

# NOAH WERKSMAN

NEW YORK, NY  
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## EDUCATION

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### 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:* Corporate Finance, Data Analytics, Operations & Information Management, Honors Thesis

## WORK EXPERIENCE

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### Rhino | Senior Associate (New York, NY)

May 2021 – Present

- First associate on the Finance team of a Series-B Insurtech startup backed by Tiger Global Management; responsible for KPI analysis, projections and reporting as well as top-line quarterly reforecasts and maintenance of investor-ready model
- Rebuilt the investor financial model by improving IS & BS projection methodologies and reevaluating KPI drivers to inform management of segment-level premium and policy growth; reduced monthly premium variance to under 4% from forecast
- Helped build LTV/CAC analysis used to inform company-wide decision to cut monthly cash burn from \$5M to \$3.2M and extend runway from 11 to 20 months; producing renter cohort analyses for Risk to target more profitable renter profiles and eliminate landlord partners with high loss ratios.
- Led implementation of EPM software tool used to automate 90% of month-end reporting processes; reduced average time-to-close from ~2 days to 5 hours
- Tripled the size of the Revenue Share business to 15 Enterprise partners and cut related costs by ~\$200K annually; responsible for drafting proposal terms, creating pitch decks and automating quarterly remittance processes; work closely with SVP of Revenue and the Director of Revenue Operations

### Ankura Consulting Group | Associate (New York, NY)

June 2020 – May 2021

- 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

## LEADERSHIP

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### 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

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**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)