

Melvin de Medeiros

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Education

UNIVERSITY OF MASSACHUSETTS AMHERST Undergraduate - Bachelor of Science (BS) in Managerial Economics Relevant Coursework: Statistics, Calculus II, International Political Economy, Intermediate, Macro/Microeconomics, Financial Accounting, Price Theory, Computing, Corporate Finance, Decision Analysis	Amherst, MA 2023-2026
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NEWTON NORTH HIGH SCHOOL Graduate of Cambridge Savings Bank Financial Education Program/Dover Legacy Scholar CFO of Black Leadership Advisory Council/Adam London Memorial Scholarship	Newton, MA 2018-2022
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Experience

TJX Financial Analyst	Framingham, MA May 2025 – August 2025
<ul style="list-style-type: none">• Financial Control Reporting Team for Marshalls and TJMAxx• Updating and actualizing complex financial models with \$600M+ weekly• Analyzing, compiling and presenting data• Support daily activities + adhoc projects	

COMETEER Sales Associate	Newton, MA/Burlington, MA July 2024 - January 2025
<ul style="list-style-type: none">• Generated sales leads by cold approaching mall goers• Effectively explained the service and demonstrated products for a \$70/month subscription• Achieved up to 55% conversion rate	

VERIZON - THE HIGHLANDER GROUP LLC Account Executive - Executive Trainer	Framingham, MA May 2024 – June 2024
<ul style="list-style-type: none">• Consistently achieved daily sales quotas of 2 by effectively promoting Verizon's products and services.• Promoted after a first full week on the job.• Achieved the highest rate of payable sales within the company (80%).	

Skills & Extracurriculars

JPMorgan Chase Asset Management virtual experience

June 2024

- Gathered clients' key investment objectives, risk appetite, investment restrictions, and other relevant information to enable recommending a suitable investment solution
- Constructed suitable investment portfolios for two individuals based on their unique risk profiles
- Carried out quantitative fundamental analysis for two stocks and made a recommendation to clients based on their investment objectives
- Calculated Key Performance Indicators (KPIs) for a client's investment portfolios

Technical: Microsoft Office Suite, Data Modeling, Data Analysis, Client communication, Quantitative analysis, Understanding client needs, Portfolio Construction & Analysis, Financial Analysis

Language: English (Fluent), French (Fluent), Spanish (Conversational)

Interests: Personal Portfolio Management (from low three figures to high four figures)