Lee Davis Jones

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Education University of California, Berkeley, Haas School of Business

Berkeley, CA

Master of Business Administration Candidate, May 2016

- Emphasis in Entrepreneurship and Technology
- Vice President, Sponsors Global Social Venture Competition (GSVC).

Lipscomb University

Nashville, TN

Master of Education in Instructional Leadership, August 2010

• Completed two-year master's program organized by Teach For America in one year while working full-time.

Augsburg College Minneapolis, MN

Bachelor of Arts in English (Minor in Sociology), May 2009

• GPA: 3.92, Summa cum laude, Dean's List in 8 of 8 semesters, Regents' Academic Scholarship.

Experience

2015 Autodesk

San Francisco, CA

M&A Finance Intern

- Conducted financial discovery and due diligence for 3 acquisitions and 2 strategic investments with combined transaction values totaling \$67mm.
- Developed integration roadmap and directed operational discovery across 12 global business units to integrate \$280mm acquisition of UK-based CAD/CAM systems designer.
- Designed Black-Scholes Model to re-price executive options per recent regulatory mandates of Dodd-Frank Act.

2012–2014 Standard & Poor's Capital IQ

New York, NY

Associate (2013–2014)

- Managed and grew over 140 client relationships with more than 2,200 active users at hedge funds, private equity/venture capital firms, and multinational corporations with an annual contract value of over \$12mm.
- Evaluated client needs and designed workflow solutions to optimize performance, idea generation, and risk management for clients with > \$100bb assets under management.
- Delivered customized presentations for various S&P Capital IQ data and analytics solutions to both prospective and existing clients, driving > \$3mm in new revenue in 10 months.

Analyst – Excel Modeling Team Specialist (2012–2013)

- Directed product enhancement initiatives for Excel modeling tool serving > 700,000 users at 4,200 firms.
- Led team of 4 to win 2012 S&P Capital IQ M&A Competition recognized for exceptional financial modeling.
- Winner of McGraw-Hill Financial ACE Award for outstanding teamwork; led team of new analysts to build and promote valued customer relationships.

2011–2012 Vox Clara Group, LLC

New York, NY

Operationally-oriented investment and advisory firm focused on incubating and managing tech-enabled and consumer-facing lifestyle businesses in the US and internationally.

Business Development Associate

- Developed and negotiated strategic partnerships for e-commerce wedding registry business leading to new product partnerships with 3 major retailers and increasing product offerings by > 400%.
- Led business development efforts to cap fund, securing > \$1.5mm in LP investor capital.

2009–2011 Teach For America (TFA)

Nashville, TN

High School Corps Member (9th, 10th, 11th, and 12th Grade English)

- Led English classes to attain highest state test scores in the past decade, with 93% of students scoring "proficient" and 38% of students scoring "advanced" (more than double the amount from 2008-2009).
- Improved 72 students' reading and writing levels by an average of 1.5 grade levels over an 8-month period.
- Rewrote 9th grade English curriculum for 250 students; this curriculum is still used today.

Leadership:

- Selected by TFA directors to serve as Transition Team Leader; developed mentoring strategies for 62 incoming corps members.
- Elected by TFA administration to lead fundraising initiative; raised more than \$30k for incoming Nashville corps.

Additional

- Mentor at Brothers Big Sisters of NYC; Weekend Teacher at Uncommon Schools Excellence Boys School.
- Teaching English in Thailand designed curricula to teach high-poverty students in Prachuap Khiri Khan.
- Avid cooking, literature, film, and chess enthusiast; passion for collecting and refinishing mid-century furniture.
- Extensive international travel to more than 30 foreign countries; full-time Airbnb host.