMENT & LEADERSHIP

KKR & Co. Inc. – *2025 KKR Scholar* | New York, NY

May 2025 – Present

- Selected for an exclusive scholars mentorship program gaining exposure to the firm's global platform through executive panels and case studies within areas of the firm, including Global Client Solutions, Infrastructure, Capital Markets, Real Estate, and Insurance

SEO Career - Markets Track – *SEO EDGE Participant* | New York, NY

May 2025 – Present

- Markets track training includes bond yields and valuation, equities, portfolio construction, and fixed income
- Completed finance-focused training on technical concepts, market fundamentals, and institutional investment strategies
- Underwent interview training for finance roles and gained exposure to professionals through speaker panels and networking events

Emory Black Student Athlete Group (BSAG) – *Vice President, Treasurer* | Atlanta, GA

April 2025 – Present

- Orchestrate impactful initiatives to foster community and elevate the overall experience for 200+ student-athletes
- Manage a multi-thousand-dollar annual budget to support programming ensuring compliance with university funding policies
- Collaborate with university departments and student organizations to plan events to create a safe and advocate for student-athletes

OTHER SKILLS & INTERESTS

- Certifications: Bloomberg Market Concepts Certificate
- Skills/Language: MS Excel, MS Word, MS PowerPoint, PC Building, French (Limited Working Proficiency)
- Interests: NY Knicks, Manchester United, Mixed Martial Arts, European Sports Cars, Technology, Food, Dogs, Cologne Collector

Kyla Newkirk

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EDUCATION

Howard University School of College of Arts and Sciences
Major: Bachelor of Arts, *Sports Management*, GPA: 3.72

Washington, DC
May 2028

Organizations and Community Involvement

National Association for the Advancement of Colored People, Howard University Chapter (2024-Present) | Jack&Jill Inc. (2021-2024) | Durham Academy Student Council Representative (2021-2024) | National Charity League, Cardinal Chapter (2021-2024)

PROFESSIONAL EXPERIENCE

Dick's Sporting Goods

Cashier

Durham, NC
Aug. 2023 – Present

- Pitched sales for our athletes to purchase credit cards under our program
- Trained new incoming employees
- Maintain professional and personalized service to our athletes to enhance shopping experience

Judge Josephine Davis

Criminal Law Internship

Durham, NC
July 2022

- Shadowed Judge Davis during court proceedings, gaining insight into judicial processes and courtroom dynamics.
- Engaged in meetings with local judges in the Durham area to broaden understanding of the legal community.
- Attended Judge Davis's criminal law courses at North Carolina Central University, enhancing legal knowledge.

Attorney Tamala Beverly

Family Law Internship

Raleigh, NC
June 2022

- Supported case preparation and research
- Observed client-attorney interactions to gain insight into client relations.
- Properly sorted and organized case files for clients

Durham Academy Summer Camp

Camp Lead

Durham, NC
June 2021

- Supervised and ensured the safety and well-being of children during camp activities.
- Designed and led engaging activities to promote learning, teamwork, and creativity.
- Collaborated with camp staff to execute special events for the kids

LEADERSHIP & DEVELOPMENT

MAP x Bank of America – “Training Camp” Digital Operations Fellow (Phase 1) |

Remote

06/2025 – Present

- Ranked in top 1% of a highly competitive mock interview competition for high-achieving college athletes from top universities
- Individual tasks include/d: (1) hosting weekly team meetings; (2) creating project charter; (3) developing sprint goals for all 6 phases of the project; (4) liaising between team + BofA leaders

Student-Athlete Leadership Team Committee

Durham, NC
Aug, 2021 - 2024

- Supervised a committee to enhance student-athlete leadership abilities by applying skills developed through sports.
- Hosted mental health workshops for student-athletes
- Trained freshman athletes entering varsity sports due to the added pressure of playing at a higher level

Student Organization Leadership Development Committee

Durham, NC
Aug. 2020 - 2024

- Guided students in the creation, leadership, and management of social and academic clubs.
- Led workshops to increase student engagement on campus
- Encouraged students to use their creativity and passions to develop their own student organizations on campus

ATHLETIC ACCOMPLISHMENTS

Howard University Women's Lacrosse Team (2024-Present) | Captain of Lacrosse Team (2024)

