

Zachary R. Dearing

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Home Address

207 N. Waverly Dr.
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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY (JUNE 2012): GPA 4.5/5.0

CAMBRIDGE, MA

Candidate for Bachelor of Science in Economics and Political Science, Minor in Management

- *Relevant Coursework:* Principles of Micro/Macroeconomics, Intermediate Macro/Microeconomics, Economic History of Financial Crises, Finance Theory I/II, Accounting, Statistical Method in Economics, Single/Multivariable Calculus

EPISCOPAL SCHOOL OF DALLAS (MAY 2008): GPA 4.2/4.0 ACT 35/36

DALLAS, TX

- Salutatorian, National AP Scholar, National Merit Semi-Finalist

EXPERIENCE

MCKINSEY & Co.

STAMFORD, CT

Summer Business Analyst

Summer 2011

- Assessed strategic value of vertically segmenting large telecom company's business customer base (>\$40 billion annual revenue) by industry to better address telecom needs of healthcare and technology customers
- Developed baseline understanding of R&D divisions of two large pharmaceutical clients to identify major divisional differences, potential risks, and opportunities for clients to consider as they prepared for integration
- Evaluated business risk and opportunity for outsourcing and offshoring clinical data management in India

GOLDMAN, SACHS & Co

NEW YORK, NY

Summer Financial Analyst - Securities Division

Summer 2010

- Led deal structuring project for the Mortgages desk senior partner examining arbitrage of spreads between mortgage backed security market values and underlying collateral value; priced securities using InText and implemented proprietary whole-loans model
- Analyzed a publicly traded buyout candidate (\$600 mm market cap) using fundamentals; determined company was fairly valued
- Worked on critical growth and contingency plans for GS PSI minority stake facing imminent cash flow problem

COMMUNICATION MEDIA ADVISORS

BOSTON, MA

Winter Consulting Analyst – Boutique Consulting and Investment Management Firm

Winter 2010

- Staffed on due diligence project for large investment bank evaluating cable markets in Southern U.S.
- Modeled future revenue streams, operating costs, and growth opportunities based upon market trends and demographics
- Worked on a team of six with founding partner to construct predictive models and the final compendium

MAVERICK CAPITAL

DALLAS, TX

Financial Analyst Intern – Operations and Hedge Fund Accounting

Summer 2007, August 2006

- Parsed key information and consolidated funds' prospectus for easier use by the senior traders
- Compiled over 10,000 past positions held and performance data to facilitate its use in a quantitative analysis project
- Maintained a 2,000+ item fixed asset register; supported the A/P group with Excel-based spreadsheet analysis

UNITED STATES SENATE

WASHINGTON, D.C.

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January - June 2007

- Facilitated voting procedure by ensuring senators voted and were informed on what issue was being decided upon

ZD-PCs

DALLAS, TX

Founder and Owner – Computer Assembly Business

July 2002 - September 2004

- Founded and ran a company with a total revenue of \$18,000 that built and sold custom computers direct to customers

LEADERSHIP

SLOAN BUSINESS CLUB (SBC)

CAMBRIDGE, MA

President, Director of Corporate Relations

Fall 2008 – Present

- Led 45 person organization with an annual budget of \$30,000, specifically focusing on membership development and building sponsorship relations with new firms
- Organized the merger of the two largest business organizations on campus (SUMA and SEBC)
- Created and marketed sponsorship programs; contacted and convinced firms to commit \$12,000 in first year

MIT UNDERCLASSMEN GIVING CAMPAIGN

CAMBRIDGE, MA

Co-Chair, Class of 2012

October 2008-Present

- Devised innovative fundraising strategy leading class to raise \$7000, 45% participation rate (beating the previous record of \$5,500 and 29% participation) to fund student service trips abroad

2012 RING COMMITTEE

CAMBRIDGE, MA

Publicity Chair, Committee Member

Fall 2009– Spring 2010

- Shared responsibility for design, marketing, and production of MIT 2012 Brass Rat with committee
- Led publicity efforts for events with a combined budget of \$70,000 and attendance of 800 people each

INTERESTS/SKILLS

- Java, ASP .NET/C#, PHP, JavaScript, HTML
- Marathon Running
- Politics
- Chi Phi
- Golf
- Modern Architecture