

Christopher Markuson

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EDUCATION

The University of Iowa | Iowa City, IA

B.B.A. Finance | B.B.A Business Analytics and Information Systems

- Minor in Spanish
- 3.75/4.0 GPA
- Dean's List Fall 2022-Present
- CIEE Barcelona Study Abroad Spring 2025
- Illinois Spanish Seal of Biliteracy

Anticipated May 2026

BUSINESS EXPERIENCE

Saint Andrews Capital | Hartford, CT

Sales Representative

May 2024-Present

- Canvassed neighborhoods door to door for homes that would qualify for solar energy
- Interfaced with 300+ homeowners a week at their residence, overcoming objections, and lowering barriers to action
- Generated \$549,000 in revenue showcasing exceptional sales abilities and a strong aptitude for building rapport with clients
- Successfully converted 94 leads into set appointments and sold a total of 10 accounts over the length of the internship
- Managed leads using CRM tools to track leads, follow up on appointments to maintain an organized sales pipeline

Kroy Railway Group | Elmhurst, IL

Co-Founder

September 2019-August 2023

- Collaborated in a team with 2 peers to launch a startup through a high school class and won class pitch competition
- Constructed a fully functioning website with informational sections such as predictive analytics, data collection and our team collected and assessed thousands of data points on safety and traffic data from a system of integrated sensors along a railroad
- Developed and presented 5 federal, state and local grant proposals, recommended for funding of \$250,000 by US DOT

LEADERSHIP EXPERIENCE

Alpha Delta Phi Fraternity | University of Iowa | Iowa City, IA

January 2023-Present

Treasurer

January 2024-Present

- Effectively managed a fraternity annual budget of \$300,000 ensuring sufficient cash flow to continue day to day fraternity operations
- Recognized as a top performing chapter in financial management and chosen to test a beta version of a new billing platform
- Negotiated and managed contracts to optimize costs and save the fraternity over \$7,000 in anticipated costs
- Retrieved \$40,000 in past-due accounts through strategic collection efforts
- Attended two national fraternity leadership development summits and conventions in order to better manage finances

Academic Chair

January 2023-January 2024

- Managed 80+ brothers' schoolwork in order to maintain a high standard of a 3.1 average GPA, above the all men's average
- Connected over 66% of brothers with a new club or student organization to strengthen their professional experience

TECHNICAL SKILLS

Tools | Excel, Bloomberg Market Concepts, Access, Python, SQL

Methodologies | Regression Analysis, Data Visualization, Forecasting, Chi-square testing

Coursework | Financial accounting and reporting, Investment management, Wealth management, Financial management

Projects

Investment Management | StockTrak Group Project

- Collaborated in a team of 3 to develop a stock portfolio, balancing risk to optimize Sharpe ratio and maximize return
- Successfully achieved a simulated return of 13.7% over a 4-month period, outperforming the S&P 500 by 9.6%
- Monitored market news and economic indicators, specifically in the energy and utilities sectors to select the optimal portfolio
- Presented findings and recommendations to faculty and peers, received 1st place for portfolio return in a class of 65

Foundations of Business Analytics | Regression Analysis Project

- Delivered a comprehensive business analytics presentation on the win percentage of the Boston Celtics
- Crafted an outline of the problem statement, data sources, methodology, key measures, and conclusive findings
- Presented regression outputs showcasing the step-by-step process used to derive conclusions from the data

UNIVERSITY ACTIVITIES

Financial Management Association | Member

August 2023-Present

- Engage in weekly presentations led by professionals covering topics around markets, networking, and careers in finance

Letters of Love | Member

August 2023-Present

- Attend monthly service meetings to write uplifting letters to children being treated at the University Children's Hospital

Deleted: