

AIDAN MARZEOTTI

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EDUCATION

New York University, Stern School of Business, New York, NY *Expected January 2024*

B.S. in Business (Finance Concentration), Computer Science Minor

Selected Coursework: Corporate Finance, Financial Statement Analysis & Modeling, Statistics & Forecasting Models, Equity Valuation, Financial Accounting, Fintech, Algorithms, Data Science

EXPERIENCE

Business Development & Operations Intern

March 2022-Present

Account Spark — *San Francisco, CA (Remote)*

- Worked hand in hand with COO and CEO to help design go-to-market strategy for B2B SaaS product
- Analyzed Salesforce data with Tableau to identify target market segments and ICPs
- Ran A/B tests for outreach emails and improved response rate by 13%
 - Drafted copies of cold emails and LinkedIn messages for sales campaign
- Built Excel dashboard to track financial KPIs (revenue growth, burn rate, churn) and delivered roadmap for venture capital funding
- Monitored customer requests and communicated feedback with engineering team
- Nurtured client relationships, scheduled meetings and product demos for CEO
- Organized lead pipeline on Salesforce

Private Equity Intern

October 2021-March 2022

Industrial Succession Group — *Los Angeles, CA (Remote)*

- Conducted due diligence and market analysis for \$6.5 million acquisition of a metal fabrication company
 - Prepared discounted cash flow valuation based on disclosed financial statements
 - Researched comparables for leveraged buyout model assumptions
 - Put together CIM/brochure for investors and lenders
- Built Python tool to automate deal flow tasks (web scraping + database input)
- Updated deal pipeline CRM and organized document exchanges between stakeholders
- Researched other aerospace, defense and automotive companies for potential leveraged buyouts

Fundraising Consultant

September 2021-November 2021

Ruffalo Noel Levitz — *New York, NY*

- Part-time work as an alumni caller, outsourced by NYU's development office
- Utilized multiple channels for outreach—calling, texting and emailing the alumni network for donations
 - Achieved 133% of quota and raised +\$10,000

PERSONAL SKILLS

Programming & Software: Java, SQL, Python, Excel, Tableau, Salesforce, LinkedIn Sales

Languages: Spanish (*proficient*), Russian (*conversational*)

Interests: Running, Cooking, Travel (been to 20 countries so far)