

JOHN BERRY

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3301 Red River Street, Apt. 301
Austin, TX 78705

EDUCATION

Williams College, Williamstown, MA

Major: Mathematics

Member: Williams College Varsity Wrestling

B.A. cum laude, Spring 2016

GPA (cumulative): 3.70 / 4.00

GPA (major): 3.84 / 4.00

Oxford University, Oxford, UK

Selected by Williams College professors through competitive application process to study mathematics abroad for Junior year

Lakeland Regional High School, Wanaque, NJ

Valedictorian (class size ~300 students)

WORK EXPERIENCE

Navidar, *Investment Banking Analyst*

Summer 2018 - Present

- Assisted in all major aspects of sell-side M&A deal execution from client acquisition to deal close
- Created financials models for Navidar's sell-side and buy-side clients, which served as the basis for valuation conversations
- Compiled company and industry research, utilizing SEC filings and equity research reports
- Drafted marketing materials in PowerPoint and Word, which communicated our client's core positioning, business model, addressable market, and financial highlights
- Collaborated with the management teams of Navidar's clients on all stages of the M&A process
- Created valuation models based on a variety of intrinsic and comparables-based valuation methodologies (e.g. DCF, M&A comparables, LBO, etc.)
- Advised Navidar's clients regarding internal processes to improve business operations and produce GAAP-compliant financials

Plymouth Rock Assurance, *Product Analyst*

Winter 2017 - Summer 2018

- Drove innovation through the analysis, filing, implementation, and quality assurance of pricing modifications to the company's New Hampshire Personal Auto product
- Acted as product manager of the New Hampshire Personal Auto product following the departure of the former product manager in October 2017; served as the lone employee dedicated to the New Hampshire Personal Auto product line and reported directly to the Director of Product & Underwriting for Connecticut and New Hampshire
- Utilized complex data sets in order to swiftly respond to ad-hoc business requests
- Presented at several monthly meetings on KPIs, product changes, and production defects to audiences ranging from fellow analysts to chief officers, many of them coming from non-technical backgrounds
- Drew actionable business insights and created KPI dashboards by leveraging Microsoft SQL Server, Excel, and Tableau
- Conducted data mining analysis on a third-party vendor that led to the discovery of approximately \$200,000 in overpriced billing
- Led projects spanning several months and requiring interdepartmental coordination

Williams College, *Assistant Wrestling Coach*

Summer 2016 – Winter 2017

Job Description: Planned daily practices, organized travel, and aided in recruiting efforts

LICENSES & TECHNICAL EXPERTISE

Licenses: SIE, Series 63, and Series 79

High-level working proficiency in Excel, Powerpoint, Microsoft SQL Server, Tableau, CapIQ, and Pitchbook. Previous experience with R.

INTERESTS

Watching sports (New York Yankees/Atlanta Falcons/Toronto Raptors), reading fantasy books, and hiking