

Kumasi Bangudi-Smothers: Investment Associate at Spring Mountain Capital, West Harlem Innovation Network

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B.B.A Howard University 2022 - Finance

HONORS/AWARDS

Executive Leadership Council Scholar - Data Science Bridge Fellow - TMCf Geico Scholar - JPMorgan Chase 21 Cap MVP - University Selected Stock Pitch

PROFESSIONAL EXPERIENCE

Venture/Sourcing Associate, Techstars Powered by JPMorgan

(April 2022 - August 2022)

- Evaluated a pool of 500+ startups within the funnel, and scored them based upon their potential and compatibility with Techstars' investment thesis
- Sourced to increase funnel size to 900+ startups by utilizing various databases and networking, while prioritizing investments in diverse entrepreneurs
- Met with entrepreneurs via office hours to provide advice, while also assessing their business model and gauging their fit for Techstars' accelerators
- Judged a group of 24 startups, who matriculated to the final step of the startup accelerator evaluation process, on behalf of the Techstars screening committee

Venture Capital/Growth Equity Summer Analyst, The Chernin Group (TCG)

(June 2022 - August 2022)

- Sourced 150+ companies of interest that aligned with TCG's D2C strategy and analyzed the financial data and projections of companies under evaluation
- Identified a high-potential company, scheduled a meeting between said company and TCG, and catalyzed a possible deal for subsequent rounds
- Conducted extensive market research on the digital media and gaming industry before presenting findings to senior-level investors

Investor Relations Intern, Deerpath Capital Management

(January 2022 - April 2022)

- Identified sourced deal classifications and computed their weight, & formulated client emails to request information necessary for the investment process
- Screened potential funds based upon investment criteria for their fit as suitable investment pool contributors
- Created various pitch decks utilized to advertise Deerpath Capital Management's competency and value to potential funds

Private Equity Intern, Emerald Capital Partners

(October 2021 - January 2022)

- Identified strong businesses with potential through due diligence, modeling, and evaluation as investment candidates for the portfolio
- Contributed to the development of a growing firm by identifying growth areas, generating ideas, and meeting with potential investors
- Utilized Salesforce to upload and organize sourcing data and lead information, which was then analyzed to extract useful metrics and data points

Venture Capital Extern, HP Tech Ventures

(October 2021 - December 2021)

- Comprehended key Venture Capital due diligence and investment evaluation strategies pertaining to emerging software companies with potential
- Delivered a final investment pitch after analyzing multiple companies, which focused on firms that enhance WFH capabilities due to the evolving workforce

Collateralized Loan Obligation Structuring & Markets Rotational Summer Analyst, Citi

(June 2021 - August 2021)

- Composed essays on the trajectory of technological advancements within blockchain, citing multiple information sessions from industry experts and startups
- Employed the Bloomberg Terminal to pull data pertaining to updates in the primary CLO market, and then synthesized it into a master Excel document
- Researched the effects of economic principles on a business's ability to acquire and distribute loans, and how these loans sustain business growth
- Studied CLO structuring and the various loans they are comprised of: such as Private Equity based leveraged buyouts and low credit Corporate Bonds
- Wrote and distributed daily news memos pertaining to the happenings across the financial sector, the crypto sector, and global markets
- Absorbed the fundamentals of Venture Capital and effective strategies to employ, through many guided 1 on 1 sessions with the Citi Ventures team

Supplier Diversity & Analytics Full-time CO/OP, Bristol Myers Squibb

(January 2021 - May 2021)

- Cleaned supplier spend data utilized in the company's initiative to allocate 1 billion dollars to small and diverse businesses by 2025
- Assessed business pitches from potential Bristol Myers Squibb suppliers and discussed the value they could provide to BMS with senior-level management
- Verified small and diverse business certification forms and updated the supplier database with data extracted from SAP Ariba
- Corresponded with suppliers to aid them in their completion of small and diverse business certification forms, while ensuring all required data were listed
- Assisted in the planning of supplier diversity events, community development initiatives, and the distribution of books to underrepresented communities

Business Development & Analytics Summer Associate, Capital Group

(June 2020 - August 2020)

- Conducted sales calls with various software representatives to gain a detailed insight on key differences in specifications
- Analyzed technological elements of current portfolio management system in search of opportunities for optimization and automation
- Presented research findings and recommendations to associates and senior-level management, which were implemented in a transition to an optimal system
- Received the highest mark of achievement, "Far Exceeded Requirements", in every measured parameter on Summer Associate Evaluation

SKILLS & INTERESTS

Technical Skills: Startup valuation - Salesforce - PitchBook - Financial modeling - Excel - Sourcing - Due diligence - Cold calling

Interests: Venture Capital - Web3 - Defi - Funding Black & diverse businesses - Private Equity - Anime - Mixed Martial Arts

LEADERSHIP EXPERIENCE & PROGRAMS

Defining FinTech Initiative

(Spring 2022 - Spring 2022)

Active Trainee

- Developing an understanding of the intricate FinTech industry and of VC funding stages through an accelerated program taught by industry professionals
- Applying learnings from training sessions to create solutions to FinTech problem statements, while studying key factors that distinguish successful startups

Black Venture Capital Consortium

(Fall 2020 - Fall 2021)

Mecca Capital VC Track

- Participating in Venture Capital trainings such as analyzing businesses, creating business models, writing investment memos, and allocating capital
- Learning Venture Capital principles with a focus on aiding in the growth and prosperity of black businesses, with the goal of lessening the racial wealth gap
- Judged student start-up pitch competition while gauging weaknesses and articulating areas of improvement that could be enhanced

Howard University Investment Group

(Winter 2020 - Fall 2020)

Financial Analyst

- Provided industry-specific research on securities by conducting fundamental financial analysis, and utilizing tools offered by the Bloomberg terminal
- Pitched potential securities to group and board of investors, which were utilized to update the University's investment portfolio