**Jacob Press**

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**EDUCATION**

**Binghamton University, State University of New York**

*Bachelor of Science in Management, Concentration in Finance, MIS* Graduated May 2014

Major GPA: 3.65/4.00; Overall GPA: 3.62/4.00

Dean’s List: Fall 2011

**RELEVANT EXPERIENCE**

**Fulfyll LLC,** Stamford, CT June 2017 – Present

*Founder*

* Created business plan including executive summary, company description, product wireframe, competitor analysis, financial analysis, company strategy, and previous testing data analysis
* Managed team of four which completed design and production of React Native and Ruby on Rails iOS Fulfyll mobile app
* Fixed React Native Android bugs and launched Fulfyll mobile app on both Google Play and App Stores
* Built Fulfyll website, fulfyll.us, using a combination of custom HTML and CSS, and WordPress
* Currently engaged in live alpha test and previously conducted three proof-of-concept tests using GroupMe and WordPress
* Negotiate and review legal documents and contracts regarding subcontractors, trademark applications, terms of services and privacy policies
* Maintain financial spreadsheets for company expenses and forecasted expenses
* Research general wellness in detail to develop beneficial challenges and related facts for the Fulfyll platform

**BAE Systems Inc. – Inc. Headquarters,** Arlington, VA May 2016 – June 2017

*Internal Audit –**Internal Auditor*

* Auditor for financial and non-financial audits spanning domestic and international BAE Systems facilities
* Prepared and presented audit reports and findings to senior executives
* Created Excel file for the Financial Control Framework Audit which analyzed BAE System’s historical audit results, highlighted recent trends, and brought attention to areas of improvement for the company
* Interviewed employees of various levels and functions throughout audits to broaden overall business knowledge

**BAE Systems Inc. – Electronic Systems,** Nashua, NH May 2015 – May 2016

*Sector Financial Planning & Analysis –**Analyst*

* Developed proprietary Sector Rate Model which helped leadership understand various financial and personnel decision effects on company overhead rates and key salients
* Created slides for Quarterly Leadership Meeting including Monthly Executive Summary and International Orders Analysis
* Analyzed, forecasted, and prepared variance analysis on key financial salients for $4b revenue Electronic Systems Sector
* Developed and presented an hour-long balance sheet training for the entire Electronic Systems Sector Finance Team

**BAE Systems Inc. – Electronic Systems,** Endicott, NY June 2014 – May 2015

*Commercial Aircraft Solutions – Program Accountant*

* Lead financial analyst on cross-functional teams with combined contract values exceeding $50 million
* Developed quarterly & annual financial forecasts, tracked program risks & opportunities, conducted weekly reporting, and completed month-end closing activities
* Created Excel workbook with VBA which allowed more timely and accurate inputs to Hyperion, the financial reporting system

**LEADERSHIP**

**BAE Systems Inc. – Electronic Systems,** Various Locations June 2014 – May 2015

*Financial Leadership Development Program*

* Graduated three-year corporate finance rotational program consisting of three one-year rotations across three different locations
* Attended frequent leadership trainings designed to build future company leaders
* Completed capstone investment model project with group of three peers and presented model to BAE Systems Inc. CFO

**Alpha Kappa Psi – Business Fraternity,** Binghamton University, NY May 2012 – December 2013

*Vice President of Membership, Vice President of Finance*

* Managed and Coordinated with a team of six to ensure the new member process was run smoothly and effectively
* Developed 4 years of historical operating data to increase transparency and properly allocate committee and fraternity budgets

**SnoCats Ski/Snowboard Club,** Binghamton University, NY May 2012 – May 2013

*President*

* Led team of 4 peers which organized six heavily discounted group ski and snowboarding trips of up to 100 people
* Recruited new members through marketing initiatives and presentations to achieve a 70% annual member growth rate

**SKILLS AND INTERESTS**

Data Analysis: Microsoft Excel, Python, VBA, Pandas, Numpy, SQL, JSON, Git

Web Development**:** HTML, CSS, Javascript, React Native

Interests: Wellness, Basketball, Tennis, Skiing, Snowboarding, Sports Statistics, Guitar