

# Myles Marino

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## EDUCATION

**William & Mary, Williamsburg, VA**

*Bachelor of Business Administration in Finance*

GPA: 3.6

*Anticipated May 2023*

## PROFESSIONAL & LEADERSHIP EXPERIENCE

### Business Analyst Intern

**May 2022 – Present**

VMS Venture Fund (Constellation Software): Venture Capital

Providence, RI

- Assisted founders in presentations, strategy, and pitching to our committee consisting of the CEO & partners
- Lead initiatives to unearth past, present, and future entrepreneurs from inside of Constellation Software
- Qualitatively and quantitatively analyzed potential software investments as a potential permanent investor

### Business Development Associate

**Sep. 2020 – October 2021**

iShine For You Auto Detailing: Auto Services

Williamsburg, VA

- Built pipeline by contacting potential customers and engaging previous customers, drove sales +95%
- Implemented processes such as a loyalty program to engage customers more effectively
- Lead team of 3 to find and acquire a new location for brick & mortar business

### Business Development Intern

**May 2019 – Sep. 2019**

EPFR Global, An Informa Subsidiary: Financial Intelligence

Boston, MA

- Conducted research and informed clients on large scale economics invests (such as Brexit) and market effects
- Evaluated company's marketing strategy and advanced strategic initiatives to leadership team
- Analyzed several quantitative trading strategies using Excel & Bloomberg, recommended changes

### Client Services Associate

**May 2018 – Sep. 2018**

Axis Advisors LLC: Wealth Management

East Providence, RI

- Delivered outstanding service to clients daily and worked to alleviate any client concerns
- Educated a clients' investment options using Morningstar, Excel, and Microsoft Powerpoint
- Implemented new Customer Relation Management software and transitioned clients to new system

## PERSONAL WEBSITE- MYLESMARINO.COM (Pitches are down for website re-launch)

- Point in time research & pitches for special situations & buy/hold investments
- Detailed pitches include thesis, valuation, updates on positions
- Pax Global (oligopoly), Manning & Napier (turnaround), BBX Capital (spinoff), Crossroads Systems (great management)

## THINGS THAT DIDN'T WORK OUT (SOME MAY CALL THEM FAILURES!)

- Student-driven venture capital fund, learned that I need to align myself & others with the ultimate goal
- Digital advertising management business, learned that getting that first customer is tough
- Game strategy for Web3 pay to earn game, learned a lot about the ecosystem and players

## PROJECTS, COURSES, SKILLS, & ACTIVITIES

**Finance Certifications:** Series 65, Bloomberg, Training the Street

**Defense:** Used lean-startup methods to craft recommendations for DOD's acquisition & innovation capabilities

**Public Policy:** Created curriculum for RI Department of Education with a focus on Armenian Genocide

**Relevant Courses:** Hedge Fund Management, Managerial Accounting, Applied Financial Concepts, Statistics, Financing Entrepreneurial Ventures

**Activities:** Mason Investment Club, Flat Hat Newspaper, Back to School Program for at-risk youth