Matt Smith

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School Address: Harnwell College House, 3820 Locust Walk MB 261, Philadelphia, PA 19104
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EDUCATION

University of Pennsylvania, *Jerome Fisher Program in Management and Technology*   Philadelphia, PA
- *School of Engineering and Applied Science:* BSE in Computer Science, Minor in Mathematics   May 20xx
- *The Wharton School:* BS in Economics, Concentrations in Finance and Management   May 20xx
- *Cumulative GPA:* 3.72/4.00 | *Honors:* Wharton Dean's List & Engineering Dean's List (May 20xx)

Dubai College (High School)   Dubai, U.A.E.
- *SAT Scores:* Math 780 | Writing 760 | Reading 730   June 20xx
- *A Levels:* Mathematics A* (581/600), Physics A* (597/600), Chemistry A* (594/600), Economics A* (396/400)
- *AS Levels:* Further Mathematics A (290/300)

PROFESSIONAL EXPERIENCE

Wharton Small Business Development Center, *Consultant,* Philadelphia, PA   October 20xx - Present
- Consulted for real estate appraisal management software company ($7MM annual sales revenue) and identified potential growth opportunities for diversification in revenue streams
- Analyzed market space for commercial real estate appraisal management software industry and estimated an upper bound for potential revenue generation for new product in this space ($30MM annual revenue)
- Developed Excel interactive sales tool to communicate economic value to customer given set of inputs, such as cost of appraisals and cost of Full Time Equivalents (FTEs)

Management & Technology Summer Institute, *Residential Teaching Assistant,* Philadelphia, PA   July 20xx - August 20xx
- Supervised 50 high-achieving high-school students through completion of college course in Engineering Entrepreneurship that involved thinking of a technology-related business idea and creating an associated market plan
- Advised students on appropriate business plans for their product concepts and discussed getting to market strategies for prototypes
- Facilitated successful construction of product prototypes by acting as technical resource in lab

LEADERSHIP EXPERIENCE

Penn Cricket Club, *Vice-President,* Philadelphia, PA   August 20xx - Present
- Elected by other board members to promote growth and success of club at Penn
- Coordinated weekly training sessions to develop players' skills and assisted with team selection
- Worked to increase campus awareness of club and gain recognition for its achievements as Penn's most successful sports club between 20xx and 20xx

Dubai College, *Deputy Head Boy,* Dubai, U.A.E.   May 20xx - May 20xx
- Elected by 100 staff and 120 students as leader of Senior Student Body due to outstanding academic achievement, social involvement, and sporting excellence
- Managed multiple administrative duties and was highly involved with academic changes in school, particularly those involving student life

UAE U-19 National Cricket Team, *Vice-Captain,* Dubai, U.A.E.   February 20xx - May 20xx
- Selected by coaching staff to assist captain with on-field leadership
- Supported captain with organizational duties and input for tactical decision-making
- Captained Dubai College Senior Cricket Team involving tactical decision-making and motivational abilities

HONORS AND AWARDS

PennApps, *'Best Use of Plaid API' Prize Winner,* Philadelphia, PA   September 20xx
- Developed back-end of *Pava*, an interactive website that displays bank statements based on importance and interest of transactions rather than chronology, with two other team members
- Employed Stochastic Gradient Descent on training set of data to predict interest level of new transactions

Penn Cricket Club, Philadelphia, PA   August 20xx - Present
- Selected as MVP American College Cricket Ivy League Championship (20xx)

Dubai College Cricket, Dubai, U.A.E.   January 20xx - May 20xx
- Recognized 4x MVP DC Senior Team (20xx-20xx), UAE U-17 National Cricket Team Player (20xx)

SKILLS AND INTERESTS

Language: Conversational French
Computer Skills: Fluent in Java; proficient in C, OCaml and Arduino; familiar with Python; proficient in Microsoft Office Suite
Interests: Basketball | Squash | Soccer | Badminton | Gaming