

Jerry Lee

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EDUCATION

Babson College

Babson Park, MA

Candidate for *Bachelor of Science* in Business Management, Cumulative GPA: 3.77/4.00

5/2017

Areas of Interest: Strategic Management, Business Analytics

Awards: Harvard International Consulting Competition (2nd place out of 43 teams), MassMutual Scholars Program (1 of 30 recipients in the U.S.), Dean's List, Recipient of the Class of '49 Scholarship | **Honors:** Beta Gamma Sigma (Top 10%)

WORK EXPERIENCE

Kamylon Capital

Wellesley, MA

Private Equity Associate Intern

9/2015 - 12/2015

- Originated and sourced proprietary investment opportunities with \$8M~80M in revenue and \$3M~10M in EBITDA
- Performed in-depth financial and operational due diligence on prospective investments by analyzing market trends, competition, and potential growth opportunities
- Collaborated with a partner on the valuation of an investment opportunity by performing discounted cash flows

EMC

Southborough, MA

Global IT Resource Management Intern

6/2015 - 8/2015

- Appointed as the delegate of an international group of full time employees to correct data for the SPM process migration
- Provided business strategy advice and market research on an internal platform that utilizes gamification
- Selected out of 60 interns to help University Relations plan intern events, which led to a participation rate of 60%
- Contributed to the workforce efficiency plan by recommending actions that decrease the labor costs by over \$2 million

Gray Associates – Strategy Consulting Firm

Concord, MA

Industry Analyst

3/2015- 5/2015

- Created a complex rating system with data from over 7,000 schools to identify possible partners for client
- Conducted online research and utilize data analytics of IPEDS data to create over 20 profiles of client's programs
- Helped define markets for a project involving CMA (Certified Medical Assistants) and defined growth rates for each market using BLS sponsored data to determine the areas of growth in industry

Advancement Services

Wellesley, MA

Data Analyst Intern

5/2014- 7/2014

- Worked on a 24,000 row data spreadsheet to update and validate confidential information
- Completed a 5,000 row data spreadsheet with the use of self-taught Excel Macros (VBA) in less than two weeks to increase the efficiency of the data integrity process

Bed Sidekick

Wellesley, MA

Chief Operating Officer

1/2014- 5/2014

- Voted by 20 peers to run a business as part of first-year curriculum that markets and sells the Bed Sidekick; a sturdy, wooden bed shelf designed to hold personal belongings up to 20 pounds
- Successfully secured \$3,000 in initial funding from Babson College
- Lowered the landing cost by 40% for an international shipment by negotiating between 80+ manufacturers

PROJECT EXPERIENCE

Clarkston Consulting (Management Consulting Field Experience)

Boston, MA

Student Consultant

9/2015- 12/2015

- Analyzed the future adoption rates of biosimilar drugs through the use of surveys, interviews and focus groups
- Evaluated the generic drugs industry to benchmark the future performance and adoption of biosimilar drugs globally

Boston Handyworks

Boston, MA

Student Consultant

9/2014- 11/2014

- Analyzed the revenue streams from each distribution channel for the fiscal year of 2013 and 2014
- Proposed a detailed report of current distribution channel margins to increase revenue
- Expected to increase revenue by more than \$10,000 by implementing our recommendations
- Conducted industry analysis on the online cutting board industry within the Boston area

LEADERSHIP & OTHER AFFILIATIONS

Babson Consulting Association, President

9/2014- Present

- Manage the Small Business Consulting Program, which connects Boston-area organizations with talented Babson students who work as consultants to address current business challenges

Babson Asian Pacific Student Association, VP of Event Logistics

11/2013- Present

- Organized the logistics of campus-wide events including East Meets West (100+ attendees), Make a Dumpling Day (50+ attendees) and more

Delta Sigma Pi, VP of Alumni Relations, Pledge Class President

10/2013- Present

- Spearhead the first Greater Boston Region Delta Sigma Pi Alumni-Collegiate Conference with 90+ attendees

Student Government Association, Class of 2017 Senator

1/2015- 5/2015

- Implemented strategies to improve organization participation through club consulting and school-wide meetings

Other Affiliations: PwC (Elevate Program), Procter and Gamble (IT ELITE Program ~4% Acceptance)

SKILLS & INTERESTS

Computer: MiniTab, R Studio, Tableau, XL Miner, 100+ WPM, Basic HTML/CSS

Language: Conversational Korean | Interests: Mixed martial arts, Android Devices/Software, Lean Six Sigma