

# Jay Gould

Somewhere in the UK

Phone: XXXXXXXXXXXXXXXX E-mail: XXXXXXXXXXXXXXXXXXXXXXXX

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## Education and Qualifications

### XXX College, UK Target

BA Modern Languages (French)  
Predicted degree class: Upper Second Class

Graduating Jun 2014

### Private School, Birmingham

A-Levels: Chemistry (A) (AS), Biology (A), Business Studies (A), French (A)  
GCSEs: 10 grades at A\*, including Maths and English.

Sep 2001 – Jul 2007

*Awarded Memorial Prizes for Business Studies, the Sciences, and Modern Languages.*

### CFA Level I Candidate (Exam Date: December 2013)

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## Work Experience

### Balderton Capital Internship Programme

*Business Development Intern – Scoot / Central Index*

London

Jun 2013 -

- Currently completing a placement with a VC-backed portfolio company, an online local business data provider.
- Assisting the CEO, COO and Head of Business Development in developing new business opportunities.
- Conducting macro and company-specific research on the Australasian and South African advertising industry, developing a proprietary analytical model, and compiling a regional market entry playbook.
- Constructed a national Trade Association database and developed a brand endorsement product offering.

### Swiss BB, Asset Management

*Summer Analyst – Credit Investments Group / ETF Capital Markets*

London

Jun – Aug 2012

- Rotated through two teams: CIG (a High Yield Debt Hedge Fund with ~\$18bn AUM worldwide) and ETFs.
- Analysed and recommended potential investments throughout the capital structure of corporates, through the use of LBO and operating models and associated deal Due Diligence reports. One of my recommendations, BSN Medical, a leading woundcare products manufacturer undergoing an LBO, led to a €20m investment by the Fund.
- Constructed an automated Market Monitor using Excel, VBA and Bloomberg for ETF Capital Markets. The tool is used for monitoring intraday trading spreads, pricing errors and potential arbitrage opportunities.

### Top US BB, Equity Research Division

*Summer Analyst*

London

Jun – Sep 2011

- Worked alongside II-ranked Analysts in the XXXXXXXX and XXXXXXXX sectors.
  - Conducted proprietary research and wrote a report on IP and R&D productivity in the medical devices field.
  - Wrote an individual report providing a detailed outlook of the Chinese pharmaceuticals market, focusing on epidemiological factors, and identifying those European manufacturers most likely to outperform.
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## Entrepreneurial / Other Experience

### Personal equity, option and ETF portfolio

Oct 2007 –

- Developed a knowledge of the fundamentals of capital markets, focusing primarily on both a short-selling strategy on small cap 'pump and dump' shares, and a long term investment strategy focusing on value investing principles and special situations, including divestitures and spinoffs.
- Applied fundamental analysis in the research of investment opportunities in equities and options, primarily through the investigation of SEC filings, industry and equity research reports, and press releases.

### Founder and Manager of Apprenlairs Language Teaching

Sept 2010 – May 2011

- Managed a team of 14 year-abroad students while in Paris, specialising in Business English conversation classes for individuals and small groups. Collectively, the team provided 2700 hours of tuition.
- Organised venue hire, the provision of learning materials and assigned clients to tutors.

### Founder and Managing Partner of ABGZebra LLP

Jun 2010 - Sep 2011

- Launched the 'Oxone' discount card which was distributed free of charge to every student at Oxford.
  - Responsible for negotiating with and managing a client base of over fifty local business owners and managers of national chains, including Nando's and Pizza Express, in order to formulate promotional strategies aimed at the student body, and to develop tailor-made advertising packages for them.
  - 23,000 cards were distributed to undergraduate and postgraduate students, and revenue figures for 2010-11 stood at £22,500, 75% of which represented net profit, split between two Partners.
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## Skills, Other activities and Interests

**Languages:** Native English speaker, near fluency in French, basic Spanish (GCSE).

**Technical:** Financial Modelling (Breaking into Wall Street Advanced Financial Modelling), Microsoft Excel and VBA.

**Drama:** I appear regularly in plays in Oxford, and have been involved in both professional and amateur drama. In 2007-2008, I attended a year-long course at RADA and also currently co-run a London Fringe productions company.

**Sport:** College M2 Rowing, Squash, Tennis, Badminton, Road Cycling (Raised £1500 for charity in an April 2010 ride from London to Paris).