

# ASHLEY M. YANG

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## EDUCATION

**Cornell University, SC Johnson College of Business**

**Ithaca, NY**

**THE CHARLES H. DYSON SCHOOL OF APPLIED ECONOMICS AND MANAGEMENT**

*Anticipated Graduation: May 2028*

*Candidate for Bachelor of Science in Applied Economics and Management*

GPA: 4.04

Related Coursework: International Trade and Finance, Business Statistics, Calculus, Statistics and Data Science with R

## WORK EXPERIENCE

**GI CAPITAL MANAGEMENT LTD.**

**New York, NY**

*Summer Intern*

*May 2025 – Present*

- Screened distressed and special situation companies in Asia, analyzing financials, debt structures, and key credit risks
- Prepared investment summaries outlining target IRRs, competitive positioning, and industry outlook for portfolio decision
- Assisted on live deal discussions for cross-border investment opportunities in the financial services and hospitality sectors

**JPMORGAN CHASE**

**New York, NY**

*Leveraged Finance Intern*

*June 2024 – August 2024*

- Created investment memos and developed pitch materials for a MedTech company under the guidance of vertical staffers
- Performed industry and market research on non-investment grade companies using 10-Ks, 10-Qs, and earnings calls
- Supported client calls and presentation materials, gaining exposure to active deals within the Natural Resources vertical

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

**MAP x VISTA EQUITY PARTNERS**

**Remote**

*“Victory Formation” Investments Fellow (Phase 1 & 2)*

*June 2025 – Present*

- Ranked in top 5% of a highly competitive fellowship for college athletes, selected to advance to Phase 2 and work with a deal team of 4 to recommend a new software company to Vista Equity Partners & deliver final presentation in six weeks
- 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)
- Performed a comprehensive DCF analysis by meticulously assessing the 5+ key financial assumptions used, significantly enhancing our understanding of the underlying business fundamentals and ensuring the validity of our assumptions
- Prepared 5 final outputs including: Confidential Information Memorandum (CIM), Due Diligence Questionnaire (DDQ)

**MAP x MORGAN STANLEY**

**Remote**

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

*March 2025 – May 2025*

- Developed 3 diverse investment strategies for a \$1M retirement portfolio, within a 60/40 equity-to-fixed income split
- Performed in-depth PESTEL analysis to assess macroeconomic and geopolitical risks, informing final investment thesis
- Delivered final investment recommendation to investment analysts, leading a live Q&A session on strategic reasoning

**MAP x BANK OF AMERICA**

**Remote**

*“Formula 1” Private Equity Fellow (Phase 1 & 2)*

*January 2025 – March 2025*

- Collaborated with a lean deal team to advise a private equity client on a potential emerging healthcare acquisition
- Analyzed historical performance, operating strategy, and industry outlook to develop forecasts and assess key value drivers
- Constructed a dynamic balance sheet and developed 5+ critical financial assumptions to support our investment thesis

**SOCIETY FOR WOMEN IN BUSINESS**

**Ithaca, NY**

*Private Equity Analyst, Emerging Leaders Program*

*January 2025 – Present*

- Underwent a rigorous 10-week training program on financial accounting, valuation, and professional development
- Conducted research on healthcare focused private equity transactions, culminating in pitch on a targeted deal

**CORNELL FINANCIAL ANALYSTS**

**Ithaca, NY**

*Industrials Sector Head, Healthcare Sector Analyst*

*September 2024 – Present*

- Produced weekly investment banking deliverables including financial modeling, industry analysis decks, and stock pitches
- Performed industry research for the Healthcare and Industrials Group, leading new analysts in developing pitch materials

**CORNELL UNIVERSITY NCAA DIVISION 1 FENCING**

**Ithaca, NY**

*Fencer, Student Athlete Advisory Committee Representative*

*September 2024 – Present*

- Selected to represent Team USA on the 2023 International Cadet World Team, competing in France and Romania

## SKILLS & INTERESTS

**Skills:** Agile Methodology, Project Management Professional (PMP) Training, Scrum, Microsoft Powerpoint, Microsoft Excel

