NOAH WERKSMAN
NEW YORK, NY

NOAHWERKSMAN@GMAIL.COM | (310) 651-1824

EDUCATION

University of Pennsylvania, The Wharton School   2016 – 2020

Bachelor of Science in Economics
- *Cumulative GPA:* 3.7/4.0, SAT: 2310/2400, SAT II (Mathematics): 800/800
- *Honors:* Joseph Wharton Scholar (top decile of incoming Wharton class), Benjamin Franklin Scholar, Wharton Research Scholar, Dean's List, American Water Polo Scholar Athlete
- *Relevant Coursework:* Data Analytics, Operations & Information Management, Advanced Product Design, Honors Thesis

WORK EXPERIENCE

Ankura Consulting Group | Associate (New York, NY)   **June 2020 – Present**
- Consultant in the Office of the CFO group, which advises CFOs on how to optimize finance and accounting processes, enhance financial planning and analysis, develop decision support analytics, and improve working capital and liquidity
- Participating in the post-acquisition standup of a $100 million film distribution company located in Los Angeles that is expanding into film production; leading the development of a customized cash flow model, which allows the company to analyze potential capital allocation opportunities in film production, and implementing internal workflow automation tools and dashboards to standardize management and financial reporting
- Developed and integrated a credit-to-cash initiative to collect $15 million of aged receivables (90+ days past due) from the top 25 customers of an $8 billion publically-traded chemicals distributor; presented new billing and cash collection processes to increase the company's margin, liquidity, and capital efficiency
- Wrote statistical algorithms in Python in order to build a sales and marketing playbook for a $250 million aftermarket powersports distributor that is focused on the domestic parts, accessories, and apparel markets; developed sales strategies to increase margins on the company's top 25 customers
- Developed automated validation tools in Alteryx that tested the accuracy of a general ledger conversion during a strategic initiative to improve the scalability and efficiency of the enterprise resource planning system for a domestic $5 billion home rental company
- Transferred to Ankura from Berkeley Research Group upon the acquisition of the Office of the CFO team in Oct. 2020

Guggenheim Securities | Investment Banking Summer Analyst (New York, NY)   **Summer 2019**
- Advised two companies in the media and agriculture industries on M&A opportunities, totaling 17 assignments; responsibilities included financial modeling, valuation analysis, and company/industry research
- Analyzed the risk of bankruptcy by conducting liquidity and recapitalization analyses for a $380 million agricultural technology company, whose earnings had declined due to the poor execution of a go-to-market strategy
- Explored potential acquisitions for an $80 billion home entertainment company that was focused on video games and contemplating an expansion into eSports; resulted in a new marketing campaign for the company's existing content library

Northwestern Mutual | Financial Representative (Los Angeles, CA)   **Summer 2018**
- Transacted insurance, created financial and retirement plans, and helped establish IRAs and 529 College Saving Plans
- Full Life Agent (life, health, and accident), CA license #0M14245 (inactive); non-resident licenses in New York and Texas

LEADERSHIP

University of Pennsylvania Men's Water Polo | President & Starting Goalie   2016 – 2020
- Led the university's club water polo team, oversaw a $5 thousand annual budget and a team of 25 players; worked with university and league administrators to plan competitions, recruit athletes, and manage team affairs
- 2018 Main Line League Champions, 8-0 record, 2019 Collegiate Water Polo Association Mid-Atlantic "A" Bronze

Wharton Neuroscience Initiative | Research Assistant   2019 – 2020
- Led a behavioral laboratory experiment to test the effect of celebrity gaze direction on binary choice decision-making; contradicted hypothesis that endorsements in which the celebrity is gazing at the product increase the likelihood of the subject choosing that product as opposed to when the celebrity is gazing at the viewer (toward the subject)
- Worked with lab technicians, data scientists, graphic designers, and the executive director to prepare lab experiment

SKILLS & INTERESTS

Skills: Excel, PowerPoint, Tableau, Alteryx, Python, R, SQL, CapIQ, FactSet, Visio, PsychoPy, HTML, and basic JavaScript
Interests: Water Polo, Indie Music (Glass Animals, James Supercave), Movies (Goodfellas, Peanut Butter Falcon)