

## Addison C. Bray

New Haven, CT | Austin, TX | (512) 431-7464 | Addison.bray@yale.edu |  
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### EDUCATION

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Yale University, New Haven, CT August 2023 - May 2027  
Student-athlete (Women's Soccer) pursuing a B.A. in Economics with a certificate in Data Science

Westlake High School, Austin, TX August 2019 - May 2023  
Awards: United States Gold Presidential Service Award, P.E.O. STAR Scholarship, Girls Academy League Board Member, 200+ hours of community service, 60+ hospital clinical hours, soccer team captain/highly decorated, Miss Westlake Runner-up, National Charity League Board Member

### WORK EXPERIENCE

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Slayden Grubert Beard PLLC, *Intern*, Austin, TX June 2024 - August 2024

- Hands-on experience in intellectual property law: tasked with projects and presentations with a concentration on patents and the processes of M&As
- Learned and applied essential steps in IP portfolio due diligence for investments, mergers, acquisitions, and spinoffs
- Researched and completed case studies in Intellectual Property law and related administrative proceedings
- Gained insights into offensively and defensively leveraging administrative actions and US IP litigation

Yale Admissions Office, *Student Ambassador*, New Haven, CT October 2024 - Present

- Yale representative at Austin area high schools: presenting educational opportunities and financial aid options to prospective students
- Presented to over 100 students about financial aid breakdowns and paths
- Hands-on experience curating PowerPoint presentations and developing soft-skills

### LEADERSHIP EXPERIENCE

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Athletes in Action, *Leader*, New Haven, CT August 2024 - Present

- Create a curriculum of lessons and organize meetings to lead peers in study, perform administrative tasks, and plan events to cultivate community engagement

Yale Bulldogs for Change, *Representative*, New Haven, CT August 2024 - Present

- Work with other student-athlete affinity groups to increase engagement with the student body and develop presentations and plans for the end-of-semester banquet

Yale Women's Athletic Council, *Member*, New Haven, CT September 2023 - Present

- Participate in civic engagement with my peers participating in career progression initiatives

### SKILLS

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**Computer Skills:** Java, R, Excel, PowerPoint, Microsoft Office

**Language Skills:** Italian (intermediate), Spanish (conversational)

# Ajer Sher

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## EDUCATION

### The University of Chicago

Bachelor of Arts in Economics and Computer Science | GPA: 3.90/4.00

Chicago, IL

Expected, June 2027

- **Financial Markets Program:** Selective, three-year program focused on building quantitative finance acumen through weekly workshops, personalized advising, employer visits, and coursework at the Chicago Booth School of Business

### Jericho High School

High School Diploma | GPA: 3.90/4.00

Jericho, NY

June 2023

- Honors Include: 34 ACT, AP Scholar with Honor (2023), Most Valuable Player (2023)

## WORK EXPERIENCE

### UBS

Incoming Global Markets Summer Analyst

New York, NY

June 2025 – August 2025

- Will assist in advising and executing clients' securities transactions by extracting market-moving data to inform decisions, shadowing different product teams to learn about client relationships, and understanding client needs based on market trends.

### M Capital Group

Investment Banking Fall Analyst

New York, NY

September 2024 – October 2024

- M Capital is a global merchant banking and advisory firm with expertise across the capital structure focused on structured transactions
- Independently performed due diligence by coordinating conference calls and collecting essential documents, including NDAs, CIPs, and teasers, from client companies to produce an executive summary on a potential M&A target in the EdTech industry
- Facilitated communication by accurately documenting conference call summaries between client companies and the managing partner

### Bormann Wealth Management

Equity Research Analyst

Spokane, WA

March 2024 – September 2024

- Conducted quantitative and qualitative research on 10-15 stocks in consumer goods and industrial technologies
  - Analyzed SEC filings, company reports, and financial statements to assess the financial health of publicly traded companies
  - Investigated industry dynamics within the sports & lifestyle and HVAC & building management verticals to identify emerging trends, moats, and growth channels to infer future performance
- Performed comparable analysis and benchmarked financial ratios and metrics against industry peers to assess market positioning
- Presented detailed investment theses to the founder, influencing the firm's strategic direction toward sustainable investments

### Alpha Sophia

Growth and Venture Intern – Healthcare Startup

Cologne, Germany

June 2024 – August 2024

- Conducted due diligence research, engaged with founders, and developed relationships with medical device companies to convert them into clients, resulting in 8 booked demo calls and 2 new customers contributing to the company's best sales month to date
- Authored multiple SEO articles on the MedTech and Healthcare industry, contributing to a 60% increase in brand visibility
- Successfully closed 2 customers after individually leading them through product demos and sales calls, increasing revenue by \$20,000
- Conducted detailed market analysis to identify expansion opportunities in telehealth and digital healthcare, driven by the integration of a new feature displaying individual medical practices and sites of care, resulting in a measurable increase in customer conversions

### Sher Marketing Agency

Founder and CEO

Jericho, NY

November 2023 – May 2024

- Founded a digital marketing agency that serves real estate agents in Long Island, NY, with social media and Google marketing services
- Achieved strong ROI figures for clients, with a median ROI of 110%, by managing data-driven advertising campaigns, optimizing marketing investments, conducting A/B testing, keyword optimization, and implementing demographic retargeting
- Led a team of 3 virtual assistants, each individually responsible for nurturing incoming leads, creating content, and outreach
- Created a structured sales funnel, utilized by virtual assistants and myself to streamline client acquisition and increase conversion rates

## LEADERSHIP & ACTIVITIES

### University of Chicago NCAA Varsity Tennis Team

Starter (2024 NCAA D3 Champion)