**Interests:** Running, NFL Football, College Basketball, Baking Banana Bread, NYT Games, The Amazing Race, Traveling

# Colleen R. Maloney

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## EDUCATION

**Georgetown University** – Washington, District of Columbia

**GPA: 3.964/4.0**

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

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

## PROFESSIONAL EXPERIENCE

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

**September 2024 – Present**

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

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

**January 2025 – Present**

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

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

**August 2024 – Present**

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

## LEADERSHIP & COMMUNITY DEVELOPMENT

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

**06/2025 – Present**

- Ranked in top 5% of a highly competitive fellowship for college athletes, selected to advance to Phase 2 and collaborate with a small deal team of 4 to recommend a new software company to Vista Equity Partners & deliver final presentation in six weeks
- Led the "planning phase" workstream, responsible for completing ~5 individual deliverables in under 2 weeks (i.e., due diligence for comparable companies, financial assumptions, income statement), sense checking each task to ensure accuracy
- Built 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

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

**03/2025 – Present**

- Ranked in top 1% of a highly competitive fellowship for college athletes focused on professional development and interview preparation, advancing to the case competition round with Morgan Stanley's Institutional Equities & Fixed Income Divisions
- Selected by MAP leadership to serve as Scrum Master, leading team of 4 in the creation of a traditional retirement portfolio for an MS client valued at \$2.5M, allocating \$1.5M to equities & \$1M to fixed income, maintaining a 60-40 split between the two
- Managing the team's sprint backlog, meticulously outlining deliverables for 5 phases (i.e., initiation, planning, execution) with 10 tasks each, ensuring alignment across team as we work to deliver final investment recommendation to MS leaders in 6 weeks
- Individual tasks include/d: (1) hosting weekly team meetings; (2) creating project charter; (3) developing sprint goals for all 5 phases of the project; (4) liaising between team + MS leadership; and (5) creating/managing team's kanban board on AirTable

**Babysitter** – District of Columbia, Washington

**May 2020 – Present**

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

**Tutor** – District of Columbia, Washington

**September 2020 – May 2024**

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

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

**September 2020- May 2024**

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

## ADDITIONAL SKILLS

Skills and Language(s): Communication: lector at my Church, Excel, Baking

Programs: John's Hopkins Web Design and John's Hopkins Honors PreCalculus

# Elizabeth E. Brown

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## EDUCATION

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

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## PROFESSIONAL EXPERIENCE

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

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## LEADERSHIP & COMMUNITY DEVELOPMENT

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

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## ADDITIONAL SKILLS

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

# ISABEL LEE

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## EDUCATION

Columbia University – New York, NY

GPA: 3.7/4.0

B.A. in Economics-Mathematics | Minor in Computer Science | SAT: 1460

Anticipated Graduation: May 2028

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

## PROFESSIONAL EXPERIENCE

Ramapo Wealth Advisors, Intern, Ramsey, NJ

June 2023 - May 2024

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

Isabel Lee Aquatic Academy, Founder and Head Coach

June 2024 - August 2024

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

## LEADERSHIP & COMMUNITY DEVELOPMENT

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

March 2025 – Present

- Selected to participate in Phase 1 of an exclusive fellowship for high-achieving college athletes, competing against 200+ others in weekly mock interviews to proactively implement learnings from 3 modules + ~10 hours of instruction on behavioral/technical/hybrid interview preparation.
- Analyzed mock interview results each week from Fortune 500 HR professionals, dissecting the personalized feedback to make improvements for future interviews, and submitting a self-evaluation form afterward to demonstrate my eagerness to continue learning.
- Attend weekly virtual recruiting events with MAP's diverse rolodex of partners (Evercore, NFL, Microsoft, Morgan Stanley, Procter & Gamble), learning how to transform my experience as a student-athlete into a successful post-playing career at a leading company.

