

William Green

wgreen3@northwestern.edu; (515) 617-8035

Current Address:

1315 Chicago Ave Apt. 8
Evanston, IL 60201

Permanent Address:

331 Kramer St.
Columbus, OH 43232

EDUCATION

Northwestern University, Evanston, IL

Bachelor of Arts in Economics and International Studies; Minor in Business Institutions Program; Expected June 2012

Cumulative GPA: 3.3/4.0; SAT Writing: 780, Verbal: 760, Math: 750

Relevant Coursework: Multivariable Calculus, Statistics, Probability, Linear Algebra, Corporate Finance, Econometrics, Public Finance, Global Financial Markets, International Trade, Lessons in Non-Profit Management

RELEVANT EXPERIENCE

06/10 - 9/10 **International Trading Corporation**, Chicago, IL

Intern

- Worked closely with senior trader in supporting quantitative and qualitative research endeavors for Abacus and EVE, a futures Commodity Trading Advisors (CTA) program
- Tested in-house trading simulator and trading platform for launch in domestic and international markets
- Revamped CPO PowerPoint presentation using Adobe InDesign to attract a wider clientele base
- Established and managed relationships with over 500 hedge funds and CTA that were necessary to complete the first phase of due diligence for Abacus Global Fund, a Commodity Pool Operator

9/09 - 12/09 **campusCatalyst**, Evanston, IL

Non-Profit Consultant - Youth Organization Umbrella (Y.O.U.)

- Developed quantitative performance metrics designed to address issues including a 40% difference between staff and public perception of Y.O.U.'s purpose and services
- Created and executed consistent internal language to better facilitate external communication harnessing existing marketing channels that concluded in consistent external awareness of Y.O.U.
- Conducted comparative analysis of best practices among other non-profits that resulted in the implementation of these practices into recommendations expected to greatly increase Y.O.U.'s donor base

3/09 - 9/09 **Morningstar Inc.**, Chicago, IL

Product Management Intern

- Collaborated in a team project for the creation of a new website design template that increased customer usage and addressed pre-existing problems of complexity and incomprehensibility
- Analyzed, synthesized and delivered customer tracking data that allowed for a 15% increase in clientele base
- Consistently approved and declined advertisement content that upheld the integrity of Morningstar Inc.

LEADERSHIP

1/09 - present **Institute for Student Business Education – ISBE Executive Board**

Corporate Relations Team

Director, Advisor

- Design customized marketing packages for Goldman Sachs, Target, U.S. Cellular, Citadel Solutions and others to reach recruiting goals that include an increase of resume submissions for Accenture Strategy by 100% and an increased attendance rate by over 150% at a Goldman Sachs information session
- Establish and lead a new 15 member Corporate Relations team supported by a sustainable internal structure
- Increase ISBE budget by over 200% with sponsorship acquired through various sponsors

10/08 - present **Institute for Student Business Education – ISBE**

Northwestern Business Review (NBR)

Marketing Manager, Advisor

- Acquire Walgreens sponsorship that contributes 16% of NBR's 2007 Spring Quarter issue
- Lead projects to form sustainable partnerships with intercollegiate business groups from top schools including the University of Pennsylvania, Harvard, and the University of Chicago
- Identify, conduct and manage several distribution channels that surpass a goal of the dissemination of over 5,000 magazines on campus in a single day

5/09 - 4/10 **Undergraduate Economics Society – UES Executive Board**

Director of the UES Peer Advising Program

- Implemented mentorship program which pairs upperclassmen economics students with freshmen having similar interests and experiences to provide guidance for courses and careers
- Expanded UES program events by 50% which heightened UES campus awareness and presence

COMPUTER SKILLS

Proficient in Microsoft Office, Excel, PowerPoint, Access, InDesign, STATA