AWARDS

Silver-Medal Award in Jack and Jill for rendering 175 hours of community service (2023-2024), All-Conference in Lacrosse (2022-2024), All-State in Lacrosse (2022-2024), Leonardi Scholar Fund from Durham Academy (2021), My original photo displayed in Metropolitan Museum of Art New York with the “Beautiful Project” (2020); Miss Jabberwock Winner, Durham Alumnae Chapter of Delta Sigma Theta, Sorority, Inc. (2023); Congressional Recognition for Outstanding & Invaluable Service to the Community (2016), presented by Congressman G.K. Butterfield; “Kyla D. Newkirk Day” (2016), Received a proclamation for community service from the city of Durham, NC proclaiming March 22nd as “Kyla Newkirk Day”

Laila C. Simpson

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EDUCATION

University of Virginia – Charlottesville, VA

GPA: 3.89/4.0

- B.S. in Commerce with a Concentration in Accounting and Management Graduation Year: 2028
- Accomplishments: Fall '24 & Spring '25 Dean's Lists | 1 of 400 admitted to the McIntire School of Commerce Class of 2028
- Relevant Courses: Foundations of Commerce | Foundations of Financial Accounting | Foundations of Finance

PROFESSIONAL EXPERIENCE

PwC Career Preview – *Participant* | Orlando, FL

06/2025

- Collaborated with peers and PwC professionals during an immersive national program, gaining exposure to accounting career pathways, and developed professional skills to strengthen future opportunities in audit and advisory services.
- Engaged in career exploration workshops on service lines and CPA licensure, enhancing understanding of accounting career trajectories, and built confidence to pursue long-term professional certifications and advancement.
- Networked with industry leaders and program mentors in interactive sessions, building relationships that provided insights into firm culture, career development strategies, and industry-specific expectations for accounting professionals.

Expedition EY – *Participant* | Virtual

02/2025 – 05/2025

- Completed a cohort-based program with peers nationwide, exploring professional services through virtual modules, to strengthen presentation and interviewing skills to improve overall workplace readiness.
- Engaged in training on mindfulness, communication, and adaptability, applying lessons in simulated workplace challenges, and enhanced ability to navigate dynamic professional environments with resilience and clarity.

Virginia Department of Transportation – *Job Shadowing* | Fairfax, VA

07/2024 – 08/2024

- Analyzed payroll and accounts payable workflows alongside accounting staff, applied classroom knowledge in real-world settings, and developed a deeper understanding of financial management practices within the public sector.
- Observed interdepartmental collaboration and customer service interactions in financial operations, learned effective workplace communication, and strengthened understanding of teamwork in governmental accounting functions.

LEADERSHIP & COMMUNITY DEVELOPMENT

Alpha Kappa Alpha Sorority Incorporated – *Member & Chair* | Charlottesville, VA

04/2025 – Present

- Chair the Enhance Our Environment initiative, design sustainability strategies with measurable impact, and foster long-term community improvement by promoting responsible environmental stewardship and awareness.
- Serve on Finance and Audit Committees, contributing to budget oversight and financial transparency, enhancing organizational accountability by aligning fiscal practices with nonprofit standards.
- Engage in civic-focused service projects, addressing education, food insecurity, and wellness, and strengthen community equity by building collaborative solutions to meet the needs of underserved populations.

Virginia Governor's Race – *Volunteer* | Fairfax, VA

07/2025 – Present

- Support campaign teams by facilitating outreach activities, ensuring efficiency in community engagement efforts, and contribute to increased public involvement in civic matters.

Antioch Baptist Church – *Usher* | Fairfax Station, VA

11/2023 – Present

- Assist 100+ church attendees during weekly services, ensure smooth seating and guidance, and create a welcoming environment to enhance congregational experience and fellowship.

MVP League – *Volunteer* | Fairfax, VA

08/2023 – 08/2024

- Mentored youth athletes in character development programs, applying leadership and communication skills, and encouraged personal growth through sports, teamwork, and self-discipline.

