Bob Smith

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EDUCATION

Private Non Target — **State**
Bachelor of Arts in Economics – Magna Cum Laude — May 2014
- **GPA:** 3.8 / 4.0

Study Abroad — **International**
International Finance Courses and Financial Internship — September 2012 – December 2012

WORK & LEADERSHIP EXPERIENCE

MM Commercial Bank — **Regional**
Finance Leadership Development Program — August 2014 – Present
- One of xxx analysts selected for rotational program through various finance, accounting and treasury roles

Rotation One, xxx Financial Planning & Analysis — August 2014 – February 2015
- Responsible for daily and monthly reporting and analysis for a $1B credit card portfolio
- Leveraged excel and VBA knowledge to automate various monthly reports, saving an immense amount of time for the future analysts

Rotation Two, Corporate Development — February 2015 – August 2015
- Assisted the team with ad hoc analysis regarding potential M&A targets and corporate strategy including:
  - Alternative Lending
    - Contributed to building out income statement model of a complex proposed partnership structure with an alternative lending start up that had roughly $40M in assets in 2 years of operation
  - Capital Deployment Analysis
    - Analyzed hypothetical $600M bank and non-bank acquisitions to returns that could be derived from share buybacks, showing the pros and cons of each scenario in a deck presented to senior leadership
  - Indirect Auto Partnership
    - Performed analysis on the possible expansion of a current lending partnership to $4B in loans and determined the profitability of this portfolio by FICO band to determine what the most attractive lending solutions were for the bank going forward.

Rotation Three, External Reporting — August 2015 – Present
- Assisting in preparation and filing of regulatory documents including the 10Q, Call Report and FR-Y9 Report

Very Small Boutique M&A — **State**
Boutique M&A Intern — November 2013 – May 2014
- Assisted partners in advisory and deal sourcing by performing due diligence and industry analysis for current and potential clients of the firm who had over $1M in EBITDA and revenues greater than $5M

Small PWM — **State**
Private Wealth Management Summer Intern — May 2013– August 2013
- Shadowed the firm's highest producing advisor and successfully scheduled over 30 potential new client meetings utilizing cold calling, LinkedIn Networking and High Net Worth databases

Small Advisory Firm — **International**
Business Analyst Intern — September 2013 – December 2012
- Performed industry due diligence on perspective clients, focusing on high growth technology sectors and valuing companies based on comparable transactions, analyzing EBITDA and Revenue exit multiples

SKILLS, ACTIVITIES & INTERESTS

Skills: Microsoft Office, SNL Financial, MergerMarket, VBA, Six Sigma, and Bloomberg Terminal Certified
Interests: Running (Marathons), Golf, Sports, Personal Investing, and Reading