Oasis, Manager and Volunteer

2020-2023 Summers

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

Columbia Venture Partners, Analyst

October 2024-Present

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

Columbia Women's Business Society, Corporate Engagement Committee Member

September 2024-Present

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

## PROJECTS

AP Computer Science

September 2023-June 2024

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

## EXTRACURRICULARS

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

September 2024-Present

- Sprint Freestyle/Butterfly specialist

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

2012-2024

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

## NON-TECHNICAL SKILLS & INTERESTS

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

# Kaitlyn Liu

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## EDUCATION

### The University of Chicago

GPA: 3.96

Chicago, IL

Expected, Jun. 2028

*Bachelor of Arts in Economics, Bachelor of Arts in Psychology*

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

### Great Neck South High School

GPA: 4.0

Great Neck, NY

Jun. 2024

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

## EXPERIENCE

### Incoming Strategy Intern

*AllCampus*

Chicago, IL

Jun. 2025 - Aug. 2025

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

### Selected Cohort Member

*Trott Emerging Business Leaders*

Chicago, IL

Sep. 2024 - Present

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

### Communications Manager, Assistant Coach

*Lead Swim School*

Uniondale, NY

Jul. 2021 - Sep. 2024

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

## LEADERSHIP & ACTIVITIES

### Sales & Trading Fellow

*MAP x Morgan Stanley*

Chicago, IL

Jan. 2025 - Present

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

### NCAA Varsity Swimmer

*University of Chicago*

Chicago, IL

Sep. 2024 - Present

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

### Professional Committee Member

*Alpha Kappa Psi*

Chicago, IL

Sep. 2024 - Present

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

# KATE C McCONNACHIE

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

## EDUCATION

**Columbia University** – New York, NY

**GPA: 3.9/4.0**

B.A. in Economics

Anticipated Graduation: May 2028

- Accomplishments: Women's Varsity Lacrosse Team, Kappa Alpha Theta, POTE Member, CORE Club, CU Red Cross
- Relevant Courses: Calculus 1, Principles of Economics, Intermediate Spanish I

## PROFESSIONAL EXPERIENCE

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

**May 2022 – Present**

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

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

**May 2023 – Present**

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

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

**January 2023 – May 2024**

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

**CSH Ivy League Girls Lacrosse Training** – *Co-Founder & Lead Trainer* | Cold Spring Harbor, NY

**March 2023 – August 2023**

- Established and scaled specialized lacrosse training program for 25+ middle school athletes, implementing structured practice plans and personalized skill development strategies, resulting in significant player improvement
- Recruited and coordinated team of four D1 women's lacrosse players to deliver comprehensive training sessions, building program curriculum and assessment methods that increased participant retention by 40%
- Executed targeted social media marketing campaign across multiple platforms, creating engaging content and community outreach initiatives that drove 25% growth in enrollment and established waiting list for future sessions

## LEADERSHIP & COMMUNITY DEVELOPMENT

**North Shore Holiday House** – *Volunteer Event Coordinator* | Cold Spring Harbor, NY

**October 2023 – Present**

- Managed end-to-end planning for 3 annual fundraising events, developed marketing materials and communication strategies for each event, including budget timelines and vendor coordination
- Created and executed signature 'Sip & Stroll Holiday House Tour' fundraiser, managing aspects including budget development, marketing strategy, and logistics coordination for 300+ attendees, doubling sponsor participation in the second year
- Developed comprehensive donor engagement strategy through personalized email campaigns and regular updates, achieving 85% donor retention rate and an increase in average gift size year-over-year

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

**October 2024 - December 2025**

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

## NON-TECHNICAL SKILLS & INTERESTS

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



# Luciana Toczydlowski

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## EDUCATION

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**University of Pennsylvania** – Philadelphia, PA

**GPA: 3.5/4.0**

B.A. in Philosophy, Politics, & Economics | Minors in Economic Policies and Art History| Graduation Year: 2028

- **Accomplishments:** Varsity Student Athlete, Gymnastics East Conference Scholar Athlete Award
- **Relevant Courses:** Introductory Micro and Macro Economics

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## PROFESSIONAL EXPERIENCE

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**Fidelity Bank** – *Summer Marketing Intern* | Scranton, Pennsylvania

**May 2025 - July 2025**

- Took the lead on a project that will digitize sales and marketing collateral material for business and consumer sales. Conducted in-depth research and learned from each department of the bank throughout the project. Saved my team time digitizing and organizing all marketing material, which will hopefully increase revenue across all departments.

**UPenn Gymnastics** – *Gymnastics Instructor* | Philadelphia, Pennsylvania

**June 2024-Present**

- Coached and mentored young gymnasts, helping them develop skills, confidence, and discipline. By fostering a supportive and motivating environment, I help young gymnasts to grow and succeed in the sport of gymnastics and beyond.

**United Sports Academy** – *Gymnastics Instructor* | Dunmore, Pennsylvania

**August 2022-June2023**

- Alongside being team captain, I coached and mentored young gymnasts, helping them develop skills, confidence, and discipline. As one of the leaders at the gym, I encouraged and motivated my gymnasts while remaining a positive role model. Each gymnast improved significantly throughout the course of the season.