ADDITIONAL SKILLS

- Skills and Language(s): Elementary Chinese | Effective Communication | Conflict Management | Time Management
- Programs: Microsoft Office | R-Studio | Google Workspace
- Interests: Tax | Audit | Financial Management | Financial Services

PHILLIP (PHIL) G. HEAD

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EDUCATION

Emory University – Atlanta, Georgia

GPA: 3.85/4.0

Double Major in Finance & Economics

Anticipated Graduation: 2028

- Accomplishments: NAACP Athlete of the Year Nominee, The National Black MBA Scholarship Recipient
- Relevant Courses: Accounting, Business Data Analytics, Business Economics, Tech Toolbox A: Excel, Macroeconomics, Business Communication

PROFESSIONAL EXPERIENCE

Multimerica Media – *Product Developer Intern* | Remote

05/2025 – Present

- Analyze 10+ business models and revenue strategies to enhance MultiTV+ growth and streamline monetization increasing overall profitability
- Conduct competitive analysis and audience segmentation across core markets to guide platform repositioning for targeted marketing effectiveness
- Leverage AI-powered tools to develop a functional user interface and synthesize insights to deliver weekly internal strategic reports to management

SmartThink Marketing Group – *CRM Specialist Intern* | Griffin, GA

06/2025 - Present

- Consolidated data for over 150 SmartThink clients on Zoho with accurate tracking of project statuses and financial information across all accounts
- Implement organized tracking for leads and contacts, improving response and communication flow leading to a 15% increase in team productivity
- Streamlined project management by integrating over 7+ projects worth over \$850,000 into centralized CRM augmenting company efficiency

United Futbol Academy – *Grassroots Referee* | Cumming, GA

06/2022 - Present

- Enforce rules and regulations, ensuring 22+ players' safety during intense competition in areas of high-pressure fostering a secure environment
- Uphold game rules while promoting sportsmanship among players aged 9 to 18 while the coaches and players developed mutual camaraderie
- Assess player performance with constructive feedback, enhancing skill development and teamwork of youth, preparing them for future challenges

Truist – *Job Shadowing* | Atlanta, GA

11/2023 - 02/2024

- Reviewed successful financial models and evaluated around \$70+ million worth of various deals through ongoing deals aiding my investment decisions
- Gained insight into daily banking activities, client interactions, risk management, specialized terminology, and analysis propelling my financial career
- Obtained valuable mentorship through monthly Zoom meetings and assistance with professional growth enriching my growth opportunities

LEADERSHIP & COMMUNITY DEVELOPMENT

SEO Career – *SEO Edge Participant* | Atlanta, GA

06/2025 – Present

- Receive 80+ hours of SEO markets training with a key focus on equities, fixed income, and valuation strategies, empowering financial analysis
- Synthesize portfolio concepts and bond pricing models to develop recommendations in investment simulation, enhancing practical decision skills
- Engage with 200+ SEO partner firms, building market knowledge and investment management career exposure for future job opportunities

Goizueta Investment Management Group – *Associate* | Atlanta, GA

01/2025 – Present

- Oversee over \$400,000 of GIMG's student-managed fund and allocate portions toward financial literacy projects promoting community awareness
- Collaborate with seven other members to deliberate and execute Metro ATL community involvement initiatives, fostering strong local partnerships
- Engage with underrepresented demographics in local high schools through mentorship programs and stock pitches inspiring future financial leaders

Emory Men's Varsity Soccer – *Student Athlete* | Atlanta, GA

08/2024 – Present

- Dedicate 20+ hours weekly to training, strength workouts, travel, and film analysis to optimize performances, ensuring peak athletic readiness
- Balance high-level athletic performances with rigorous academic achievement, emphasizing time management skills for professional success
- Won the University Athletic Association 2024 conference championship and logged 250+ minutes and an assist, showcasing exceptional teamwork

Scholars of Finance – *VP Finance* | Atlanta, GA

08/2024 – Present

- Refine professional development skills vital to business during a seven-week Leadership Development Program strengthening leadership capabilities
- Participate in five projects focused on serving the finance industry with humility essential for future leadership and professional opportunities
- Actively participate in a customized mentorship program, gaining 15+ hours of skills boosting professionalism and potential career achievement

Goizueta Black Student Association – *VP Programming* | Atlanta, GA

08/2024 - Present

- Coordinate 7+ educational outreach events focusing on business and mentorship in local Atlanta communities, assisting essential local connections
- Organize panels and programs for 50+ GBSA members to support culture, service, and career growth in finance, elevating community engagement
- Augment event turnout by 30% through effective programming and partnerships with local student organizations, driving increasing participation