Chicago, IL

September 2023 – Present

- Competed as #3-4 singles starter on the #1 nationally ranked team, dedicating 25 hours weekly to training and competition
- 13-2 singles record at positions #3 and #4 during the 2024 season, leading to the program's second NCAA National Championship
- Joined as 5-Star Recruit ranked top 75 nationally, top 3 in New York, and as member of 2023's #1 Recruiting Class

### Undergraduate Investment Banking Group

Analyst

Chicago, IL

October 2024 – Present

- Developed corporate finance experience, knowledge, and skills for investment banking through weekly education modules
- Gained insight into finance practices through lectures and information sessions led by investment banking professionals and alumni

### Project V Consulting Solutions

Director of Marketing (Executive Board Member)

Chicago, IL

October 2023 – Present

- Designed and released targeted visual graphics and content pieces, boosting club visibility on campus and across social media platforms
- Led weekly market analysis sessions for new members, providing in-depth education on recent market trends, macroeconomic events, and current investment banking deals, enhancing their understanding of the financial industry

### Delta Sigma Pi

Fundraising Chair (Executive Board Member)

Chicago, IL

October 2023 – Present

- Coordinated accomplished professionals in finance and business development to participate in specialized speaking panels
- Planned multiple fundraising events each quarter to support the UChicago Chapter and contribute to various charitable organizations

## ADDITIONAL INFORMATION

**Skills:** Microsoft Excel, Microsoft PowerPoint, G-Suite, Python, Pitchbook, Refinitiv, and Adobe Illustrator

**Interests:** ATP/WTB Tour, Cricket, Formula 1, Calisthenics, Cooking & Baking, Astronomy, New York Knicks, and J. Cole

# Alice Mihas

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## EDUCATION

### Harvard University

*Bachelor of Arts | Applied Mathematics*

GPA: 3.64/4.00

**Cambridge, MA**

*May 2027*

- Relevant Coursework: Introduction to Probability, Solving and Optimizing, Integration Series and Differential Equations, Multivariable Calculus, Principle of Economics

### Latin School of Chicago

*High School Diploma | Cum Laude Society*

GPA: 4.16/4.00

**Chicago, IL**

*June 2023*

- Elected Co-Curricular Prefect Junior and Senior years: one of 5 elected student government positions for all high school activities
- 4x all-state athlete - 2<sup>nd</sup> in discus and 4<sup>th</sup> place in shot-put at Illinois Track & Field State Finals 2023
- Girls Track & Field State Team Champions 2022 (first in school history)
- 2x All-American in the Hammer Throw at New Balance Nationals 2022/2023
- Varsity team member of Tennis (Captain), Track & Field (Captain), Basketball, and Field Hockey
- Awarded Outstanding Senior Athlete of the Year

## EXPERIENCE

### Sycamore Partners

*Incoming Summer Analyst*

**New York, NY**

*June 2025 – August 2025*

- Private equity firm specialized in consumer, distribution, and retail-related investments. The firm has approximately \$10 billion in aggregate committed capital.

### Grand Teton National Park (GTNPF)

*Research Intern*

**Jackson Hole, WY**

*July 2024 – August 2024*

- Conducted research on various topics including: park accessibility, dark sky initiative, and climate change impact
- Facilitated and hosted park tours with large donors

### Latin HS Improvisation Course

*Teacher Assistant*

**Chicago, IL**

*August 2022 – December 2022*

- Aided in planning and teaching intermediate improv classes for sophomore-seniors in high school

## ACTIVITIES

### Harvard Track & Field

*Varsity Team Member (Recruited Athlete)*

**Cambridge, MA**

*September 2023 – Present*

- 20+ hours of practice a week starting from September through May
- Top 10 all-time Harvard athlete in hammer and weight throw events

### Smart Women Securities

*Investment Team Associate*

**Cambridge, MA**

*February 2024 – Present*

- Member of team focused on developing pitch skills, creating models, and researching potential investment opportunities

### Harvard Financial Analyst Club

*Member*

**Cambridge, MA**

*December 2023 – Present*

- Completed a 4-month educational course including a final pitch for the club recruiting process

### Latin Student Investment Fund

*Board Member (President 2022-2023)*

**Chicago, IL**

*September 2021- June 2023*

- Led an eleven-person board managing a \$60,000+ fund in the Latin School's endowment
- Participated in weekly asset management meetings to evaluate and pitch public investment opportunities
- Restructured investment process to improve group participation, investment coverage, and overall efficiency

### Wolf Judo Club

*Member*

**Chicago, IL**

*September 2012-2021*

- Represented the U.S. in tournaments from 2016 to 2020, including Junior Pan American Games earning a bronze medal. Competed for team U.S.A. in the Dominican Republic, Peru, Ecuador, Denmark, and Belgium
- Assisted in coaching

## ADDITIONAL

**Language:** Native in English and Conversational in Spanish

**Interests:** Skiing | Climbing (Summited Grand Teton, WY) | Golf | Backpacking | Improv | Concerts | Baking | Country Music

# Amy Mao

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## EDUCATION

**Brown University**, *B.Sc. Applied Mathematics-Biology & B.A. Economics*, Providence, RI | **Expected Graduation May 2027**  
**3.9/4.0 GPA** **SAT: 1550**

Relevant Courses: Statistical Inference I, Applied Ordinary Differential Equations, Multivariable Calculus, Intermediate Microeconomics, Intermediate Macroeconomics, Financial Accounting, Finance and the Environment, Intro to Computer Science