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## LEADERSHIP & COMMUNITY DEVELOPMENT

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**MAP x Vista Equity Partners** – “*Victory Formation*” *Investments Fellow (Phase 1 & 2)* | Remote

**06/2025 – Present**

- Ranked in top 5% of a highly competitive fellowship for college athletes, selected to advance to Phase 2 and collaborate with a small deal team of 4 to recommend a new software company to Vista Equity Partners & deliver final presentation in six weeks
- Led the “planning phase” workstream, responsible for completing ~5 individual deliverables in under 2 weeks (i.e., due diligence for comparable companies, financial assumptions, income statement), sense checking each task to ensure accuracy
- Performed a comparable company analysis against 3 similarly situated companies, evaluating ~5 key metrics (i.e., business model, growth rate, size) to determine the enterprise value of our proposed software company relative to other industry peers
- Built 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
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**Athlete to Athlete - Mentor**

**April 2025- present**

- Helping guide young athletes, offering first-hand advice and experience.
- Providing support in balancing sports, schoolwork, and extracurricular activities.
- Assisting mentees to set realistic goals for their athletic and academic careers.
- I have seen firsthand my mentees gain more confidence and focus through the course of our sessions.

**Morgan's Message** - *Team Representative*

**February 2025- present**

- Advocate for mental health awareness in student-athletes.
- Helped organize a dedication meet where we included the visiting team.
- Guide discussions in small groups during meetings.

**PAWLA (Penn Athletics Wharton Leadership Academy)- Member**

**August 2024- present**

- Participated in a club for student athletes through the Wharton School that allows for an exploration of leadership styles, character development, personal values, and effective communication.
- Throughout our first year, we focused on how the lessons and values we have learned as student athletes can be applied in the business world.

**University of Pennsylvania Varsity Gymnastics Team**

**August 2024- present**

- Competed as a member of the University of Pennsylvania’s NCAA Division 1 women’s gymnastics team.
- Dedicate over 20 hours per week to training and competition.
- Helped my team become Ivy League Champions while also earning a Scholar-Athlete Award for my continued dedication to both athletics and academics.

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## ADDITIONAL SKILLS

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- Skills: Leadership & Teamwork, Time Management, Organization, Communication, Coaching & Mentorship
- Interests: Financial Markets and Data Analysis, Volunteer work and Mentorship

# RACHEL LI

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## EDUCATION

### Cornell University

**Anticipated Graduation: May 2028**

*B.A. in Statistical Science with Intended Minor in Business | SAT: 1560 | SAT Math: 800 | SAT Reading and Writing: 760*

*Ithaca, NY*

*Recruited Member of NCAA Division I Women's Fencing Team*

*Early Programs: 2025 Goldman Sachs Women's Possibilities Summit, 2025 Goldman Sachs Virtual Insight Series*

*Relevant Courses: Financial Accounting, Microeconomics, Statistics and Probability, Statistics II, Calculus for Engineers*

## PROFESSIONAL EXPERIENCE

### Tatte Bakery & Café

**June 2025 – Present**

*Counter Team Member*

*Boston, MA*

- Take 100+ orders daily, warmly greeting a mix of locals, first-time visitors, and regulars while suggesting pastries to complement purchases
- Prepare pastry orders, make coffee and seasonal coolers, and assist with both dine-in and takeout service in a regularly busy setting
- Provide knowledgeable answers to menu questions and accurately process payments and special requests with strong attention to detail
- Maintain restocking, presentation, and service standards to uphold Tatte's core values, fostering a welcoming, customer-focused environment while working closely with a team of 4-6 to keep operations running smoothly during especially high-pressure periods

### Gregory's House of Pizza

**May 2025 – Present**

*Cashier and Crew Member*

*Belmont, MA*

- Serve as the sole cashier, taking 60+ daily orders, answering phone calls and customer questions, and accurately handling all payments
- Communicate with customers and team members to manage orders, resolve issues, and maintain efficient service flow under pressure
- Support daily operations by preparing food, restocking supplies, and keeping a clean, organized environment in a fast-paced setting

### Office of State Representative Dave Rogers

**July 2023 – June 2025**

*Legislative Intern*

*Boston, MA*

- Support Rep. Rogers by drafting a letter of testimony advocating for bills and clarifying constituent questions and concerns via email
- Attend hearings and briefings to hear different perspectives on proposed bills from constituents, business owners, and legislators
- Researched 3 bills to create helpful fact sheets and summaries, increasing the awareness of government officials and the general public
- Deliberated on climate and energy and data privacy, AI, and social media bills in 2 mock-Senate sessions at Edward M. Kennedy Institute

