

GARY HARDWORKER

5 [REDACTED] Court ♦ [REDACTED] NY [REDACTED] ♦ [REDACTED] ♦ [REDACTED]@gmail.com

EDUCATION

Non-Target Honors College

Bachelor of Business Administration, Bachelor of Arts

[REDACTED] NY
Class of 2016

Majors: Mathematics with Honors, Economics, Finance; Minor: Honors in the Humanities

- **Cumulative GPA:** 3.75 / 4.0; **Major GPA:** 3.9 / 4.0; **SAT:** 1530 (Math: 800)
- **Awards/Honors:** *magna cum laude*, Presidential Achiever (2012), Dean's List (all semesters), Golden Key Honor Society, Macaulay Scholar (recipient of the equivalent to a full tuition merit scholarship of over \$40,000)
- **Relevant Coursework:** Corporate Finance, Honors Calculus I-IV, Math Statistics, Spreadsheet Programming, Economics

City University of Hong Kong

College of Business

Hong Kong, HK
Aug 2015 – Dec 2015

- **Relevant Coursework:** Business & Economic Forecasting, International Trade, Security Analysis & Portfolio Management

WORK EXPERIENCE

Small Private Equity Fund (AUM<US\$500MM)

Associate, Corporate Finance & Advisory Group

Lusaka, Zambia
July 2017 – Present

- Working on sell-side M&A, debt and equity financings; perform commercial/financial due diligence (quality of earnings, FCF, NWC and EBITDA bridge analyses), prepare IMs, financial models, pitch material, customer and product analyses
- Compile 8 company diagnostics every month assessing business strategies, workflows and financial inefficiencies of clients for submission to PEP-Zambia; clients can qualify for £14MM in aggregate funds to implement recommended interventions
- Selected Transaction Experience:
 - *US\$25MM Cross-Border Sale of Fish & Seafood Distribution Company (active)* – Constructed valuation analysis using company comparables, precedent transactions and DCF; foreign exchange analysis showed company was undervalued by 10% and was successfully used in negotiations to raise asking price to \$25MM
 - *US\$6MM Private Placement Equity Financing for Datacenter & IT Services Company (active)* – Responsibilities include preparing pitch book materials and follow-up on client feedback throughout the equity-raising process

Bloomberg L.P.

Financial Analytics Representative

New York, NY
June 2016 – Dec 2016

- Resolved over 300 inquiries weekly as a client representative for Bloomberg Terminal users by offering instruction and troubleshooting for Bloomberg functionality, drawing on a deep knowledge of Bloomberg systems and financial markets
- Proactively campaigned to integrate technology solutions into the workflow of over 200 buy-side and sell-side clients with a 35% adoption rate resulting in higher Bloomberg Terminal subscription retention rates

J.P. Morgan Asset Management

Private Banking Summer Analyst

Melville, NY
May 2015 – Aug 2015

- Modeled asset allocations for client portfolios with values ranging from US\$1MM to US\$30MM using Microsoft Excel to illustrate the benefits of different investment strategies to clients and produced pitch books for use in client presentations
- Evaluated the performance of ten mutual funds and ranked a client's 70-security stock portfolio to help the investor recommend the best ones for a US\$2MM investment mandate pitch, which was won

COMMUNITY SERVICE & LEADERSHIP ACTIVITIES

Non-Target Honors College

Economics and Business Club, President

[REDACTED] NY
Mar 2014 – May 2015

- Grew 80-person membership by 250% year-over-year with improved marketing campaigns and enhanced use of social media
- Planned bi-weekly events with CEOs of diverse companies such as private equity groups and start-ups to discuss their careers in addition to topics including professionalism and networking advice for more than 50 students on average

National Fraternity [ZBT/AEPI/D-Chi] – XXXXXX Chapter

Founding Father and Vice President

[REDACTED] NY
Sep 2013 – May 2015

- Established the founding framework of the fraternity by arranging and assembling an inaugural pledge class of 12 students

Charity Foundation

Event Chair

New York, NY
Jan 2013 – Jan 2015

- Organized an annual event with over 550 attendees to raise more than \$40,000 towards heart surgeries for children in need

ADDITIONAL INFORMATION

- **Skills:** Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Bloomberg Terminal, EViews, Passed CFA Exam Level I
- **Languages:** Native English speaker, fluent in Hebrew (written, verbal), proficient in French (written, verbal)
- **Interests:** Snowboarding, PADI-licensed SCUBA diver, Singing ([College] a Cappella group), Tennis, Henri Matisse