Michael Kagan

3 Esmac Court North, Staten Island, NY 10304 | (917) 587-3797 | mkagan3@binghamton.edu

EDUCATION AND HONORS

Binghamton University, State University of New York, School of Management   **Binghamton, NY**
Bachelor of Science in Business Administration, Concentrations in Finance and Business Analytics   *Expected May 2022*
Cumulative GPA: 3.85/4.00 | Dean's List All Semesters
Honors: Recipient of David J. Penski '97 and Binghamton University Business Alumni Network Scholarships
PwC Scholars Program: Selective honors program focused on developing future leaders through academic excellence, professionalism, community service/fundraising, and unique networking opportunities

PROFESSIONAL EXPERIENCE

Wilson-Bennett Technology, Inc. - Binghamton University Telefund   **Binghamton, NY**
Tele-Fundraiser   *September 2019 - Present*
- Contribute over $16,000 to the campaign goal (to date) by calling thousands of alumni, utilizing excellent sales technique and tailoring script to each individual's experiences in order to build trust every time
- Build relationships between myself and alumni in order to secure larger and repeat donations to the Binghamton Fund for Excellence, or other smaller, specific funds more fitting to their passions at school
- Earn consistent ranking in the Top 5 callers for both amount raised ($16,000+ a/o 2/26/20) and percentage of gifts received by credit card over the phone (70%+), out of a total of 45+ callers in the Telefund

Eger Health Care and Rehabilitation Center   **Staten Island, NY**
Fiscal Services Intern   *May 2019 - August 2019*
- Collaborated with the internal auditing department to prepare client charts for third party auditors by balancing debits and credits, assisting accountants and the CFO with recording and adjusting transactions
- Performed entering of clients into the online and physical archive by filing checks, cash, and other forms of payment in order to update accounts and track outstanding debts and bed holds on client history statements
- Communicated with clients/their legal representatives about any holds, debts, or balances on their account

LEADERSHIP EXPERIENCE

PwC Scholars Program at Binghamton University   **Binghamton, NY**
Marketing Committee   *August 2019 - Present*
- Create content for PwC Scholars social media pages and website, tailoring posts on each platform to its target demographic, from prospective freshmen to alumni, polishing content up to two weeks in advance
- Document and attend PwC Scholars events throughout the year including socials, roundtables, town halls, and case competitions, as well as maintain relationships with alumni to arrange social media takeovers

Fundraiser for Kali's Klubhouse (Equine Therapy) - Logistics Team   *October 2018 - March 2019*
- Built relationships with local corporations and alumni and collected any possible donations by notifying donors of the exposure they will receive, and the cause they are donating to (equine therapy for disabled children)
- Provided proper nonprofit Tax ID to donating parties, ensuring safe transaction of monetary/gift card donations to our organization and maintained relations with donors by following up after fundraiser

Raymond James M&A Case Competition   **Binghamton, NY**
Competitor   *September 2019 - November 2019*
- Proposed a debt-financed Hostile Tender-Offer of Family Dollar (NYSE:FDO) by Dollar General (NYSE:DG) of $78.50/share, $4/share greater than competitor Dollar Tree (NASDAQ:DLTR), capitalizing on FDO's growing FCFF and relatively low present stock value to achieve a possible upside of 34.39%
- Applied various valuation methods including Discounted Cash Flows with Synergies, Comparable Companies, and Precedent Transactions to achieve an intrinsic present per share value of $106.17 for FDO

ADDITIONAL INFORMATION

Case Experience: Raymond James M&A Case Competition, Barclays Equity Research Competition, PwC Challenge Case, Ernst & Young TechX Case Competition, Deans' Case Competition, DECA Flash Case
Technical Skills: Python - Pandas, scikit-learn, TensorFlow; Bloomberg Market Concepts
Language: Fluent in Russian
Interests: Piano, Basketball, Policy, Philosophy, Machine Learning, Neural Networks