

[Marty Kaan]

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PROFESSIONAL EXPERIENCE

[Firm Name]

[City], [State/Country]

Associate Consultant

[Jun 20X0 – Aug 20X0]; [Jul 20X1] – Present

- [Associate Consultant with experience advising clients on due diligence in M&A deals operational improvements via digitization and cloud computing; interned at firm in previous summer and accepted full-time return offer]
- Selected Engagement Experience:
 - [Due Diligence for Media Company's Potential \$2.0 Billion Acquisition of Internet Startup]
 - [Completed market size analysis for internet startup, concluding that TAM was \$10-20 billion, higher than buyer's initial estimates; analysis was used to support negotiations for a ~5% purchase price increase]
 - [Analyzed competitive landscape and found that startup had 20-30% more diversified customer base and 30-40% higher recurring revenue than average competitor; CEO of client later used these points in negotiations]
 - [Operational Efficiency Improvements for \$5.0 Billion Healthcare Services Company]
 - [Collaborated with team of 10 industry and technology specialists to transition company's ERP systems to custom cloud-based solution; projected to boost firm's operating margins from 10% to 13% over 5-year period]
 - [Developed communication strategy for announcement to shareholders, which involved benchmarking peer companies that went through similar transitions; contributed to 5% share-price increase following investor call]
 - [International Expansion Project for \$500 Million Business Services Firm]
 - [Evaluated Asia-Pacific markets by analyzing costs of lead generation and service delivery; recommended against expanding overseas because the pay-back period would have been nearly 10 years, given rising costs and competitive pressures]
 - [Recommendation helped management avoid spending \$10 million in initial entry costs; funds were diverted to add-on acquisitions with projected IRR of 15%]

[Firm Name]

[City], [State/Country]

[Consulting Intern]

[Jun 20X9] – [Aug 20X9]

- [Worked with strategy consulting team to research new markets and develop digitization strategies for clients in industrials and healthcare sectors]
- [Recommended new accounting and HR systems that could potentially reduce manufacturing client's operating expenses by 5%]

EDUCATION

[University Name]

[City], [State/Country]

Bachelor of [Arts] in [History]

[Graduated May 20X1]

- **GPA:** [3.9] / 4.0; **SAT:** [1510] [If you're outside the U.S., list grades/scores in your system instead]

SKILLS & INTERESTS

Languages: Fluent in [Mandarin]; Conversational proficiency in [Italian]

Certifications: [Excel & Financial Modeling Fundamentals (BIWS) training program]

Interests: [Triathlons, motorcycle riding, and volunteer work in Central America]

Looking for Extra Help with Your Resume / CV?

We work with a *limited* number of clients each month to revamp their resumes / CVs and cover letters and guide them through the recruiting process in the finance industry. We select our clients carefully to ensure that they can truly benefit from our services.

We aim to create a resume / CV that is at least **twice** as effective as your current one in winning interviews and job offers.

We work with you to extract the key information that will catch the attention of financiers and recruiters, and then we present and position your achievements in the most impressive way possible.

We work primarily with 1) University and Master's students with **significant** internship experience; 2) Current investment bankers, traders, salespeople, research and investment analysts, and middle office staff who are looking to lateral or move to **other areas in finance**, such as sales, investor relations, capital markets, equity research, corporate finance, private wealth management, and **the buy-side** (private equity, hedge funds, and asset management); and 3) **Career changers** who want to break into finance in one of those areas at the MBA-level or above.

This service is **NOT** for you if you're a new university student with no previous internships.

If, however, you think you would be a good fit for our services and you'd like to work with us 1-on-1 to create a more effective resume/CV and cover letter, and to improve your networking strategy, elevator pitch, and interview skills, you can learn more about our services by clicking the links below:

See all our resume editing/coaching package deals and learn how you can get your own customized Action Plan, plus significant 1-on-1 assistance in the recruiting process to help you land finance interviews and offers.



Resume & Cover Letter Editing

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