RACHEAL MMANGA

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EDUCATION

Western Michigan University: Haworth College of Business, Lee Honors College	GPA: 3.65

Bachelor of Business Administration: Finance · Anticipated Graduation: December 2024

Honors: Lee Honors College, Dean's List, and Greenleaf Trust scholar

PROFESSIONAL EXPERIENCE

Equity Research Analyst, Greenleaf Trust, Kalamazoo, MI · April 2024 – Present

Research Division

- Researched and analyzed NVIDIA, a leading semiconductor company in the technology sector, utilizing Bloomberg, company investor relations, excel and forecasting models.
- Performed analysis consisting of the company overview and strategy, as well a quantitative analysis involving revenue analysis, forecasting earnings.
- Evaluated the intrinsic value of the company using forecasting models to predict growth and profitability, supporting a buy recommendation.

Retirement Planning Division

- Conducted comprehensive fiduciary plan reviews, enhancing understanding of retirement planning strategies, while utilizing Relius, Salesforce, DocuShare, Excel, and PowerPoint to prepare client meetings.
- Managed daily reconciliation of accounts and monthly filing of segregated brokerage accounts on DocuShare, ensuring compliance.
- Collaborated with relationship managers to review client fees by analyzing client data and market conditions, providing strategic recommendations on fee adjustments to ensure competitive and client-aligned fee structures.

Quantitative Data Analysts: Western Michigan University, Kalamazoo, MI · February 2024 – Present

- Assisted Finance and Commercial Law professors to conduct data analysis and correction on CEOs with Military connection to include training, experience, education, awards, or supervision using research engines such as Bloomberg, Gale, and LexisNexis.
- Participated in preparing research reports and presentations summarizing findings from data analysis, enhancing clarity and visual appeal using tools such as Microsoft Excel.

Sales Analyst: CDW, Chicago, IL · May 2023 – August 2023

- Conducted market research and generated leads, resulting in a 15% increase in potential client outreach and updated partner information for streamlined communication, while utilizing systems such as Salesforce, SPS and Excel.
- Assisted in the development and execution of sales strategies, contributing to closing 5% of previously unclosed deals.

Consulting Extern: PWC, Remote · February 2023 – March 2023

- Designed and implemented a cost-effective career and mentorship program to support a non-profit company called Bottom Line which was implementing a cost-effective program for low-income and first-generation students.
- Employed consulting methods to align the non-profit's activities with its mission and vision and creating tangible value.

EXTRA- CURICULARS

Data Analytics Essentials: University of Texas at Austin, McCombs School of Business

Certificate Program: Data Analytics (Excel, SQL, Python and Power BI) · Anticipated completion: December 2024

Team participated community bank case study competition sponsored by CSBS · January 2024 – May 2024

- Performed a detailed analysis of a West Michigan Community bank to uncover key factors contributing to its resilience amidst industry challenges, including failures of banks like Silicon Valley Bank.
- Collaborated closely with the bank's CEO and team member to create a detailed report by analyzing the banks financial statements and customer's social media engagements during the industry challenge and highlighting strategies and financial measures they implemented to address the challenges.

Team participated credit risk challenge sponsored by Risk Management Association · August 2023 – October 2023

- Conducted in-depth analysis of company financial statements, credit history and ownership structure to evaluate qualifications for expanding revolving credit or new loans.
- Collaborated effectively with team members using Excel to apply advanced forecasting models, delivering insightful projections that guided strategic decisions regarding credit extensions.

Member of Financial Services Association (FSA), Women's Business Network (WBN) and WMU Fashion Merchandizing (MODA).

VOLUNTEER EXPERIENCE

Wealth Development – Greenleaf Trust: Educating high school students of color in financial literacy. · February 2024 - Present

After School Matters Speed Networking: Mentoring high school seniors in career path selection. · July 2023

Junior Achievement: Guiding middle school students on diverse business career paths. · January 2020 – April 2020

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August 15, 2024

Dear Recruiter,

Thank you for taking time to review my application for the Trader at Scalp Trade. After reading through the job description and doing some of my own research, it's clear that you are looking for someone who is a team player, open-minded, accountable and responsible, has the ability to multitask, hardworking and has the willingness to learn from new experiences and has a strong analytical background. Given these requirements, I am certain that I have the necessary skills to be successful in this program and perform well above expectations.

I am currently a senior pursuing a BBA in Finance at Western Michigan University, with an expected graduation in December and a current GPA of 3.65. Throughout my academic career, I have had the privilege of managing a $2.6 million portfolio for the Western Michigan University Foundation through the Student Management Investment Fund class. Additionally, collaborating with finance professors as a quantitative data analyst, where I analyzed extensive CEO's data using Bloomberg and Excel, has further enhanced my skills and prepared me to contribute effectively to your team. I am currently completing a one-year rotation internship as an Equity Research Analyst, where I have gained hands-on experience in financial modeling and valuation, including evaluating NVIDIA's investment potential and providing recommendations. This role has sharpened my skills in Excel, Bloomberg, and client interactions. Additionally, I collaborated with relationship managers to review and adjust client fees by analyzing client data and market conditions to ensure competitive and aligned fee structures. I am passionate about giving back to the community, particularly in finance, because I grew up in a country where many live paycheck-to-paycheck and investing is not commonly practiced. I have dedicated myself to improving financial literacy by teaching and guiding others. My current internship allows me to volunteer in their Wealth Development Program, where I help teach high school students of color about financial literacy. I have consistently been praised by professors, managers, peers, and mentors for my strong work ethic, quick learning ability, and proactive approach to seeking growth opportunities. I believe this opportunity will serve as a crucial steppingstone toward achieving my career goals and allow me to collaborate with talented professionals who share the same commitment to excellence.

After reviewing my resume, I hope you will agree that I am the type of competitive candidate you are looking for. I look forward to elaborating on how my specific skills and abilities will benefit your program. Please don't hesitate to reach out if you have any questions about my background. Thank you for your consideration, and I look forward to hearing from you soon.

Sincerely,

Racheal Mmanga