

Christian Nirschl

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EDUCATION

University of Washington, Michael G. Foster School of Business

Bachelor of Arts in Finance

Cumulative GPA: 3.5/4.0

Seattle, Washington

March 2020

Relevant Coursework: Investments Analysis • Business Valuation & Financial Modeling • Risk Management and Hedging

WORK EXPERIENCE

Highspot

Junior Services Executive

Seattle, Washington

August, 2020-Present

- Project & stakeholder management for platform launches and post launch success initiatives
- Drive success through operation and improvement of the platform while working collaboratively with customers
- Manage technical installation and management of integrations such as Salesforce, Slack, Office suite and Marketo
- Consult customers on how best to manage platform and increase sales rep performance

Snap! Raise

Finance/Sales Intern

Seattle, Washington

June, 2019-March, 2020

- Search for new prospects, research and qualification of leads and cold calling to help build AE pipeline
- Maintain CRM, build relationship with opportunities and set and deliver meetings
- Help in preparation of revenue forecasting, modeling bonus results and tying together the three financial statements for presentation to company management in Excel workbooks
- Work with customer service team to improve response rates through optimized scheduling and identifying trouble areas with clients
- Variance analysis and presentation of various financial parts of the company (budget, projected vs. actual campaigns, employee compensation)

Key Bank

Retail Management Intern

Seattle, Washington

June, 2018-September, 2018

- Led weekly meetings presenting on solutions to upcoming issues, such as decreasing customer counts in branch
- Coordinated with Financial Advisor to learn product packages, how they interact with the markets, and use of Monte Carlo simulations to create pro forma forecast of financials
- Worked with customers to explain products and further their knowledge of financial markets
- Helped organize sales calls and implement strategies to increase customer engagement

Experience and Leadership

Michael G. Foster School of Business Excel Certification

- Advanced Excel certification program designed to address wide base of essential Excel uses
- Work with pivot tables, Goal Seek, data validation and other data analysis tools
- Best practice for Excel sheets and how to effectively present data (chart and graph design)

Breaking into Wall Street Financial Modeling Class

- Advanced Excel functions to create dynamic models to better evaluate companies
- Coursework and case studies using and modeling the three financial statements
- Case studies teaching and constructing a DCF (Steel Dynamics), Valuation (Jazz Pharmaceuticals), Merger model (Suntory Holdings) and LBO Model (7 days inn)

Entrepreneurial Finance case studies

- DCF valuation of a startups and analysis presentation
- Researching effective company comps in order to project beta for company valuations
- Accretion/ Dilution models to present how venture capital would affect the company

General Housing Manager for the Alpha Delta Phi Fraternity

- Managed a budget used to host events, increase alumni participation, and ease the transition to college for new members
- Offer advice on classes, professional development, and any other questions members might have
- Organize 40 people in weekly task to maintain household

Skills

Technical: Microsoft office suite, Financial modeling

Non-Technical: Leadership, Public Speaking/ Presenting, Customer Relations, Consultative selling