**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 (2'4 place out of 43 teams), MassMutual Scholars Program (1 of** 3o **recipients in the U.S.), Dean's List, Recipient of the Class of '49 Scholarship I Honors: Beta Gamma Sigma (Top to%)**

**WORK EXPERIENCE**

**Kamylon Capital Wellesley, MA**

***Private Equity Associate Intern 9/2015 - 12/2015***

* **Originated and sourced proprietary investment opportunities with $8M—SoM in revenue and $3M-10M in EBTTDA**
* 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 6o interns to help University Relations plan intern events, which led to a participation rate of 6o%**
* **Contributed to the workforce efficiency plan by recommending actions that decrease the labor costs by over $2 million**

**Cray 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 (BA) 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 8o+ 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 912014- 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 (too+ 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, It Studio, Tableau, XL Miner, 100+ WPM, Basic HTML/CSS**

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