

Philip Song

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Education/Certifications

Tufts University, School of Arts and Sciences

August 2019

- Bachelor of Arts in International Relations; Concentration: International Finance

Cumulative GPA: 3.32; **SAT:** 2280; **SAT II:** Math Level II 800, US History 800, Literature 730

- CFA Exam Level I; Level II Candidate
- FINRA Securities Industry Essentials Exam

December 2019

August 2019

Work Experience

SparkLabs Group - VC Research Associate

Aug 2020 to Present

- Conducted fundamental research on portfolio company performance (post: \$30m++) using multiple channels (financials, speaking to management, channel and market research) to generate and deliver detailed investment/strategy recommendations to general and limited partners
- Met with and generated investment recommendations via memo on 50+ start-ups; 1 term-sheet signed

Hive AI - Enterprise Sales and Business Development

Oct 2019 to April 2020

- Promoted two enterprise-level SaaS solutions and generated a \$3.6M+ ARR pipeline across 30+ clients
- Audited pilot results and helped calibrate ASR model parameters prior to client testing via API
- Sourced and closed a large enterprise deal with a major music streaming platform

Lazard Ltd. - Investment Banking Summer Analyst

July 2016 to Sept 2016

- Assisted in creating marketing materials such as company profiles and pitch decks
- Conducted basic precedent transaction analysis and comparable company analysis
- Assisted in drafting materials exchanged between multiple sides of ongoing cross-border deals
- Conducted research and prepared daily M&A memos sourcing Mergermarket

CNBC International - Equity Research Intern

May 2016 to July 2016

- Analyzed 10Qs, 10Ks, analyst reports, and news stories of large market cap (\$1b ++) Asian companies
- Created time series charts on metrics such as share price, multiples, earnings, used on the broadcast
- Independently sourced, wrote, and delivered 4 stories for broadcast on AM television (~100k viewers)

MA State Senate Committee on Bonding, CapEx, and State Assets - Intern

Jan 2016 to May 2016

- Independently led a Senate-mandated research project on the implementation of a distance-based variable pricing model for Massachusetts rapid transit systems
- Collected data from internal sources to build a multivariable regression model and deliver a 30 page report and presentation to the committee chair
- Report was featured in a seminar on research-based policymaking hosted by State Senator John F. Keenan

Wall Street Survivor - Stock Trading Competition

Sep 2015 to Jan 2016

- Diversified portfolio with TMT and energy stocks and EM bonds, placed 6th in CA, 204th of 850k globally
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Extracurricular

180 Degrees Consulting - Consultant

Sep 2015 to Feb 2016

- Delivered actionable solutions for improving business efficiency and cost reduction to non-profit clients

Tufts Financial Group - TMT Analyst

Sep 2015 to Feb 2016

- Led TMT equity research and modeled investment opportunities using DCF and comparable company analysis

Interests: Intramural baseball, World Series of Poker, creative writing, AI/ML, stand-up comedy, The Mandalorian