### Atlantic Bay Mortgage Group

**August 2023 – September 2023**

*Teen Financial Literacy Development Intern*

*Remote*

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

## LEADERSHIP & EXTRACURRICULAR EXPERIENCE

### Make-A-Play Foundation x Vista Equity Partners

**June 2025 – Present**

*"Victory Formation" Alternative Investments Fellow (Phase 1 & 2)*

*Remote*

- Selected to participate in a national mock interview competition for high-achieving college athletes, ranking in the top 5% of all Fellows
- Working with a deal team of 3 to identify a new software company that aligns with Vista Equity Partners' investment strategy, creating detailed financial statements while also developing and presenting a series of actionable and well-supported value creation strategies

### Cornell Project Hope

**February 2025 – Present**

*Project Committee*

*Ithaca, NY*

- Work alongside a team of 7 to execute fundraisers to support the education of underprivileged children in Hong Kong and rural China
- Prepare fundraiser items and actively table at events by taking orders, answering questions, and engaging passing students to boost sales

### Make-A-Play Foundation x Morgan Stanley's Institutional Equities and Fixed Income Divisions

**March 2025 – May 2025**

*"Skills Challenge" Sales & Trading Fellow (Phase 1 & 2)*

*Remote*

- Collaborated with a team of 4 to create a traditional retirement portfolio for a Morgan Stanley client valued at \$2.5M, allocating \$1.5M to equities and \$1M to fixed income (maintaining a 60-40 split between the two) and delivering a final investment recommendation
- Led the execution phase, responsible for creating and submitting 10 deliverables to Morgan Stanley leadership on behalf of the team

### Cornell Society for Women in Business

**February 2025 – April 2025**

*Emerging Leaders Program Investment Banking Analyst*

*Ithaca, NY*

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

### Make-A-Play Foundation x Wells Fargo Affordable Housing Innovation Case Competition

**February 2025 – March 2025**

*NXT Fellow (Phase 1 & 2)*

*Remote*

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

## LANGUAGES, SKILLS, AWARDS, & INTERESTS

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



# RONIN JONES

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## EDUCATION

**University of Pennsylvania, School of Engineering and Applied Sciences** – Philadelphia, PA

GPA: 3.0/4.0

B.S. in Mechanical Engineering | Minor in Data Science | ACT: 34

**Anticipated Graduation: May 2028**

- Activities: Varsity Lightweight Rowing Team, Penn Athletic Wharton Leadership Academy
- Research: Shenoy Research Group, Multiscale Mechanobiology and Biomaterials Laboratory
- Relevant Courses: Physics Mechanics, Multivariable Calculus, General Chemistry, Scientific Computing, Engineering Ethics, Engineering Electromagnetics, Linear Algebra, Craft of Prose

## PROFESSIONAL EXPERIENCE

### Museum of Science

*Volunteer* | Fort Lauderdale, FL

**June 2021 - August 2024**

- Improved guest experiences by managing ticket sales averaging around 100 tickets a day, answering inquiries, and ensuring efficient museum operations.
- Maintained exhibits and facilities through cleaning, repairs, and repainting, enhancing visitor satisfaction and museum aesthetics.

## LEADERSHIP & COMMUNITY DEVELOPMENT

### University of Pennsylvania, Men's Lightweight Varsity Rowing

*Student Athlete* | Philadelphia, PA

**August 2024 - present**

- Dedicate 20+ hours per week to practice, conditioning, and competition while balancing a full academic course load

### Pine Crest School, Asian and Pacific Islander Club

*Vice President, Treasurer* | Fort Lauderdale, FL

**August 2020 - August 2024**

- Spearheaded event planning for meetings, club fairs, and multicultural dances, boosting club membership by 40 people over two years.
- Increased cultural awareness by sending reminders and curated historical insights on Asian holidays, fostering deeper member engagement.
- Managed annual hoodie orders, overseeing design and distribution of 40 hoodies.

### Pine Crest Varsity Swim Team

*Student Athlete* | Fort Lauderdale, FL

**August 2017-August 2024**

- Sun Sentinel All-Broward County Boys and Miami Herald Broward County Swimming Honorable Mention
- FHSAA State Qualifier in 100 Breast (2021, 2022, 2023)
- Pine Crest Club Swimming Record Holder 400 Free Relay and 400 Medley Relay

### Pine Crest Varsity Crew Team

*Student Athlete* | Fort Lauderdale, FL

**August 2017-August 2024**

- 2024 US Rowing Youth Nationals 2- 7th in Nation
- 2024 US Rowing Southeast Youth Championship 2- 1st Place in Region