NON-TECHNICAL SKILLS & INTERESTS

- Skills and Language(s): MS Excel (Intermediate), MS PowerPoint (Intermediate), MS Word (Intermediate), Canva, Spanish (Novice)
- Programs: Wall Street Club - BLK Capital Management, Emory Impact Investing Group, Jack and Jill of America Inc., Black Male Initiative Society
- Interests: Acoustic Guitar, Cologne, Golf, LeBron/MJ Debate, NBA (Hawks), Soccer (Manchester United, Thrifting, Vegetarian)

SARAH [C.] WANG

Lake Forest, IL 60045 • 224-651-3487 • WASARAH@SAS.UPENN.EDU

EDUCATION

University of Pennsylvania, College of Arts and Sciences | *Candidate for Bachelor of Arts in Economics* **Philadelphia, PA**
The Wharton School: Minor in Urban Real Estate & Development *May 2028*

Cumulative GPA: 4.0/4.0

Relevant Coursework: Introductory Business Statistics, Intro to Microeconomics, Intro to Macroeconomics, Consumer Neuroscience, Business Ethics, Wharton Field Challenge, Writing Seminar, Globalization, Intro to Psychology

Selected Programs: Eastdil Real Estate Finance Selected Fellow, Vista Equity Partners MAP Private Equity Selected Fellow, BCG Bridge to Consulting Selected Fellow, Penn Athletics Wharton Leadership Academy Selected Fellow

PROFESSIONAL EXPERIENCE

Avondale Insurtech Ventures – *Venture Capital Intern* | Chicago, IL **May 2025 – Present**

- Evaluated early-stage startup for potential investment by analyzing pro-forma, pitch deck, and data room; authored full investment memo and due diligence summary
- Conducted financial and operational due diligence in support of merger transaction; designed Avondale's standardized due diligence process by conducting market research to create best practices document
- Built comprehensive investor database of 2,000+ investors for Avondale's upcoming fundraise, mapping Series A and strategic capital sources to support exit planning and portfolio scaling

LWS Group LLC – *Real Estate Associate* | Lake Forest, IL **Jun 2021 – Aug 2024**

- Identified 2 rental properties for acquisition through conducting financial analysis in Excel of projected cash flow, market research, and investment due diligence, resulting in ROE of 6.5% in 2024
- Reduced rental vacancies by 40% and saved \$15,000 in legal fees during COVID-19 by initiating innovative payment plans to increase tenant retention and prevent evictions
- Secured housing for single mother in 2023 and improved sustained cash flow by 30% by initiating a tenant support strategy and collaborating with survivor aid program

Wharton MUSE Finance – *Financial Analyst* | Philadelphia, PA **Sep 2024 – Present**

- Analyzed financial statements to assess company performance and identify key value drivers in case studies and pitch prep
- Collaborated with team to research and develop comprehensive stock pitch for pharmaceutical firm, evaluating financial performance through DCF analysis and assessing key market trends
- Engaged in intensive Excel training sessions focused on financial modeling, with emphasis on EBITDA, IRR, and cap rate

LEADERSHIP & EXTRACURRICULARS

Wharton Undergraduate Real Estate Club – *Head Photographer* | Philadelphia, PA **Sep 2024 – Present**

- Spearheaded branding of Penn's largest undergraduate real estate club (300+) by developing digital media and capturing high-quality content at 7+ events, engaging 1,000+ across all online platforms
- Directed, produced, and edited high-impact promotional video featured on website and all digital platforms, reaching 9,700+ student body

Wharton Asia Investments – *Real Estate Analyst* | Philadelphia, PA **Sep 2024 – Present**

- Conducted in-depth analyses of 6 real estate deals using Excel, ranging from city-level trends to individual property assessments
- Collaborated in weekly training sessions; built financial models in Excel, including free cash flow, buyout analysis, and real estate debt

The Wharton School – *Finance Mentor* | Philadelphia, PA **Jan 2025 – Present**

- Developed and facilitated interactive weekly finance lessons for 10+ high-school students per session, incorporating active listening and goal-setting to foster success
- Advised individual investment decisions on stocks, mutual funds, and ETFs while empowering personal and career goals

Education Consulting at Penn – *Consulting Analyst* | Philadelphia, PA **Jan 2025 – Present**

- Directed strategy for client Philly Book Bank by analyzing existing marketing content and competitors to create branding framework and develop strategic client-facing summary reports
- Initiated and managed 1st ECP Instagram account through content creation, boosting club visibility by 30 people

