

David Mann Stark

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Education

University of Rochester | B.A. Economics and Political Science

Rochester, NY

Cumulative GPA: 3.89/4.0; ACT: 36/36

Expected May 2016

- Keidacean Senior Honor Society (for top 12 student leaders in class)
- \$20,000 Rush Rhees Scholarship annual merit award; \$4,500 Research and Innovation Grant recipient
- Teaching Assistant – Microeconomics; Program Assistant – Department of Political Science
- Relevant Coursework: Econometrics, Money and Banking, Public Finance, Industrial Organization, Politics and Markets, Financial Accounting, Linear Algebra with Differential Equations, Multidimensional Calculus

Consulting, Sales, and Analytical Experience

NERA Economic Consulting

Washington, D.C.

Summer Analyst – Transfer Pricing

Summer 2015

- Created Excel models to measure global profits of a Fortune 500 manufacturer accused of \$75 million tax evasion
- Analyzed financial data and pricing contracts of a multinational mining company and its competitors to demonstrate compliance with the arm's length standard
- Drafted reports submitted to the OECD Centre for Tax Policy regarding the pricing of hard-to-value intangibles

Purple Strategies | communications consulting

Alexandria, VA

Summer Associate

Summer 2014

- Monitored daily news cycle to help Fortune 500 clients manage business risks in dynamic political environments involving minimum wage legislation, international economic sanctions, and net neutrality regulation
- Analyzed 3,000+ media clips to measure existing news coverage of a Fortune 50 CEO and provide strategic recommendations for a proposed thought leadership campaign
- Synthesized market research data from focus groups and public opinion surveys to reveal insights for client teams

No Labels | political advocacy organization

Washington, D.C.

Digital, Political Research Intern

Summer 2013

- Expanded the No Labels digital brand by creating unique content sent to 200,000+ political supporters
- Coordinated 10-person team to solicit media coverage for the launch of a new legislative initiative
- Drafted background briefs and legislative research memos to support public affairs engagements

RuffaloCODY | nonprofit development

Rochester, NY

Leadership Fundraiser

September 2012 – November 2014

- Led the fundraising staff by securing \$166,366 for the Rochester Annual Fund with a 43.47% pledge rate
- Mentored junior staff members and new hires to improve call center efficiency and success rate

Leadership and Project Management Experience

University of Rochester Students' Association Government

Rochester, NY

Student Body Vice President, Communications Director, Senator

September 2012 – Present

- Responsible for strategic guidance and management of 60-person organization with a \$1.2 million budget
- Lobbied University Deans and Trustees for funding and policy changes to improve the lives of students
- Launched campus-wide sexual assault awareness campaign in collaboration with The White House
- Led 12-person creative team to optimize engagement with 5,600 students; increased web visitors by 84% YOY

Sigma Phi Epsilon Fraternity

Rochester, NY

Vice President of Communications

December 2013 – November 2014

- Built internal communications infrastructure that increased event attendance by 30% YOY
- Launched new digital strategy that increased social media engagement by 130% YOY
- Established the 19th Ward Mural Project; raised \$2,400 for creation of an interfaith mural in downtown Rochester

Technical Skills and Interests

Technical Skills: Bloomberg Terminal, FactSet, Excel, PowerPoint, Word, VocusPR, LexisNexis, STATA, Java

Interests: Playing bass guitar in a funk rock band, US elections and polling, traveling to new cities