**Montgomery High School**, 4.0/4.0 GPA, 4.32/4.00 Weighted GPA, Cum Laude Skillman, NJ | Class of 2023

## PROFESSIONAL EXPERIENCE

**Tigbourne Capital**, *Private Equity Intern, ESG Head* St. Louis, MO | May 2024 – October 2024

- Designed and executed ESG strategies, primarily focusing on sustainability and environmental benefits, creating ESG sustainability-oriented decks with financial models used by various teams and in multiple meetings with potential partners
- Managed a team of five interns, delegating tasks such as outreach, deck building, and compiling materials needed before key meetings with potential partners and clients; ensured timely completion of research and investment analyses within the team
- Coordinated outreach with more than 100 stakeholders and secured 20+ meetings with potential partners and clients
- Led due diligence projects for major meetings with key Directors, VPs, and Board Members of major oil companies

**Atlantic Health System**, *Ambulatory Analyst Intern* Morristown, NJ | June 2024 – August 2024

- Spearheaded the implementation of a digital consent system across 4 offices, streamlining workflows and reducing administrative expenses by a projected \$500,000 annually, significantly enhancing operational efficiency
- Collaborated with the Integration Technology Team to optimize lab reporting systems by reducing processing errors by 95%, directly improving workflows for 200+ providers and patients across the health system
- Conducted rigorous testing and validation of system workflows, identifying inefficiencies and worked closely with senior members on team to provide actionable recommendations to save costs and enhance system performance
- Cleaned and consolidated over 75% of duplicate patient records in Pure OHS, the electronic medical record system, to improve data quality and reduce redundancies; significantly organized Pure OHS, facilitating provider workflows

**Brown Socially Responsible Investment Fund**, *Education Chair, Financial Analyst* Providence, RI | Dec 2023 – Present

- Pitched and researched stocks of healthcare companies (J&J, AstraZeneca, etc.) weekly, focusing on finance and ESG factors
- Contributed heavily to the pitching and adding four new stocks to our portfolio which has overall, had a positive net return
- Created ESG specific educational slides monthly, educating members on current ESG related financial news and concepts
- Analyzed financial statements and created financial reports on assigned healthcare companies using Excel
- Led discussions and voting on stocks through our student-led investment fund with over \$250k in assets under management

**Warburg Pincus Investment Banking Case Competition**, *MAP Participant* Remote | Dec 2024 – Current

- Collaborating with small deal team of peers to advise Warburg Pincus on the potential acquisition of a new HVAC company
- Leading the “planning phase” workstream, responsible for completing ~5 deliverables (i.e., due diligence for comparable companies, financial assumptions, income statement), sense checking each task to ensure accuracy
- Performing a comparable company analysis against 3 similarly situated HVAC companies by evaluating ~5 key metrics (i.e., size) to determine the enterprise value of our proposed company relative to other industry peers
- Building my team’s income statement in under 1 week, applying the lessons learned from ~5 hours of instruction on Wall Street Prep (Chapter 2: Income Statement) to track our company’s revenue, expenses, gains, and losses for up to 5 years

## LEADERSHIP & ENGAGEMENT EXPERIENCE

**Brown Varsity Fencing**, *NCAA Division I Athlete, Community Captain/Social Chair* Providence, RI | August 2023 – Present

- Led epee squad during practice, footwork drills, and bout drills for 20+ hours per week
- Implemented epee squad meetings with all 6 squad mates to review bouts and discuss strategy once a week for an hour
- Organized team volunteering events biweekly and represented Brown Athletics in multiple community service initiatives
- Ranked Top 10 nationally, won Bronze in the 2023 Summer Nationals and in 2022 December National American Cup.

**Women in Business**, *Associate Member, WIB Academy Member* Providence, RI | September 2023 – Present

- Coordinated group discussions in selective WIB Academy Program and planned outreach activities with alumni and mentors
- Volunteered at local charities, local food drives, local businesses representing the club

**Make A Play Foundation (MAP)**, *Diamond League Fellow* New York City, NY | October 2024 – Present

- Selected to participate in an exclusive 2-part fellowship designed to prepare high-achieving college athletes for professional success at leading companies, receiving 20+ hours of interview preparation and Wall Street Prep instruction in the process
- Participating in case competition with Warburg Pincus, introducing a new HVAC company including a 3-statement model

## SKILLS & INTERESTS

**Technical Skills:** Proficient in Microsoft Office Excel, PowerPoint, Google Apps, Cash handling, Java

**Language:** Bilingual proficiency in English and Mandarin, attained NJ Seal of Biliteracy in French

**Interests:** Fencing, sunbathing, cello, decorating/organizing rooms, Brown Cheese Club

# ANNE YANG

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## EDUCATION

**Brown University** – Providence, Rhode Island

**GPA: 3.7/4.0**

B.A. in Business Economics and International and Public Affairs | SAT: 1530

Anticipated Graduation: May 2027

- Relevant Courses: Intermediate Microeconomics, Intermediate Macroeconomics, Financial Accounting, Econometrics, Foundations of Policy and Governance, and Data, Ethics, and Society
- Wall Street Prep Education by 2025: Accounting Crash Course, Investment Banking Interview Guide, Investment Banking Soft Skills

**Portola High School** – Irvine, California

**GPA: 4.5/4.0 Weighted**

- Accomplishments: National Merit Commended Scholar; College Board National Rural & Small Town Recognition Program Graduation: 2023

## EXPERIENCE

Selected Case Experience:

- ***Executing a comprehensive valuation analysis of a new HVAC company to fit within Warburg Pincus's investment strategy (ongoing)***
  - Advising Warburg on the potential acquisition of an HVAC company, approving the design of a 3-Statement Model used to forecast my team's income statement, balance sheet & cash flow statement for up to 5 years
  - Collaborating with a high-impact team of 5 pre-professionals to produce a comparable company analysis, DCF sense check & 5 financial assumptions to forecast key business drivers that will impact our financials, submitting a final pitchbook to Warburg
- ***Delivered an investment thesis to Morgan Stanley's Fixed Income Team & Managing Director, Stephen Dance (closed)***
  - Achieved role of "scrum master," given to 15 top performers from MAP's fellowship of 1,250+ high achieving college athletes, leading a team of 5 first-year athletes tasked with delivering an investment thesis to MS's Fixed Income team + Managing Director
  - Crafted a recommendation using a 60/40 split between equity + fixed income for client's retirement portfolio with a total value of \$1M, managing 5+ work streams, including a PESTEL analysis

**Zhang Lab (University of California, Irvine)** – Intern | Irvine, CA

**June 2024 – August 2024**

- Curated biomedical datasets to enhance public understanding of machine learning
- Acquired proficiency in advanced AI tools, including large language models like ChatGPT
- Engaged in scientific research processes and attended regular lab meetings
- Advocated for AI and STEM education among women through presentation to local students

**Private Tennis Instruction** – Tennis Coach | Irvine, CA

**January 2021 – August 2023**

- Coached children aged 10-14 in the sport of tennis, providing tailored instruction and mentorship to foster skill development, sportsmanship, and athleticism, implementing teaching methods and drills to promote progress and improvement within their overall game
- Instructed students on specific tennis techniques in engaging lessons, offering insight into their strokes and promoting the fundamental skills necessary for the sport and adapting the technique for each individual student conducive to personal growth and athletic achievement
- Developed patterns and drills to target the necessary skills and progressions to develop the tennis game of the students, with improvements within the projected goals of the students and competition results

**Yang Fencing Club** – Social Media Manager | Irvine, CA

**January 2018 – August 2023**

- Managed a social media platform for a sports club, curating engaging content, increasing follower engagement, and promoting results for increased business by posting competition outcomes and events to enhance the brand visibility and drive membership growth
- Developed comprehensive social media strategies for a sports club on digital platforms and updated followers on information regarding the club, with engagement rising to an increase, promoting the brand and driving member participation

## LEADERSHIP & COMMUNITY DEVELOPMENT

**Brown Women's Tennis** – Student-Athlete Advisory Committee Team Co-Representative | Providence, RI

**September 2023 – Present**

- Selected as 2024 Intercollegiate Tennis Association Scholar Athlete: Awarded to athletes that earn above a 3.5 GPA
- Manage a full-time course load with 20 hours per week of on-court training, lifting, competition, and match analysis
- Engaged in monthly conferences, email communication, and in-person meetings
- Collaborated with fellow campus SAAC representatives, student-athletes, and athletics administrators to communicate the student-athlete perspective on related discussion items
- Communicated with fellow team members on concerns, updates, and propositions to serve as a liaison between the student-athlete community and campus SAAC

**Scholars of Finance** – Vice President of Marketing & Outreach | Providence, RI

**March 2024 – Present**

- Collaborating with like-minded peers in the Leadership Development Program (LDP) of the Scholars of Finance Brown Chapter, attending 8 weekly discussion-based meetings where a group of peers led by a facilitator worked together to develop the leadership skills of students
- Interacting within leadership and value focused events in the financial realm hosted by Scholars of Finance, engaging in workshops and conferences to broaden understanding of ethical principles and effective leadership strategies and promoting integrity and responsibility
- Managing a social media platform for the university chapter of a national brand, posting consistent content to engage and inform followers of the club's activities and events, driving a rise in prospective student enrollment and current member engagement

## NON-TECHNICAL SKILLS & INTERESTS

**Languages:** English (Native), Mandarin Chinese (Native), Shanghaiese (Native), Spanish (Proficient) - California State Seal of Bilinguality

**Interests:** Tennis, Formula 1, Reading, Baking, Photography, Traveling, Food

# Ashley Wang

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## EDUCATION

### Columbia University, Columbia College

*Bachelor of Arts in Financial Economics*

- Cumulative GPA: 3.77/4.00 | Major GPA: 3.90/4.00 | Dean's List
- Division I Women's Swim & Dive Team

**Relevant Coursework:** Financial Accounting, Intermediate Macroeconomics, Intermediate Microeconomics, Multivariable Calculus, Calculus-Based Introduction to Statistics

New York, NY

*Expected May 2027*

## PROFESSIONAL EXPERIENCE

### Girls Who Invest Summer Intensive Program

*Incoming Scholar*

Philadelphia, PA

*June 2025 – August 2025*

- Will complete a 4-week training program led by top business school professors and industry professionals at The Wharton School of the University of Pennsylvania, followed by a 7-week buy-side internship with a leading investment management firm, building a foundation finance skillset.
- Will complete coursework and case studies that include accounting, valuation, modeling, Bloomberg Terminal, and asset allocation, mastering financial fundamentals.

