

DANIEL NORMAND BOURDEAU

EDUCATION

Boston Startup School, Harvard Innovation Lab, Techstars. June – July 2012

Sales and Business Development Track

6 week professional accelerator focused on entrepreneurship in the Boston area

Bentley University, Waltham, MA

Bachelor of Science, Managerial Economics with Entrepreneurial Studies, May 2012

Minor in Finance

GPA: 3.3 Academic Honors: Deans List

EXPERIENCE

Abpro – Antibodies and Proteins Lexington, MA January 2012 – June 2012

Business Development and Sales Intern

- Perform product pricing analysis
- Collect and analyze competitive market information
- Generate academic leads through cold calls and email campaigns for developing monoclonal antibodies and craft quotes and proposals with customized protocols.

Morgan Stanley Smith Barney Springfield, MA June 2011 – August 2011

Wealth Management Intern

- Performed research for portfolio managers and presented recommendations
- Assisted in account maintenance and record keeping for accounts being transferred into the firm
- Compiled and analyzed macroeconomic research as well as sector and firm specific research for portfolio managers

Southworth Company Agawam, MA June 2011 – August 2011

Business Development Intern

- Analyzed potential new acquisitions for Southworth including detailed financial analysis, forecasting and due diligence
- Evaluated operational efficiency for specific machinery in Southworth's production line
- Planned and implemented a social media campaign and worked with Sales and Marketing on new product promotions and strategy

MAJOR PROJECTS

Angel Capital Association Silvertip Awards, March-April 2011

- Researched and evaluated companies submitted by Angel investors from all over the US
- Projected earnings, exit valuation and exit timeframe for companies, while competing against other students utilizing crowd sourcing. Finished 5th out of 200 students in the competition.

General Business 301: Integrated Business Functions, Summer 2011

- Member of an academically based consulting team charged with developing a business plan for start-up client company, Boston's Designated Driver
- Conducted competitive analysis, gathered data through surveys, focus groups, and online research to develop marketing, operational, and financial strategy.
- Recommendations were presented to management and owners of the client company.

ACTIVITIES

Bentley Entrepreneurial Society May 2009 – May 2012