

Mike Le

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EDUCATION

University of California, Berkeley

B.A. in Applied Mathematics

Berkeley, CA

December 2020

Relevant Coursework: Financial Economics, Introduction to Mathematical Economics, Concepts of Probability, Mathematical Methods of Optimization, Numerical Analysis, Real Analysis, Partial Differential Equations

PROFESSIONAL EXPERIENCE

Bellator Trust

Private Equity Analyst at the Energy Group

Palo Alto, CA

March 2020 – Present

- Analyzed company CIMs in order to produce several LBO models using various financing structures including seller notes with PIK interest, seller earnouts, senior debt, and preferred equity
- Established and directed a four-member team to explore opportunities in the energy sector, specifically within deregulated energy markets and distributed energy software, resulting in proprietary deals worth an aggregate of \$50+ million in revenue and \$17+ million in EBITDA
- Identified incorrect EBITDA add-backs allowing the fund to decrease an LOI valuation and effectively save \$1.8 million
- Rebuilt our proprietary sourcing process, incorporating hyper-personalized email sequences and new tools such as Apollo.io, reducing the time needed to identify and source proprietary deals by 65% while increasing our positive response rate by 194%

West Sands Partners

Associate Intern

Dallas, TX

May 2018 – February 2019

- Sourced actionable targets that fit WSP's investment criteria by proactively analyzing industries and individual companies, identifying key trends and highlighting attractive areas for investment resulting in twelve leads within the healthcare industry
- Developed a Monte Carlo simulation and investor memo showing that a deal would result in a >25% IRR across ~60% of simulated outcomes and drafted the LOI for the deal
- Estimated the size of the niche speech-language pathology services market for K-12 schools in Georgia to be \$154 million, outlined key competitive and regulatory risks by interviewing K-12 Principals to support diligence on a \$7 million IOI.

EZTech

Founder

San Francisco, CA

January 2017 – Present

- Identified an opportunity within the changing Bay Area demographics to provide IT support services to the elderly population
- Grew the business from a single client to \$6,400 in revenue within 2 years while a full-time student, allowing myself to remain in college and continue my education

Cal Dining

Dish Room Student Lead

Berkeley, CA

August 2016 – May 2017

- Coordinated a team of three student workers to sanitize and resupply dishware and utensils for Clark Kerr's 500+ nightly dinner patrons

LEADERSHIP EXPERIENCE

Associated Students of the University of California

Director of Analytics

Berkeley, CA

August 2017 – May 2018

- Directed a six-member team to analyze our \$1.6 million organizational budget and implement cost-saving strategies to ensure long term fiscal stability, resulting in savings of \$33,000

Assistant Director of Grants and Development

August 2016 – June 2017

- Collaborated with organizational leadership to identify institutional deficiencies and secured \$80,000 in grant funding to address those needs, including a pilot debit card program to streamline student club reimbursements

SKILLS & INTERESTS

- **Technical skills:** Excel, Java (intermediate), Matlab (intermediate)
- **Interests:** California Halibut and Trout Fishing, Competitive Scrabble, Ocean Kayaking
- **Activities:** Cal Actuarial League, Alpha Phi Omega Service Fraternity, Delta Sigma Phi Fraternity