

Maxwell David Wilde

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EDUCATION

COLUMBIA UNIVERSITY

Data Analytics Boot Camp

Skills: SQL, Python, Tableau, MongoDB, JavaScript

New York, NY

Feb 2020 - July 2020

JOHNS HOPKINS UNIVERSITY

Bachelor of Arts, Economics

Minor: Entrepreneurship & Management (Accounting and Finance Concentration), Global Environmental Change and Sustainability

Leadership: Varsity Swimming, Student Government – Finance Chair, Senior Leadership Consultants, Senior Class Gift Committee

Baltimore MD

Sep 2012 - May 2016

EXPERIENCE

SEQUOIA CONSULTING GROUP

Senior Client Analyst, Enterprise

New York, NY

July 2019 - Current

- Negotiated financial terms of core insurance products for employers with 500+ employees
- Presented directly to C-Suite executives regarding the financial standing of their benefits platforms
- Implemented an internal structure to deliver financial deliverables to all 200+ enterprise clients on a regular timeline
- Work with the largest technology startups to create insurance and benefits plans for their employees
- Perform financial analysis of medical claims data in order to choose different funding arrangements for clients
- Utilize Springbuk and Tableau for claims analytics to find gaps and areas for improvement in medical and prescription drug coverage
- Partner cross-functionally across Sequoia's SF and NYC offices to put together decks and presentations for clients

NAMELY

Financial Benefits Analyst

New York, NY

Nov 2017 – June 2019

- Created comprehensive client-facing excel templates to assist in the underwriting process for medical, dental, and vision insurance implemented across all five Namely offices
- Partnered cross-functionally across other departments to create an industry leading benchmarking presentation used by 31 consultants
- Improved existing financial models to simplify and automate calculations surrounding employer benefits contributions
- Forecasted insurance claims and expected pricing for clients based on market trends and data analysis
- Communicated directly with insurance carriers to request pricing proposals and coordinate arguments to reduce client costs
- Prepared client-facing documents, presentations and guides throughout the benefits sales process for client's employees
- Assisted in streamlining the processes of a team experiencing 80-100% top-line growth year over year by educating the team in excel skills and aggregating key knowledge in shared documents

STIMSON LUMBER

Finance and Accounting Intern

Portland, OR

Jun 2015 – Aug 2015

- Projected cash flows using sales data and lumber pricing on weekly basis for CFO and other members of the financial leadership team
- Performed valuation and due diligence on potential acquisition within the timberland and lumber industry; highlighted key callouts used in determining final acquisition target
- Conducted competitive analysis across variety of timberland investors to find potential areas of additional revenue
- Researched market for new building products in the "eco-friendly" construction space and presented recommendations to management

SIGNING DAY, LLC

Intern

Towson, MD

Jul 2014 – Aug 2014

- Partnered with upper management to perform a competitive analysis to find particular areas of need within college recruiting and strengths/weaknesses of the Signing Day website
- Supported development of extensive player database through data input and social media based recruiting; led to activation of hundreds of new player profiles

SKILLS

Computer: Microsoft Excel, Word, PowerPoint, Springbuk, Salesforce, Stata, ManagementReporter