

# RACHEL E. SOLOMON

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## EDUCATION

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### Barnard College '18

New York, NY

*Bachelor of Arts | Major: Economics Minor: Psychology & English*

*GPA 3.9/4.0*

#### Relevant Coursework

- Statistics
- Psychology of Learning
- Psychology of Personality
- Perception
- Developmental Psychology
- Systems & Behavioral Neuroscience
- Equality Between the Sexes
- The Economics of Gender
- Inequality & Poverty

### Columbia Engineering | FinTech Bootcamp

New York, NY

*Six-Month Program*

*Mar 2020 – Present*

#### Key Technological Skills

- Advanced Excel
- Time-Series Analysis
- Programming Languages
- Machine Learning Applications
- Logistic Regression
- Blockchain Applications

## WORK EXPERIENCE

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### Citigroup Private Bank | Full-Time Rotational Analyst

New York, NY

*Rotation 1 | Associate Banker*

*Aug 2018 – Feb 2020*

- Worked with Private Bankers, helping over 50 families manage their long-term financial goals, grow their businesses and strategize for future generations
- Partnered with Product Specialists across Citi — including Investments, Capital Markets, Lending and Banking Specialists — to create customized financing and investing strategies in alignment with client objectives

*Rotation 2 | Business & Client Strategy Associate*

- Analyzed CPB's market share/revenue growth trajectory and worked with six North American regions to set new client acquisition targets and develop five-year implementation plans
- Partnered with business and market managers across the US to track growth progress and adjust regional sales goals
- Identified over 850 key opportunities to expand and retain client relationships by focusing on the next generation

*Rotation 3 | Investments Associate*

- Worked with Investment Counselors to market Citi's global investment strategies and raise capital for private equity and real estate fund offerings in partnership with third party managers
- Created daily portfolio review and asset allocation models for a book of over 500 clients

*Rotation 4 | Investment Finance Associate*

- Assisted in underwriting new lending facilities collateralized by marketable securities portfolios and concentrated stock positions; this includes evaluating collateral quality, analyzing risk factors and customizing deal terms

### J.P. Morgan Corporate & Investment Bank | Summer Analyst

New York, NY

*Markets & Investor Sales Summer Analyst*

*June 2017 - Aug 2017*

- Strategized an opportunity to provide liquidity solutions, derivatives clearing and custody services to an \$80 billion variable annuity complex and pitched to the heads of the Markets and Investor Services business

### CBRE Capital Markets | Summer Analyst

New York, NY

*Loan & Portfolio Sale Advisory Summer Analyst*

*June 2016 - Aug 2016*

- Conducted market research used for the valuation, due diligence and sale of mezzanine debt and performing and non-performing mortgages secured by commercial real estate across the country

## LEADERSHIP & INVOLVEMENT

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### Citi Analyst Program

New York, NY

*Recruitment, Mentorship and Development Volunteer*

*Dec 2018 - Feb 2020*

- Worked with Citi's Analyst Program to re-strategize training material, mentor incoming analysts and recruit new talent

### BOK Solutions | Gooroo Tutor App

New York, NY

*Brand Development & Expansion Lead*

*Dec 2015 - May 2016*

- Worked with Columbia alumni to develop, launch and grow an app platform aimed at providing affordable tutoring and creating flexible job opportunities for college students
- Formed a marketing team from seven NYC college campuses and recruited 150 student tutors prior to beta launch

**Columbia Spectator Newspaper**

*Staff Writer*

**New York, NY**

*Sept 2014 - Dec 2015*

- Wrote monthly articles about new art and performance exhibitions for Columbia's student publication

## **SKILLS & INTERESTS**

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**Financial Licenses** | **Series 7 & Series 66** | *Registered Investment Advisor & Securities Representative*

**Skills:** Consumer & Market Research, CRM, Microsoft Office Suite & Excel, Google Suite, Beginner in SQL

**Interests:** Blockchain, Psychology, Food Inspired Travel, Podcasts, Boxing