

# ADAM HOSTETTER

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## EDUCATION

### University of Maryland, College Park

Robert H. Smith School of Business

*B.S. in Finance, Operations Management/Business Analytics (dual degree)*

*Minor in Actuarial Mathematics*

Anticipated: May 2020

Major GPA: 3.96

Cumulative GPA: 3.90

- Honors: Wall Street Fellow, Business & Economics Scholar (BSE), NewDay Leader of Enterprise Scholarship Recipient
- Teaching Assistant: Data Modeling (Present), Strategic Management (Present), Corporate Finance (Fall 2018)

## PROFESSIONAL EXPERIENCE

### Morgan Stanley

New York, NY

*Sales & Trading Summer Analyst*

*Jun 2019 – Aug 2019*

- Formulated trading strategies by analyzing client behavior, macro trends, and monetary policy with \$200k+ profit potential
- Developed qualitative pricing analysis by interviewing 10 SMEs for \$60bn fixed income product to predict firm risk
- Optimized risk positions at centralized counterparties reducing gross notional by \$55mm to save \$2mm of margin balance
- Led group project to develop game theory matrix on Chinese trade war by analyzing geopolitics and 'tit-for-tat' tariff strategy

### General Electric Healthcare

Milwaukee, WI

*Commercial Leadership Program Intern*

*May 2018 – Aug 2018*

- Created competitive intelligence dashboard to form pricing strategy for business line with \$500mm in annual revenue
- Interviewed 25 project managers to identify cost savings resulting in \$1mm net profit increase for medical software products
- Led market entry assessment for oncology joint venture to explore potential profitability in precision health market

### Aronson Capital Partners

Rockville, MD

*Investment Banking Fall Analyst*

*Oct 2017 – Feb 2018*

- Built 5 discounted cash flow (DCF) models ranging in value from \$10-100mm for government contracting vertical
- Advised defense contractor with declining revenues on strategic alternatives, such as mergers and asset disposition
- Designed intelligence database of 1,000+ contractors containing revenue backlog data used for prospecting new deals

### Frederick County Circuit Court

Frederick, MD

*Judicial Intern*

*Jul 2012 – Aug 2017*

- Decreased document upload failure by 45% after reconstructing internal document management processes
- Evaluated legitimacy of claims made in 25 criminal/civil appeal cases before escalating cases to appellate court

## LEADERSHIP EXPERIENCE

### Dingman Entrepreneurship Fund

College Park, MD

*Board Member*

*Apr 2019 – Present*

- Analyze business plans, conduct due diligence, and interview founders to provide over \$10k of angel funding to local startups

### QUEST Honors Program

College Park, MD

*Consultant – Northrop Grumman*

*Feb 2019 – May 2019*

- Built predictive model (92% accuracy) in Python utilizing component-level defect data to prevent system-level failure
- Crafted data visualization tools to describe 1.6mm rows of work order data to highlight pain points in manufacturing process

### Vizer Strategy Consulting

Ithaca, NY

*Pro Bono Consultant*

*Mar 2018 – Sep 2018*

- Advised healthcare clients on process improvement, optimization, and strategy implementation
- Streamlined areas of drag in insurance claims by reviewing internal processing time and relaying cost implications

### Ed Snider Center for Enterprise & Markets

College Park, MD

*Student Director*

*Jul 2017 – May 2018*

- Redesigned program curriculum to foster peer learning to improve student engagement by 89% (per Likert scale survey data)
- Designed marketing and advertising campaign to increase applications by 156% producing largest-ever number of applicants

*Senior Researcher*

*Oct 2016 – May 2017*

- Analyzed global oil consumption, middle-eastern geopolitics, projected government shortfalls for the Kingdom of Saudi Arabia, and U.S. capital markets activity to formulate thesis on timing of Saudi Aramco IPO
- Publication: Hostetter, A. (2017). Why IPO: Saudi Arabia's Reasoning for Aramco IPO in a Period of Oil Turmoil

## Additional Information

**Skills:** Python, R, MATLAB, Analytic Solver, Discounted Cash Flow (DCF) financial modeling

**Interests:** Woodworking, cooking, bass fishing, watching documentaries, hockey