### Make-A-Play Foundation x Bank of America Winter Fellowship

*Analyst*

Remote

*January 2025 – March 2025*

- Collaborating with a small deal team of peers to advise a PE firm on the potential acquisition of a new healthcare company, managing 5+ workstreams collectively to submit a 10-page CIM + deliver a final management presentation to BofA's Talent Acquisition team.
- Co-designing a 3-statement model to forecast the healthcare company's income statement, balance sheet, and cash flow statement for up to 5 years, simultaneously researching key healthcare data market trends to clearly articulate the company's positioning + strategy.
- Adhering to the 5 phases of project management (i.e., initiation, planning, execution, monitoring, closure) to ensure every aspect of the project is methodically addressed within our 6-week timeframe, minimizing bottlenecks and keeping the project moving forward

### VAE, Inc.

*Accounting Intern*

Springfield, VA

*May 2024 – August 2024*

- Spearheaded AR/AP tasks, including bank statement reconciliations and invoice verifications, ensuring accurate financial records
- Prepared month-end income statement and balance sheet schedules, organizing general ledger data for accurate financial reporting, increasing accuracy by 30%
- Assisted in month-end close process, reconciling balance sheet accounts and completing journal entries to resolve 10 discrepancies found by seniors

## LEADERSHIP & ACTIVITIES

### Barnard Investment Group

*Analyst/Secretary*

New York, NY

*October 2024 – Present*

- Spearheaded project to value and pitch large-cap equities, presenting investment theses at weekly club meetings
- Monitored daily market news, compiling findings into weekly newsletters distributed to 100+ general body members, providing members an opportunity to learn and stay updated on finance news
- Completed training modules for active members, covering topics including accounting, valuation, modeling, and equity research, gaining a foundation of finance knowledge
- Coordinated and facilitated 10 speaker panels, corporate site visits, and professional workshops per semester, connecting students with industry professionals from firms such as Morgan Stanley, Bank of America, and Goldman Sachs, furthering Barnard Investment Group's mission to increase women's representation in finance

### Columbia Emerging Markets Society

*Analyst*

New York, NY

*September 2024 – Present*

- Conducted due diligence on emerging markets in East Asia, presenting 2-3 articles and findings at weekly meetings to a team of 20+
- Organized 5-10 speaker events per semester, featuring industry professionals from Citi, Goldman Sachs, and other top firms, providing pre-professional events to general body members

## ADDITIONAL INFORMATION

**Languages:** English (Native), Mandarin (Conversational Proficiency)

**Activities:** Kappa Phi Lambda Sorority (Academic Chair), Columbia Poker Club, GirlsSpeakUp Nonprofit (Co-founder)

**Interests:** Fashion & Beauty Blogger, NYC Restaurants, Recreational Texas Hold'em, Mahjong, Table Tennis, Open Water Racing

# AVA LEE JUNG

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## EDUCATION

**Cornell University, SC Johnson College of Business** – Ithaca, New York

**GPA: 3.95/4.0**

B.S. in Hotel Administration with a concentration in Finance

Anticipated Graduation: May 2027

- Accomplishments: NCAA Division I Student-Athlete (Soccer), 2023 First Team ECNL Mid-Atlantic All Conference, Douglas S. Freeman High School Top Ten Award
- Relevant Coursework: Financial Accounting, Finance, Managerial Accounting, Hospitality Quantitative Analysis, Microeconomics
- Wall Street Prep Education by 2025: Accounting Crash Course, Investment Banking Interview Guide, Investment Banking Soft Skills

## PROFESSIONAL EXPERIENCE

**Apple Hospitality REIT** – *Incoming Asset Management Intern* | Richmond, VA

**June 2025 – August 2025**

- Expected to collaborate with the asset management team to analyze performance metrics for a portfolio of hotels + identify opportunities for revenue enhancement and cost optimization.
- Expected to assist in the preparation of market research reports and properly-level forecasts to support investment decisions.
- Expected to partner with cross-functional teams to enhance operational efficiency and align property performance with company strategies
- Expected to participate in due diligence and valuation processes for potential acquisitions and dispositions.

**Hotel Ezra Cornell** – *HEC 100 Diversity & Inclusion Community Outreach Manager* | Ithaca, NY

**September 2024 – Present**

- Leading a Diversity & Inclusion project aimed at amplifying HEC's impact on guests, speakers, and students.
- Supporting the creation and execution of diverse programming events, facilitating speaker engagement for enriched attendee experiences.
- Managing assigned duties from the Community Outreach + Impact & Inclusion directors, contributing to HEC's community outreach mission.
- Conducting outreach to identify and establish potential collaborations within The Hotel School and Cornell community.

**Country Club of Virginia** – *Server* | Richmond, VA

**June 2024 – August 2024**

- Oversaw 75+ high-volume daily transactions, implementing streamlined checkout processes that boosted customer satisfaction by 15%.
- Conducted hands-on training for 5 team members, enhancing efficiency and reducing checkout time by 20% while maintaining accuracy.
- Partnered with cross-functional teams to oversee service and transactions for 100+ customers daily, achieving consistent accuracy and efficiency.

**Child and Pet Care Services** – *Business Owner* | Richmond, VA

**February 2021 – Present**

- Devised and executed social media and community outreach campaigns, expanding a dedicated client base to 20+ families through local sports and community events.
- Standardized payment processes (cash or Venmo), improving transaction transparency and enhancing satisfaction among clients and employees.

## LEADERSHIP & COMMUNITY DEVELOPMENT

**Make A Play Foundation (MAP)** – *Undergraduate Fellow* | Remote – New York, NY

**January 2024 – Present**

- Selected to participate in an exclusive 2-part fellowship designed to prepare under-resourced college athletes for professional success at leading companies, receiving 20+ hours of interview preparation & participating in multiple case competitions with Fortune 50/100/500 companies.

