John Smith

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**EDUCATION Miami State University Miami, FL**

*B.A. in Mathematics, Minor in Spanish Sep 2014 - Jun 2018*

• **GPA:** 3.XX / 4.0; **ACT:** XX

**PROFESSIONAL EXPERIENCE**

**Money Capital Tampa, FL**

*Investment Banking Analyst Jun 2017 – Aug 2017*

* Provided support to portfolio companies, assisted with purchase of accretive add-ons, and helped with new deal evaluation
* Conducted diligence on 18 new deals: wrote CIM summaries, created models, prepared market maps, conducted expert/lender calls, explored acquisition opportunities, and put together slides for senior deal team. Submitted 8 IOIs
* Worked on 5 add-ons for 3 portfolio companies. Met with management teams and provided extensive operational support
* Ran a cross sell analysis by number of customers and products sets for a new deal. Analyzed financials by yearly cohorts
* Forecasted financials and predicted recession impact using an index correlation analysis for a new deal

**Red River Investment Partners Tallahassee, FL**

*Private Equity Analyst Jun 2016 – Present*

* One of two interns at an investment firm focused on lower middle market buyouts and recaps in asset-light services industries (primary focus: education); primarily supported new deal evaluation and extensive portfolio company support
* Researched potential investment opportunities in educational companies. Reviewed CIMs and negotiated NDAs
* Conducted customer acquisition funnel analysis for two portfolio companies, (CPL, CPA and spend as % of CV)
* Analyzed employee turnover and evaluated impact of implemented teacher bonus plans

**Chicago Mercantile Exchange Chicago, IL**

*Research Analyst Aug 2015 – Sep 2015*

* Selected as 1 of 5 summer research analysts from across the globe in the largest commodity exchange in the world
* Investigated impacts of introducing options in the cattle commodity market; interviewed personnel in energy, agriculture, and natural resources. Concluded that options would decrease income fluctuation in rural communities
* Evaluated commodity markets and developed models utilizing Black-Scholes to predict prices on futures

**Basement Trading Experts Fort Lauderdale, FL**

*Sales and Trading Analyst Jun 2015 – Jul 2015*

* Assisted the S&T teams in picking stocks. Reported daily to the team on market trends and predictions
* Utilized candlestick patterns, graph models, volumes, and computer predictions to make final decisions
* Averaged a gain of 0.5% per week. Average trade size was $35,000. Focused on the S&P 500 and the NYSE
* Organized events attracting over 200 people to bring in new clients. Partnered with banks including Goldman Sachs

**LEADERSHIP AND RESEARCH**

**Miami University Investing Club Miami, FL**

*Investing Project Analyst Jan 2016 – Jun 2016*

* Developed promotional strategies for Point72 through research, case studies, surveys, and focus-group interviews; presented the suggestions to the Chief Marketing Officer and Director of Brand Development
* Set up the framework for Point72’s referral system, alumni network, and rewards program

**Miami Institute of Economic Research Miami, FL**

*Undergraduate Research Assistant Jan 2016 – Jun 2016*

* Conducted investigative and statistical research for Professor Tom Clancy, Director of Public Policy at Miami
* Analyzed legal political corruption within the United States. Formulized solutions ranging from campaign finance reform, lobbying adjustments, Westminster system, and tightening regulation
* Published work in a preliminary political science journal, and are working towards a complete book

**ADDITIONAL INFORMATION**

**Honors:** National AP Scholar

**Languages:** English, Spanish

**Activities and Interests:** MMA (JSP), Movies (Mystery), Working Out (Jiu Jitsu), Podcasts (Joe Rogan Experience)