

MUSTAFA (MUFASA) ISPAHANI

+1 (973) 626-2162 | mustafaispahani@gmail.com; mufasa@bloomberg.net | www.linkedin.com/in/ispahani-m-mustafa
597 Gregory Ave, FL 2, Weehawken, NJ 07086

Adaptable entry-level professional adept in analytics, negotiation, and cultural awareness. Seeking full-time opportunities in investment banking or technology within finance and marketing sectors. Eager to excel in dynamic industry landscapes.

Education

New Jersey Institute of Technology (NJIT)

Newark, NJ

Master of Science: Management and Business Analytics

September 05, 2023 – May 15, 2024

- GPA: 3.8/4.0.
- **Relevant Coursework:** Data Mining & Analytics, Corporate Finance, Management Accounting, Global Marketing Management, and Decision Analysis.
- Education financed through personal savings and student loan.

University of the People (UoPeople)

Pasadena, CA

Bachelor of Science in Computer Science

April 11, 2019 – June 07, 2023

- GPA: 3.48/4.0
- **Relevant Coursework:** Data Science, Microeconomics, Macroeconomics and Applied Statistics.
- Self-financed 100% of tuition by working full time and attending college full time.

Work Experience/Internships

Wealth Management Associate

Equitable Advisors, LLC

June 03, 2024 – Present

Woodbridge, NJ, USA

- Currently engaged in the preparatory phase for Wealth Management Associate role, focusing on obtaining necessary licenses and meeting regulatory requirements set by the NJ Department of Banking & Insurance, SEC, FINRA, and NASAA.

Equity Analyst

NJIT Investment Fund

February 15, 2024 – May 15, 2024 (On Campus Internship)

Newark, NJ, USA

- Conducted in-depth financial analysis utilizing Bloomberg terminal, Excel, and Palisade tools for data analytics, facilitating the preparation of comprehensive research reports on diverse stocks.
- Presented weekly investment recommendations to the fund president and donors.
- Investment portfolio consistently outperformed the S&P 500 benchmark by approximately 4%.

Marketing Manager

Sonali Bioplastics Corporation

February 10, 2022 – June 10, 2023

San Jose, CA, USA

- Led the formulation and Execution of the annual marketing plan and budget, achieving an extraordinary 1100% surge in business exposure.
- Employed Python-built algorithms to gather financial data and conduct financial statement analysis on companies transitioning to eco-friendly plastics. This facilitated strategic engagement with environmentally conscious customers with dedicated capital for sustainable plastics solutions.
- Successfully cultivated partnerships with multinational corporations by presenting a compelling roadmap and cost-saving incentives, resulting in a notable \$600,000 in sales.
- Exhibited adept cold calling and executive communication skills, compelling potential investors. Simultaneously, collaborated with the CEO and CFO to proactively update and involve investors, playing a crucial role in securing capital from an Asian investor for pivotal business development initiatives.

Software Engineer

MyBook Qatar

July 01, 2021 – September 30, 2021 (Internship)

Doha, Qatar

- Developed and deployed a cutting-edge interactive application using Agile methodology for users and vendors of one of Qatar's premier financial service companies. Utilized Node.js, Linux Bash Scripting and PostgreSQL to achieve a 40% performance enhancement, addressing scalability needs for the sole digital loyalty reward solution service provider in Qatar.

Licenses/Training

NJ Department of Banking & Insurance:

- Life, Accident & Health Producer

Financial Industry Regulatory Authority (FINRA):

- Securities Industry Essentials (SIE)
- Series 7 (exam scheduled for October 10)

North American Securities Administrators Association (NASAA):

- Series 66

Bloomberg Market Concepts (BMC) certificate:

- Gained proficiency in financial market principles and analysis using Bloomberg Terminal.

Online classes in Advanced Valuation, Corporate Finance, and Investment Philosophies by Aswath Damodaran (NYU Stern):

- Gained practical skills in utilizing company financial statements for data analysis, conducting discounted cash flow (DCF) assessments including terminal value checks.
- Developed expertise in debt design evaluation and dividend policy assessment.
- Explored various investment strategies, including Value Investing, Growth Investing, Information Trading, Market Timing, and Passive Investing.

Skills/Interest

Skills: Financial Analysis, Financial Statement Analysis, Financial Modeling, Valuation, Forecasting, Due Diligence, Investment Analysis, Accounting, Bloomberg Terminal, Portfolio Management, Financial Planning, Business Analytics, Regression Analysis, R, SPSS, Data Visualization, Tableau, Microsoft Excel, Palisade Decision Tools, SQL, Linux, Git, Python, Agile Project Development, Microsoft Project, Market Analysis, Problem Solving, Persuasive Communication, Socially Adept, Critical Thinking, Adaptable, Collaborative, Working with Investors, Client Relationship Management, Presentation, Innovative, Resilient, Confident.

Language: Fluent English/Urdu, Beginner Korean/Arabic.

Interest: High Intensity Interval Training, Travelling, Music Enthusiast, Cultural Exploration, and Nature Discovery.