## NON-TECHNICAL SKILLS & INTERESTS

- Language(s): English (Native), Mandarin Chinese (Intermediate)
- Skills: Python, Java, Adobe Photoshop, Adobe Illustrator, Waveforms
- Programs: Microsoft Office Suite (Word, Excel, PowerPoint), Google Suite (Docs, Sheets)
- Interests: cooking, stock trading, chess

# SYNA SONY

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## EDUCATION

**Cornell University** – Ithaca, New York

B.A. in Industrial and Labor Relations

Anticipated Graduation: May 2028

- Accomplishments: Girl Scouts USA National Delegate, Varsity Track & Field Athlete, and Founder of Sustainability Initiative
- Relevant Courses: Psychology of Work, Labor History, Microeconomics, and Intro to Industrial Labor Relations

## PROFESSIONAL EXPERIENCE

**Girl Scouts of The USA** – *National Delegate* | Orlando, Florida

03/2022 – Present

- Served Girl Scouts of Ohio's Heartland as a National Delegate at the 56th National Council session
- Resented to an audience of 1,200 delegates, addressing policies on diversity and discrimination affecting scouts nationwide
- Advocated for initiatives aimed at improving diversity, empowerment, and equality, resulting in increased awareness among delegates.

**Fashion for Life** – *Founder* | Dublin, Ohio

06/2023 – Present

- Advocating for sustainable fashion through teaching others upcycling techniques to 7 different organizations and clubs
- Organizing 5 clothing swap events and provided rental options for special occasions
- Sharing 50+ detailed tutorials and ways to upcycle clothing through social media and a website

**Red Cross** – *Blood Donor Ambassador* | Powell, Ohio

08/2022 – 08/2024

- Managed the hospitality experience by offering refreshments to donors, thanking them for their contribution, and alerting staff immediately if a donor showed signs of feeling unwell
- Greeted and assisted 200+ donors throughout the donation process, ensuring a smooth and positive experience.

**Girl Scouts of Ohio's Heartland** – *Board of Directors member* | Columbus, Ohio

06/2021 – 06/2023

- Participated in discussion and decision-making regarding matters of the council including budget
- Led youth member team planning for the Dream Big project, and older scout retention initiatives Interacted with a wide range of accomplished Board members
- Contributed to decision-making processes impacting over 29,000 Girl Scouts in the central Ohio region

## LEADERSHIP & COMMUNITY DEVELOPMENT

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

02/2025 – Present

Selected Case Experience:

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

**The Cornell Traditional Fellowship** – *Fellow* | Ithaca, New York

08/2024 – Present

- Selected as a top student to participate in an activity for outstanding commitment to community service and work
- Dedicating 100+ hours of service including community service and campus service, positively impacting local organizations + campus initiatives
- Engaging in leadership and service initiatives to improve the community and school environment

**Cornell Varsity Track & Field** – *Athlete* | Ithaca, New York

08/2024 – Present

- Dedicating 20 hours per week to improving athletic performance in high jump and representing Cornell University in Ivy League and NCAA competitions
- Placed third place in the 2024 Ohio State Meet in the high jump with an overall personal record of 5'8"
- Balancing rigorous academics with athletic commitments, showcasing strong time management and dedication

**Cornell's The Wardrobe** – *Operations member* | Ithaca, New York

09/2024 – Present

- Streamlining inventory management processes, ensuring an efficient and organized system to provide professional attire to students.
- Assisting in planning and executing events, promoting accessibility to career resources, and enhancing student engagement.
- Collaborating with team members to maintain operations and improve outreach efforts, fostering a supportive and inclusive environment.

**Mock Trial** – *Witness Captain and President* | Dublin, Ohio

10/2020 – 05/2024

- Led a team of 30 members in preparing and presenting legal cases, fostering skills in public speaking, critical thinking, and teamwork
- Competed in mock trials as a witness, facing district, regional, and state teams, enhancing trial performance and strategic thinking
- Won the Best Witness award – 2022, 2023, 2024

**Girl Up Club** – *President* | Dublin, Ohio

08/2022 – 05/2024

- Empowered young girls to fight for equality in their daily lives. Educated members on current global issues impacting women and led discussions on what we can do to help
- Planned and conducted an event with five different speakers surrounding mental health and strategies for fostering resistance
- Fostered a collaborative and inclusive environment, mentoring club members and encouraging active participation in leadership

## NON-TECHNICAL SKILLS & INTERESTS

- Interests: Social impact, politics, coaching, public speaking, traveling, biking, and crocheting