

First Last

Address
Phone # Email Address

Education

Target University

- Intended Major: Economics
- GPA: 3.8/4.0
- Relevant Coursework: Financial Accounting
- Honors/Awards: Outstanding Mock Trial Team, American Mock Trial XYZ Championships (Feb 2014); Dean's List, Target University (Fall 2013); National Debate X-Finalist, XXX Debating Championships (Nov 2012)

City, State
Expected May 2016

Work Experience

Big Four Firm (Deloitte, KPMG, PWC, EY)

Summer Analyst, Transaction Services

City, State
May 2014 – Aug 2014

- Worked in Transaction Services, which included M&A advisory, buy- and sell-side financial due diligence, divestitures, asset purchases, MBOs, carve-outs, financial modeling, and working relationships with banks, advisors, and lawyers during transactions in Consumer/Retail and Oil & Gas: created data books and buy-side financial models to conduct valuation and quality of earnings analyses, met with Clients and Targets' management teams, and prepared Client presentations and deliverables
- Selected Transaction Experience:
 - Private Equity Firm's \$100MM royalty acquisition of North American Restaurant Chain
 - Notified Client of \$600M overstatement of reported earnings related to errors in cut-off testing for sales eligible for royalty calculations; resulted in purchase price reduction of \$8MM for a #% perpetual royalty on the ##-restaurant business
 - Advised Client on numerous challenges, including issues regarding revenue in two different currencies, Target's unprepared financials, overly optimistic forecasts for future growth, and confusion surrounding use of gross or net sales for royalty calculations; Client made significant amendments to term sheet at Firm's urging and expanded our scope of work
 - Oil Company's \$25MM strategic acquisition of Oilfield Services Firm
 - Recognized Target's sales have increased in line with growth in Target's asset base, but have not reached true potential due to Target's cash constraints; informed Client that acquisition of Target could lead to greater growth possibilities with increased capital expenditures
 - Advised Client on Target's poor financial reporting due to weak accounting experience in back office; noted a \$###M decrease in reported EBITDA caused by late receipt of cost invoices, lack of formal records for assets with GBV of \$#MM, and 80% of Target's accounts receivable being more than 90 days outstanding leading to cash constraints for Target's expansion
 - Public Fuel Distributor's \$15MM potential acquisition of X-State fuel company's divestiture of wholesale and retail business
 - Informed Client that Target's non-core, non-divested bulk fuel delivery business is highly profitable and would lead to competition post-deal; led Client to restructure deal to include acquisition of both core and non-core businesses and increased Firm's fees by potential \$XXXM to work on new deal structure
 - Traveled to X-State for onsite visit at Target's office to identify \$40MM carve-out of non-divested bulk delivery business; concluded in a timely fashion that insufficient financial information available and communicated with Client during daily calls to devise three potential changes to deal structure: reduction in purchase price, three-month delay while new accounting system is implemented, or asset purchase of the entire business
 - Determined Target's fuel margins in divested \$150MM wholesale business are determined by revenue mix and not price discrimination among customers
- Non-Transaction Experience:
 - Organized major annual M&A and Private Equity Client Event during the XYZ Festival, by coordinating with upper management to build invite list of over 200 guests to meet with the Transaction Services team to foster client relationships; maintained clear communication with the Marketing team to ensure solid attendance and sufficient planning for drinks and food, established key networks with bankers, lawyers, and private equity firms, and developed networking and business development skills
 - Attended end-of-summer strategy meeting to discuss team's future growth, including more open communication through scheduled weekly meetings, potential campus recruiting to improve staffing needs, and more activities to celebrate team's success
 - Created information package for campus recruiting events to attract new graduates to fill crucial roles in a rapidly growing group

Target University Health Institute

Intern, Finance Department

City, State
Jan 2014 – May 2014

- Conducted research on international grants and financing restrictions, including sanctions and export controls for Cuba, Libya, and Nigeria and presented information at a general body meeting; led to fewer interdepartmental disputes over eligible research funding
- Wrote detailed reference documents regarding University, Institute, and government rules and regulations on foreign money transfers, non-compensatory payments, and tax and immigration policies for internal use; resulted in increased efficiency in the Finance Department

Skills, Activities, and Interests

Languages: Limited working proficiency in Chinese and French

Certificates: Breaking into Wall Street (Excellence with Excel, Financial Modeling Fundamentals)

Activities: Analyst, Target University Investment Club; Attorney and Witness, Target Mock Trial; Treasurer, XYZ Residence Hall

Interests: Tennis, skiing, golf, traveling, watching TV shows, poker, cooking, international politics, world history, and public speaking