University of Pennsylvania – *Division 1 Student-Athlete* | Philadelphia, PA **Aug 2024 – Present**

- Dedicated 25+ hours/week to training, in addition to competition, weekly travel, and team meetings
- Selected by **Women's Athletic Association** to coordinate fundraising efforts for 459 female student-athletes on campus, reaching 2,000+ students and raising \$5,000+, while communicating cross-functionally across campus organizations

ADDITIONAL SKILLS & INTERESTS

Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Analysis, Pro-Forma Financial Modeling, Market Research, Java

Interests: Chicago affordable housing research, behavioral economics, sustainable urbanization solutions, classical piano (10 yrs) & orchestral violin (6 yrs), aspiring impact investor, astronomy enthusiast, visited 20+ national parks

Sophia P. Smith

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EDUCATION

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

GPA: 3.84/4.0

B.A. in Finance and Economics | Minor in Business Analytics | SAT: 1490

Graduation Year: 2028

- Accomplishments: 2024 NCAA Women's Soccer DIII National Champion, Dean's List
- Relevant Courses: Microeconomics, Managerial Statistics, Capital Markets and Financial Management, Management Communication

London School of Economics – *Summer Program* - London, United Kingdom

06/2025 - 07/2025

- Relevant Courses: Accounting

PROFESSIONAL EXPERIENCE

Tangible Impact – Digital Marketing *Intern* | Mclean, VA

07/2025 – 08/2025

- Developed a weekly presentation deck on clients' website traffic with a concentration on conversion rate optimization
- Conducted data analysis for tests and monitored data flow for ongoing tests to improve conversion
- Conducted competitor research and drafted digital strategy recommendations

Talbots – *Store Sales Associate* | Mclean, VA

06/2023 – Present

- Provide personalized customer service, assist with styling, and drive sales by building strong client relationships.
- Process transactions efficiently using POS systems while managing returns, exchanges, and loyalty program enrollments.

The Potomac School – *Discovery Camp Counselor* | Mclean, VA

06/2024 – 08/2024

- Supervised and mentored groups of 20 campers aged 7-12, fostering a safe, inclusive, and engaging environment.
- Resolved conflicts and addressed behavioral issues with patience, empathy, and clear communication

The Coldstone Creamery – *Customer Associate* | Mclean, VA

06/2021 – 08/2021

- Delivered friendly, efficient customer service in a fast-paced environment, ensuring positive guest experiences and repeat business.

LEADERSHIP & COMMUNITY DEVELOPMENT

Washington University in St. Louis NCAA Women's Soccer – *Player* | St. Louis, MO

08/2024 – Present

- Dedicate 30+ hours a week to training, fitness, weightlifting, and competition showing excellent time management
- Efficiently balance team meetings, travel, and film sessions while maintaining a rigorous academic course load

Leukemia and Lymphoma Society – *Student Leader* | Mclean, VA

08/2023 – 12/2023

- Led fundraising initiatives, organized community events, and raised awareness for blood cancer research and patient support.
- Raised over \$100,000 by managing donations, tracking fundraising progress, and maintaining accurate records for reporting purposes.
- Engaged donors through in-person, phone, and digital communication, effectively sharing the LLS mission and impact.

Intutorly – *Tutor* | Mclean, VA

08/2020 – 06/2024

- Provided one-on-one virtual tutoring sessions, adapting teaching methods to meet individual student learning styles.
- Created customized lesson plans, practice materials, and progress assessments to support student academic improvement.

The Potomac School – *Game-Changers Club Leader* | Mclean, VA

08/2021 – 06/2024

- Led a weekly club that involved helping underprivileged kids experience new activities and opportunities.
- Budgeted and planned the weekly activities through collaborative work with my co-leader

The Potomac School – *Women in Sports Club Leader* | Mclean, VA

08/2021 – 06/2024

- Led meetings once a week discussing the importance of women in sports and held fundraising events
- Advocated and spoke publicly about the importance of representation of women in sports

ADDITIONAL SKILLS

- Skills and Language(s): Time management, Teamwork, Spanish (conversational)
- Programs: Microsoft Office Suite (Word, Excel, PowerPoint)
- Interests: Soccer, Reading, Baking, Traveling, Nutrition