

John Doe

Address | email | phone number | linkedin

Education

Non-Target State Flagship University, Location

August 2015 - May 2018

Bachelor of Science, Finance, GPA: 3.97/4.00; ACT: 33 (99th percentile); GMAT: 740

Recognition: National Award (given to 150 students in US), School Hall of Fame Inductee, Leadership Legacy, Honors Scholar
Honors Thesis - *College Costs: Crippling the American Economy*

Professional Experience

McKinsey or Bain or BCG, City

June 2017 – August 2017

Summer Intern

- Conducted primary field research by interviewing 25+ customers in order to better understand consumer perspective and develop brand growth strategy for \$900MM national restaurant chain
- Evaluated client's discounting practices by analyzing survey of over 5,000 customers and benchmarking performance against key competitors, highlighting \$10MM opportunity for client to focus discount types on target segments
- Owned brand sentiment work-stream and crafted "Insights Deck" to be presented to CEO & CMO by cutting survey data in excel, analyzing customer focus group responses, and synthesizing information into a compelling storyline

Government Consulting Firm, City

June 2016 – August 2016

Summer Consultant

- Developed "Cognitive Model" of consumer for multi-billion dollar retail client by conducting research, data scraping, and analysis
- Presented insights and actionable recommendations to improve the effectiveness of client's \$500MM market entry strategy; presentations led to client executives pursuing full engagement opportunities with Government Consulting Firm
- Emerged as intern team Project Leader, lending direction and guidance to peers through the development of a MECE project framework and an actionable timeline; entire team received highest praise for excellent performance

Leadership Experience

Student Investment Fund (SIF), University Organization

August 2017 - Present

Co-Lead Manager

- Manage over \$2MM of school's endowment on a team of ten seniors by researching industries, analyzing companies, modeling performance, crafting investment theses, and presenting buy recommendations to internal team and CIO advisor
- Beat S&P 500 index return by 316 basis points, or 3.16% over a seven month investing period

School Consulting Group (SCG), University Organization

September 2015 - Present

President and Managing Director

- Manage team of two Associates and six Analysts investigating 15+ Ed-Tech platforms by creating comprehensive learning system scoring matrix, developing 360 degree Ed-Tech strategy and implementation plan for education-focused social impact client
- Craft investment thesis and present "Pitch Deck" to 10+ potential strategic partners, including Managing Director at Bain Capital
- Establish new relationships with clients grossing over \$40MM in annual revenue by utilizing personal and professional networks; relationship building resulted in SCG's first ever engagement with a non-University affiliated client

Honor Business Association (HBA), University Organization

September 2015 - Present

President

- Lead operations of 100+ member club by coordinating efforts among five person executive board and numerous university officials
- Manage \$24,000 annual organization budget by coordinating with CFO and University Student Government Funding Board
- Increase meeting attendance by 200% by implementing comprehensive member retention strategy informed by member survey

Community Leadership Experience

Internship Mentor Startup, City

July 2017 - Present

Founding Mentor

- Mentor students from across the country interested in breaking into consulting and investment banking from non-target universities

State Special Olympics, Location

August 2014 - Present

Volunteer

- Lead a team of state-qualifying Special Olympians through the annual state-wide Golf Skills Challenge

Additional Information

Skills: Financial Modeling; Linear Programming; Microsoft Excel, PowerPoint, Word; Alteryx; Tableau Dashboard

Interests: Education, EdTech, Mentorship, Running, Chess, Nutrition, Soccer Referee, Manchester United