Selected Case Experience:

- ***Executing a comprehensive valuation analysis of a new HVAC company to fit within Warburg Pincus's investment strategy (ongoing)***
  - Selected to lead a small deal team tasked with recommending a new HVAC company to Warburg Pincus, responsible for managing 5 process workstreams, ultimately approving our team's 3-statement model + presenting our final recommendation to senior leaders.
  - Organizing ~2 team discussions per week to ensure 100% compliance with deadlines, developing a 2-page written project plan with SMART goals + a schedule of tasks/milestones for all 5 workstreams, ultimately ensuring we deliver a compelling final presentation.
  - Submitting a final pitchbook + single master document (CIM) outlining the materials produced by the project, formally closing the project & transferring all materials/solutions to Warburg's Human Capital Team.
- ***Performed a competitive analysis on JMI's portfolio company 'Onboard' to understand the firm's artificial intelligence capabilities (closed)***
  - Collaborated with a high-impact team to make a final recommendation to the Make-A-Play team on whether the organization should purchase and implement the "Onboard" software to enhance board efficiency.
  - Conducted extensive research for five weeks to investigate and understand Onboard's sales process and then provide specific recommendations on how to improve it to JMI.

**Cornell University Soccer** – *NCAA Division I Student-Athlete* | Ithaca, New York

**August 2023 – Present**

- Allocate 25+ hours weekly to training, travel, and matches while maintaining a 16-credit course load and part-time employment, strengthening time management and resilience.
- Lead weekly check-ins across team classes, fostering cohesion that boosted team morale by 20%, as shown in post-season surveys.
- Selected as 1 of 75 athletes in the Big Red Leaders 2 Leaders program, developing advanced leadership skills for high-impact teamwork and community outreach.
- Partnering with Ivy League Justice Coalition to drive social justice initiatives, leading educational forums for athletes across Ivy League schools.
- Increasing Cornell Women's Soccer visibility through social media campaigns for Giving Day, while hosting 3 prospective athletes to improve recruitment engagement.

## SKILLS & INTERESTS

- Technical: Excel (Advanced), Financial Modeling, Market Analysis, Data Visualization, Agile Project Management.
- Non-Technical: Financial Analysis, Strategic Planning, Quantitative Analysis, Leadership
- Interests: Sports, Reading, Coaching, Social Media, and Local Volunteering



# AYUSH SARAN

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## EDUCATION

**Dartmouth College** – Hanover, NH

**GPA: 3.3/4.0**

B.A. in Economics | Minor in Legal Studies | SAT: 1550

Anticipated Graduation: May 2027

- Accomplishments: NCAA Division 1 Athlete (Dartmouth Varsity Cross Country and Track); 2022 Trenton Times Runner of the Year; 2x All-State Cross Country Team Selection; NJSIAA Sectional Champion; AP Scholar with Distinction
- Relevant Courses: Econ. of Financial Intermediaries & Markets, Calculus of 1 + Several Variables, Calculus of Vector-Valued Functions
- Industry Education by Spring 2024: 5 Phases of Project Management; Agile Framework; Creating Business Presentations 101; Scrum

## EXPERIENCE

**Morgan Stanley** – *Fixed Income Student Analyst; Scrum Master* | New York, NY (Remote)

**March 2024 – Present**

- Achieved the role of “scrum master,” given to 15 top performers from MAP’s fellowship of 1,250+ high-achieving college athletes, leading a team of 5 first-year athletes tasked with delivering an investment thesis to MS’s Fixed Income team + Managing Director, Stephen Dance

**Wells Fargo** – *Housing Affordability Student Analyst* | New York, NY (Remote)

**February 2024 – March 2024**

- Collaborated with a team of 5 to deliver a 3-year transformation strategy to Wells’ Talent Strategy team, specifically tasked with managing my team’s finances to expand the wealth-building capacity of property ownership and affordable rental housing in URM communities
- Created a value proposition budget to guide Wells on how it should deploy its budget across three stages (20% in Stage 1 | 33% in Stage 2 | 47% in Stage 3), implementing a S.M.A.R.T. framework to ensure expenses were specific, measurable, achievable, relevant, and timely
- Developed a KPI framework that organized our business objectives, goals & key performance indicators into a single slide, systematically articulating my team’s shared vision & providing the bank with a centralized framework to track our progress/take improvement action(s)
- Re-engineered the team’s workflow process on Air Table by directing discussions for the control phase to determine the scope of ~5 workstreams (i.e., 3-part budget, benchmarking analysis, KPI framework), resulting in the team completing 50% of tasks ahead of schedule

**Plainsboro Peer Tutoring** – *Peer Tutor* | Plainsboro, NJ

**September 2019 – December 2019**

- Taught 10 middle schoolers on geometry, algebra, and taught new, advanced topics to increase interest in math, which resulted in 10% average increase in their math test scores
- Coordinated with other tutors to eliminate overlap between teaching sessions, ensuring an efficient and comprehensive curriculum
- Assessed the performance of students biweekly to revise concepts, resulting in an increased understanding of the previous concepts covered

## LEADERSHIP & COMMUNITY DEVELOPMENT

**Make A Play Foundation (MAP)** – NXT Fellow ’23 (Winter Cohort) | Remote

**December 2023 – Present**

- Selected as 1 of 100 college athletes to participate in a fellowship that prepares first-year under resourced athletes for professional success
- Receive 20+ hours of targeted interview preparation, professional development coaching & industry-specific training for competitive roles
- Collaborated with a team of 6 to develop a multi-year strategy for Wells Fargo’s 2024-25 Housing Affordability Breakthrough Challenge
  - Technical Skills Acquired: Agile Project Management | Scrum Methodology | Tuckman’s 5 Stages of Group Development

**Dartmouth Cross Country and Track Team** – NCAA Division I Student-Athlete | Hanover, NH

**August 2023 – Present**

- Train year-round with 70+ miles and two strength & conditioning sessions per week as well as compete in meets every 2-3 weeks while maintaining a rigorous academic course load
- Prioritize short-term and long-term goal setting to maximize academic and athletic performance, demonstrating effective time management
- Managed the men’s cross country team Instagram account to cultivate a stronger team culture and improve follower engagement with the team and our race performances

