Nikole Arlette Montero Cervantes

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EDUCATION

Northwestern University   **Evanston, IL**
Bachelor of Arts in Economics & Data Science   *Expected June 2026*
- Cumulative GPA: 3.7/4.0
- Relevant Coursework: Microeconomics, Macroeconomics, Business Strategy, Statistics, Computer Science, Econometrics, Maths

WORK EXPERIENCE

Northwestern University   **Evanston, IL**
Teaching Assistant for Data Science   *January 2025 – Present*
- Led 4 hours of weekly office hours, providing individualized and group support in debugging code, offering constructive feedback on project progress, and explaining complex topics in statistical analysis, programming, machine learning, and data visualization
- Collaborated with professor to enhance learning for 80+ students by actively addressing in-class questions, providing guidance on complex coding and problem-solving challenges, and ensuring academic integrity through quiz supervision and proctoring

BriteCo   **Evanston, IL**
Marketing Intern   *June 2024 – August 2024*
- Conducted targeted outreach to wedding planners via LinkedIn Sales, email, and cold calls, securing 50 meetings to gather critical market insights and feedback for wedding insurance pre-launch strategy, enhancing data-driven decision-making for market entry
- Converted 85% of calls with wedding planners into potential business partnerships and effectively managed the leads through the business pipeline using an automation software database and tailoring follow-up strategies to match each planner's level of interest
- Reported weekly outreach progress and insights to an 8-people team, contributing to strategic adjustments in the product offering

Northwestern Residential Services   **Evanston, IL**
Home Line Customer Service Representative   *September 2023 – June 2024*
- Resolved concerns, questions, and complaints from +100 students and families via phone calls and in-person drop-ins by promptly providing detailed information about room services, access, cost, and skillfully directing inquiries to ensure satisfaction
- Spearheaded administrative operations, including email management, front desk coverage, and logistics for office projects

Cedrus Fund   **Evanston, IL**
Search Fund Intern   *September 2023 – December 2023*
- Executed a comprehensive analysis of ~100 utility companies selected from the deal-sourcing platform Grata to assess their competitive standing based on financial metrics and industry trends, consolidating findings in a high-detailed Excel database
- Collaborated with +20 industry experts and CEOs to gain insights into industry dynamics, future trends and market opportunities
- Directed presentations on utility industry using segment metrics, SWOT analysis, and pitched potential investments to the team

Willow Grand LLC   **Evanston, IL**
Private Equity & Search Fund Intern   *June 2023 – August 2023*
- Identified and assessed +50 businesses for acquisition by scouring Broker websites, HubSpot and meeting daily with supervisor
- Analyzed firms' Confidential Information Memorandum, income statements, industries-wide performance and participated in +5 companies' management teams to collect industry in-depth insights to deliver recommendations during the acquisition process
- Engaged with 10 potential companies, leveraging networking skills to gather financial data and evaluate their performance through EBITDA, cash flow, and revenue sources for comparative and competitive analysis to make strategic investment decisions

RESEARCH EXPERIENCE

Global Poverty Research Lab   **Evanston, IL**
Research Assistant   *July 2024 – September 2024*
- Screened and analyzed papers to complete +30 surveys to determine their inclusion in the database based on the selection criteria
- Gathered and normalized data from +40 research papers on cash-transfer programs to create a query-friendly database to support the Global Poverty Research Lab – Northwestern group focused on empirical development economics and poverty solutions

ADDITIONAL INFORMATION

Technical Skills: R-Studio, SQL, GitHub, Data Visualization, Market Analysis, Stata, Canva, Microsoft Office (Word, Excel, Power Point)
Awards: Davis Scholar – $160,000 awarded to undergraduate studies; Diplomacy Award – Economic and Financial Committee at MUN
Languages: Spanish (Fluent), French (Limited Proficient)
Activities: Bocconi University Study Abroad, Investment Banking Trek, Women in Business, Minority Business Association