

## Melvin de Medeiros

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### Education

#### UNIVERSITY OF MASSACHUSETTS AMHERST

Amherst, MA

Undergraduate - Bachelor of Science (BS) in Managerial Economics

2023-2026

Relevant Coursework: Statistics, Calculus II, International Political Economy, Intermediate, Macro/Microeconomics, Financial Accounting, Price Theory, Computing, Corporate Finance, Decision Analysis

#### NEWTON NORTH HIGH SCHOOL

Newton, MA

Graduate of Cambridge Savings Bank Financial Education Program/Dover Legacy Scholar

2018-2022

CFO of Black Leadership Advisory Council/Adam London Memorial Scholarship

### Experience

#### TJX

Framingham, MA

##### Financial Analyst

May 2025 – August 2025

- 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

Newton, MA/Burlington, MA

##### Sales Associate

July 2024 - January 2025

- 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

Framingham, MA

##### Account Executive - Executive Trainer

May 2024 – June 2024

- 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)