**Youth Orchestra of Central Jersey** – Section Leader | Plainsboro, NJ

**September 2021 – May 2023**

- Conferred with the conductor as well as the violin, cello, and bass section leaders in creating bowings for the rest of the orchestra, resulting in increased coordination among members of the orchestra
- Performed in concert with David Kim, the concertmaster of the Philadelphia Orchestra, after 3 months of practicing with him and the rest of the orchestra on a difficult orchestral piece
- Selected as 1 of 3 violists out of the top 35 orchestra members to perform in concert with Midori, a professional violinist

**High School South Cross Country and Track & Field** – Captain | Plainsboro, NJ

**September 2021 – May 2023**

- Coordinated with the athletic coaching team to pick 3-4 in-season races to maximize team performance throughout the season
- Constructed seasonal team goals after meeting with all team members, which resulted in a very consistent attendance from all team members now that a clear framework for the season was provided
- Managed the team’s social media with weekly posts about training updates and upcoming races, resulting in a more tight-knit community within the team and more awareness within the school about the performance of the cross country and track teams

**Trenton Area Soup Kitchen** – Volunteer | Trenton, NJ

**June 2022 – September 2022**

- Stored/prepared/provided 750+ trays of food to HomeFront, an organization that provides housing programs for homeless/military families
- Cooperated with other volunteers from 12pm to 3pm every weekday to provide food to all individuals in the soup kitchen, resulting in over 200 people fed per day during peak lunch hours
- Delegated tasks to other volunteers in the soup kitchen, which led to an increase in efficiency with serving food and preparing food trays

## NON-TECHNICAL SKILLS & INTERESTS

- Interests: Running, playing the viola, solving Rubik’s cubes, and Bollywood.



# Maeve Sarchet Baker

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## EDUCATION

### Stanford University

Management Sciences & Engineering, Bachelor of Science

Stanford, CA

Sep 2023 - Jun 2027

- GPA: 3.983/4.000
- Relevant Coursework: Foundations of Corporate Finance, Accounting for Managers and Entrepreneurs, Economic Analysis, Principles of Economics, Linear Algebra and Differentiable Calculus, Programming Methodology, Introduction to Probability

### Tuck School of Business at Dartmouth University

Bridge Program Student

Hanover, NH

Jun - Jul 2024

- Participated in a highly selective program taught by MBA faculty, applying concepts in business strategy, microeconomics, accounting and finance to real-world business case studies
- Collaborated with 4 peers and performed team-based valuation analyses of Shake Shack, which included financial and strategic assessments, a DCF analysis, and a final presentation to industry executives and faculty

### Deerfield Academy

Deerfield, MA

Aug 2019 - May 2023

- High Honor Roll, Captain of Varsity Squash Team, President of Entrepreneurship Club
- Relevant Coursework: AP Calculus AB (5/5); Introduction to Multivariable Calculus, AP Computer Science (5/5)

## INTERNATIONAL AND COLLEGIATE ATHLETICS

### Stanford Varsity Squash - Division 1

Student-Athlete

Stanford, CA

Sep 2023 - Present

- Balanced 25-30 hours of athletic commitments each week (practice, film study, weight training, etc.) with a full course load
- Competed from October to March, traveling cross-country for 6+ Division 1 intercollegiate matches each season
- Finished freshman season with a 10/4 record playing 5th on the ladder, vital in contributing to the team's 5th-place finish in the College Squash Association rankings

### Team USA - US Junior National Team

US, UK, Argentina

Junior National Team Member

2014 - 2023

- Represented the U.S. at the 2023 British Junior Open and 2023 Pan American Junior Championship as a member of the Junior National Team
- Won Gold Medal for Team USA at 2023 Pan American Junior Championships in Buenos Aires
- Voted All American Player by the New England Independent School Association and U.S. Squash for 2022-2023 Season

## LEADERSHIP AND PROFESSIONAL EXPERIENCE

### Make-A-Play Foundation - Women Playmakers Cohort

Winter Fellow

Stanford, CA

Jan 2025 - Present

- Participating in intensive interview preparation, including three Fortune 500-style mock interviews and structured assignments to enhance communication and problem-solving skills
- Collaborating with UBS on a case competition addressing real-world business challenges, focusing on strategic analysis, project management, and professional presentation delivery

### Stanford Finance

Stanford, CA

Financial Analyst

Nov 2024 - Present

- Selected as 1 of 25 students from over 125+ prospective applicants to join the highly competitive Stanford Finance analyst program
- Completed workshop series covering key financial concepts, including Accounting, Valuation Methods, DCF analysis, and LBO modeling

### Stanford Women in Finance

Stanford, CA

Active Member

Sep 2024 - Present

- Participated in weekly meetings on educational workshops, professional development events, and networking opportunities

### Student Athlete Mentorship Program

Stanford, CA

Mentor

Sep 2024 - Present

- Guided a new student-athlete in balancing academics and athletics, offering strategies for time management and training optimization

### Kappa Kappa Gamma

Stanford, CA

Vice President of External Affairs

Sep 2024 - Present

- Directed community engagement initiatives for 150+ active members, focusing on impactful community service projects
- Acted as the public-facing liaison, building relationships and facilitating effective communication with alumni and administrators

### Baker Residential

New Canaan, CT

Intern

Jun - Aug 2024

- Developed and presented a Competitive Market Analysis for a 425-unit residential project, leveraging linear regression to identify market trends and recommend strategic pricing decisions
- Streamlined administrative processes, including organizing records, managing files, overseeing mailings, and utilizing databases

