

Karim Sageev

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EDUCATION

University of Toronto

Bachelor of Commerce, Finance and Economics Specialist

Toronto, ON

Class of 2026

- Cumulative GPA: 3.82/4.00, Dean's List Scholar, BC District Scholarship (Economics), BC Achievement Scholarship

EMPLOYMENT EXPERIENCE

Silverstone Capital

Private Equity Summer Analyst

Toronto, ON

Summer 2023

- Facilitated in a strategic acquisition of a company generating over \$1 million in revenues in the healthcare sector; leading to increased customer base and total addressable market for Silverstone's first acquisition, ModuleMD
- Conducted comprehensive research and analysis on private medical billing and insurance industries, market dynamics, and investment opportunities; resulting in the identification of 30+ high-potential companies for further inquiring
- Produced a CIM for a medical billing company generating \$1.4 million in annual revenues, outlining the organization's key strengths, financial performance, market positioning, and growth opportunities to attract Silverstone Capital LPs
- Experience at Silverstone Capital's acquisition, ModuleMD:
 - Sourced new clients and developed effective cold-calling and emailing strategies in collaboration with sales and marketing teams, resulting in significant growth of over 200 potential clients
 - Collaborated with the Medical Director to implement a new digital medical service within ModuleMD, leveraging strategic planning skills and industry knowledge to optimize processes and drive improved patient outcomes
 - Engaged in bi-weekly sales training sessions to strengthen sales techniques; increased personal sale efficiency

Bay Street Capital Investments

Private Equity Winter Analyst

Toronto, ON

Winter 2023

- Conducted extensive weekly company screening, evaluating 50+ potential acquisition targets, based on factors such as employee count, location, and revenues, contributing to the identification of high-potential targets for BSCI's investment
- Showcased analytical skills, attention to detail, and presentation abilities by participating in and winning internal case competitions through analysis of CIMs, organization of confidential data, and impactful presentations to senior stakeholders
- Developed and delivered effective industry pitches using Microsoft PowerPoint and Excel, leveraging visual aids and data-driven insights to showcase future searching targets for Bay Street Capital Investments

UBC Recreation

Scratch Coding Instructor

Vancouver, BC

Summer 2022

- Demonstrated exceptional communication skills resulting in high levels of student engagement and achievement
- Increased parent satisfaction by 10% by providing daily summaries of student activities, progress, and achievements

EXTRA-CURRICULAR ACTIVITIES

Toronto Student Investment Counsel

Analyst

Toronto, ON

Winter 2023 – Present

- Researched and analyzed the commercial real estate industry trends and catalysts, and built a DCF model to successfully write an investment memo on a short position for CoStar Group (NASDAQ: CSGP)
- Expected to participate in stock pitches, create in-depth industry reports, and conduct LBO analyses
- Expected to attend workshops related to accounting, the three statements, valuation, M&A and Excel

Rotman Commerce Case Competition Team

Competitor

Toronto, ON

Summer 2022 – Present

- Created revenue and expenses schedules by analyzing competitive landscape, growth opportunities, and revenue segments
- Competed as a representative of the University of Toronto in 7 case competitions across 2 countries, specializing in sustainability and data integration for emerging markets, while acquiring valuable skills in slide design and financial planning
- Collaborated with 3 teammates to strategize Porsche's 2007 restructuring to win 1st place in the Eclipse Case Competition

Rotman Commerce Finance Association

Events Associate

Toronto, ON

Summer 2022 – Present

- Contributed to the successful planning and execution of 7 annual events, demonstrating strong organizational and teamwork skills; facilitated connections between 500+ Rotman Commerce students and finance industry professionals.
- Planned and organized the Forays into Finance event by connecting with industry representatives from six finance sectors, and hosting the sell-side panel, resulting in 100+ students' attendance

SKILLS, ACTIVITIES & INTERESTS

Skills: Bloomberg Market Concepts, Coding (Python, Java), Capital IQ, Microsoft Office (Word, PowerPoint, Excel, Outlook)

Activities: HKU/HSBC Business Case, RCEO Case Competition, FLC Case Competition, Eclipse Case Competition, KOTN/Good & Well Case Competition, Rotman Commerce Virtual Trading Competition, Victoria College Soccer Team

Interests: Skiing (Freeride), Mountain Biking (Downhill), Billiard, Golf, Formula 1 (McLaren), Soccer (Chelsea), Tennis (Djokovic)