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EDUCATION

Wake Forest University, Winston-Salem, NC, May 2008
Bachelor of Science in Business, with minors in Entrepreneurship and Computer Science
Program GPA: 3.35 (Dean's List)
SAT Scores: 800 Verbal, 780 Math
Skills: Bloomberg, FactSet, CapitalIQ, Reuters Knowledge, Excel VBA, C++, PHP, MySQL, CSS, AJAX

WORK EXPERIENCE

Summer Analyst - KeyBanc Capital Markets (Industrial Group) Summer 2007

- ▶ Worked on M&A, strategic corporate finance, and capital raising transactions, including Altra Industrial Motion's \$180mm follow-on offering, and a live sell-side M&A transaction
- ▶ Prepared pitch books and industry research reports which directly led to KeyBanc launching equity research coverage on 3 companies in an industry sector previously not covered by KeyBanc
- ▶ Honed analytical skills performing valuation analyses on public and private companies, comparable company analysis, precedent transaction analysis, and discounted cash flow analysis
- ▶ LBO modeling (with sensitivity analysis to offer price, IRR, and future sales fluctuations) for presentation to senior executives
- ▶ Developed interpersonal skills while reporting to and working daily with directors and other senior staff

Co-Founder - Function Technologies (Sold to DailyJolt.com) 2006 - 2007

- ▶ Wrote and presented winning grant applications to raise startup capital (over \$15,000)
- ▶ Created software platform for groups to manage membership and finances (www.thegroupvine.com)
- ▶ Presented in person to upper level administrators and closed sales at over 30 universities in 12 states
- ▶ Created and revised Groupvine's business model, modeled/projected forward revenue, costs, and profits
- ▶ Worked with venture capital firms to raise financing and further revise Groupvine's mission
- ▶ Negotiated eventual sale of company for over 12x EBITDA and supervised integration with acquirer

Class Teacher and Individual Tutor - Kaplan Inc. 2006 - Present

- ▶ Received training in critical thinking, problem solving strategies, and effective instruction techniques
- ▶ Prepare high school students to take the SAT

Co-Founder - Deacon Outfitters 2006

- ▶ Developed and launched online retail website, resulted in over 150 Wake Forest themed t-shirts sold
- ▶ Generated \$1,921 of revenue in two days, maintained 48.2% net margin

Co-Founder - CollegeGarage.com 2006

- ▶ Developed an expandable classified ads solution for students
- ▶ Wrote and revised business plan and contextual-ad based revenue model
- ▶ Marketed directly to students via grassroots campaigns and viral marketing

Information Technology Consultant and Specialist - CES Inc. Summers 2004 - 2006

- ▶ Managed mission-critical computer networks for firms as large as Consec Insurance (\$4 billion revenue)
- ▶ First employee besides founders to be trusted with a key to the shop, to make rounds alone, and respond to routine and emergency calls from clients

OTHER RELEVANT EXPERIENCE

Vice President - Wake Forest Entrepreneurship Society 2005 - Present

- ▶ Led a growth initiative that increased membership from 10 to 200 students
- ▶ Helped plan and execute the First Annual Wake Forest Entrepreneurship Awards, continued annually

Officer, Founding Member - Wake Forest Finance Club 2006

- ▶ Coordinated publicity campaigns to promote speaking events by representatives from various financial institutions including PriceWaterhouseCoopers, PNC Financial, and SunTrust