## SKILLS & INTERESTS

**Technical:** Microsoft Office, Word, PowerPoint, Excel, Outlook, Python, Java

**Certificates & Training:** Bloomberg Market Concepts, Bloomberg Finance Fundamentals, Wall Street Prep: Finance Certificate

**Interests:** Racquet Sports, Cooking, Backroads Trips, Reading Biographies, Skiing

# BEZA MILLER

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## EDUCATION

**Washington University in St. Louis, College of Arts & Sciences** | St. Louis, MO

May 2027

*Bachelor of Arts* - Economics | non-BSBA second major: Finance

- **GPA:** 3.72/4.00

**London School of Economics and Political Science** | London, England

June 2024 – July 2024

*Course: Financial Markets and the Global Economy: The History of Bubbles, Crashes, and Inflation*

- Studied both American and international markets in central London while getting an opportunity to travel and experience different cultures

## RELEVANT EXPERIENCE

**Make A Play Foundation (MAP)** – *Undergraduate Fellow* | Remote – New York, NY

January 2024 – Present

- Selected to participate in an exclusive 2-part fellowship designed to prepare high-achieving college athletes for professional success at leading companies, receiving 20+ hours of interview preparation & participating in multiple case competitions with Fortune 50/100/500 companies.

Selected Case Experience:

- **Executing a comprehensive valuation analysis of a new HVAC company aligning with Warburg Pincus' 2025 investment strategy (ongoing)**
  - Collaborating with a small deal team of peers to advise Warburg Pincus on the potential acquisition of a new HVAC company, completing ~20% of the project by performing a comparable company analysis + building my team's income statement
  - Leading the "planning phase" workstream, responsible for completing ~5 deliverables (i.e., due diligence for comparable companies, financial assumptions, income statement), sense checking each task to ensure accuracy + check the reasonableness of our assumptions
  - Performing a comparable company analysis against 3 similarly situated HVAC companies (i.e., Limbach Holdings, Inc., Comfort Systems USA, Inc., Modine Manufacturing Company), evaluating ~5 key metrics (i.e., business model, data availability, growth rate geography, size, product or service) to determine the enterprise value of our proposed company relative to other industry peers
  - Building my team's income statement in under 1 week, applying the lessons learned from ~5 hours of instruction on Wall Street Prep (Chapter 2: Income Statement) to track our company's revenue, expenses, gains, and losses for up to 5 years

**The Hoops Closet** – *Apparel Resell Business* | Jacksonville, FL

July 2023 – Present

- Partnered with Division I student-athletes, managing end-to-end operations across sourcing, sales, and profit distribution.
- Managed inventory tracking and control to ensure a steady supply of resale apparel for the business
- Led inventory management and social media marketing strategy, driving visibility and sales growth while ensuring consistent product availability.
- Negotiated purchasing and pricing terms with sellers and buyers, optimizing profitability and enhancing business efficiency.

## LEADERSHIP & COMMUNITY DEVELOPMENT

**Washington University Varsity Men's Basketball Team** – *Point Guard* | St. Louis, MO

August 2023 – Present

- Organize and market to basketball team about student-athlete related community service projects, panels, workshops, and athletic events
- Assisted in 10+ recruiting visits and met with prospective WashU student-athletes
- Counseled 5 first-year teammates on effective time management and task prioritization strategies to support their transitions

**Washington University Investment Banking Association (WUIB)** – *Active Member* | St. Louis, MO

October 2024 – Present

- Attend weekly meetings focused on developing skills pertinent to investment banking recruiting and internship processes
- Gain insight on the investment banking industry, including analyst roles, deal dynamics, and overarching market strategies
- Participate in mock networking calls and interviews with mentors who recently completed the recruitment process

**Student Athlete Advisory Committee (SAAC)** – *Member of the Career Division/ Ambassador for Basketball Team* | St. Louis, MO

October 2023 – Present

- A student-athlete run organization of 70 general body members & 16 exec members aimed to elevate 550+ student athletes' journey
- Serve as an ambassador, facilitating communication between the basketball team and the committee, and advocating for teammates' ideas
- Collaborate directly with Career Center and Athletic Department officials on planning student athlete career, D&I, and service initiatives
- Coordinate events to help prepare student athletes for internships, connect them to employers, and teach them how to market themselves as student-athletes to recruiters

**Washington University Black Letter winning Athlete Coalition (WU BLAC)** – *General Body Member* | St. Louis, MO

August 2024 – Present

- Organization focused on empowering Black student-athletes through advocacy and community-building
- Collaborated with university leadership to enhance diversity, equity, and inclusion within the athletic department and diversify athletic staff
- Supported initiatives to include Black student-athletes in decision-making processes and create spaces for personal and professional development
- Worked on developing partnerships with WashU and the greater community to improve the Black student-athlete experience.

**Youth Basketball Trainer/ Coach** – *Guard skills/ Shooting/ Public Speaker* | Jacksonville, FL

June 2019 – Present

- Helped run camps of 90+ young athletes ranging from grades 1-9
- Delivered speeches at to youth on hard work, sacrifice, and good character while fostering competitive environments for skill development.
- Provided in-home basketball training sessions for youth, traveling to clients' residences across the city

**Miscellaneous/ Extra Community Development:**

August 2020 – May 2023

- Smile at ESJ Club, Habitat for Humanity volunteer, NHS tutor, All Things New Club

## NON-TECHNICAL SKILLS & INTERESTS

- Interests: Basketball, Travel, Surfing, Skateboarding, Weightlifting, Fitness, Movies, Music, International Flag Collecting