

Marco Souza
MA in Economics
St. John's, NL - Canada (willing to relocate)

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📊 Analytics Portfolio
🌐 LinkedIn Profile

EDUCATION

- **Master of Arts in Economics** Sep 2022 - Dec 2023
Memorial University of Newfoundland and Labrador GPA: 3.42/4.00
- **Graduate Certificate in Finance, Investments and Banking** Apr 2021 - Jul 2022
Pontificia Universidade Católica do Rio Grande do Sul GPA: 8.99/10.00
- **Bachelor of Science in Economics** Jan 2017 - Dec 2020
Universidade Estácio de Sá GPA: 8.51/10.00

EXPERIENCE

- **Financial Analyst Intern** Sep 2023 - Dec 2023
S.T.R.E.A.M.S. St. John's, NL
 - Secured more than \$800 in funding for a temporary internship role.
 - Improved financial stability by conducting reliable financial projections that should increase profits by roughly 10%.
 - Analyzed business strategies. Enhanced operational efficiency by offering insights that led to strategic adjustments.
- **Research Assistant** Nov 2022 - Jan 2024
Department of Economics - Memorial University of Newfoundland and Labrador St. John's, NL
 - Idealized and successfully obtained more than 6 thousand dollars in funding for a research paper.
 - Conducted research on the impact of tax cuts on Canadian gas prices.
 - Developed and implemented advanced econometric models.
These models are going to be used to be published in academic papers and go on to influence public policy.
- **Teaching Assistant** Sep 2022 - Apr 2023
Department of Economics - Memorial University of Newfoundland and Labrador St. John's, NL
 - Instructed undergraduates on the application of STATA software.
Saved time and money that students would spend on an online paid STATA course.
 - Taught students practical skills for data analysis.
More than 40 students learned and applied these skills in their projects.
 - Provided personalized tutoring on quantitative methods.
Students who dedicated more time to these tutoring sessions had grades in the top 25% of the class.
- **Financial Advisor** Apr 2021 - Apr 2023
InvestPartner Remote
 - Co-managed a diverse portfolio of 100+ clients and \$50 Million in investment assets.
 - Consistently increased assets under management (AUM) monthly.
 - Successfully met or exceeded monthly acquisition targets for new investments and client assets.
 - Achieved a Net Promoter Score (NPS) above 9 by providing outstanding customer service.
 - Increased operational efficiency by developing Excel sheets to monitor investment performances.
 - Implemented and presented impactful meetings for global financial market insights and hedging opportunities.
These meetings saved time for more than 30 advisors and brought opportunities that increased the average commission.

TECHNICAL SKILLS AND INTERESTS

Languages Spoken: English, French, Spanish and Portuguese.

Programming Languages : Stata, Python and R

Relevant Coursework: Econometrics, Cost-Benefit Analysis, Advanced Microeconomics, Advanced Macroeconomics, Advanced Microeconometrics.

Areas of Interest: Policy Analysis, Development Economics, Taxation, Financial Markets, Data Analysis.

Soft Skills: Self-learning, Presentation, Adaptability, Independence.