

# Scotland Muir

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## Education

**University of California at San Diego, Rady's School of Management, San Diego, CA** June 2025  
*Master's of Science in Business Analytics* 4.0 GPA  
**Relevant Coursework:** AI & Deep Learning, Unstructured Data Analysis, Predictive Analytics, Data Driven Communication  
**University of Southern California, Dornsife College of Arts and Letters, Los Angeles, CA** December 2023  
*Bachelor of Arts, Health and Human Sciences* 3.4 GPA

## Experience

**Private Equity Analyst** | Intersection Capital, Carlsbad, CA March 2024-Present

- Led a team of six analysts to develop a capital model that raised \$10M by delegating tasks, purifying financial data, becoming functions, and developing market analysis
- Analyzed macroeconomic and localized trends to generate insights for strategic investment decision and presentations
- Managed meetings with analysts and supervisors to go over different sectors in the Market
- Initiated and won several pitch competitions among the analysts, which won several weekly pitching presentations
- Supported efforts to secure a \$400M capital raise, contributing to the expansion of the investor base to 450 accredited investors through strategic analysis and in-person presentations
- Marketed and communicated with sponsors and accredited investors by utilizing targeted outreach and relationship-building strategies to drive investment and secure funding

**Associate Consultant** | F&A International Consulting Group, Encinitas, CA December 2024

- Built Functions on unstructured pictures of text to save the other employees 20 hours of work
- Built and managed databases by sourcing data from diverse online resources, leveraging Python and Pandas to extract, clean, and organize critical information, enabling teams to advance research effectively
- Performed in-depth due diligence reviews to evaluate the utilization of multi-million-dollar donations, ensuring organizational goals and delivering actionable insights and recommendations

**Strategic Growth Intern** | DineLocal, Los Angeles, CA June 2023–August 2023

- Led the KPI program that found high priority restaurants in the area by setting metrics for food quality and price, Yelp review ratings, Reddit community key phrase popularity, and overall foot-traffic popularity of establishments
  - Analyzed app user interface to determine pain points for customers, identified and resolved complications in app login path, which led to a 20% increase in customer sign-ups
  - Developed pitch deck showcasing potential earnings of popular restaurant events used to secure \$5K in funding
- Researched impact of low-priced alcohol, impact of price vs. demand, trends of customer inflow/outflow, optimal days to hold events, and common reasons to attend events at Restaurants to determine economic benefits

**Business Development Intern (Remote)** | Side Hustle Bread Company, Long Island, NY August 2022–January 2023

- Spearheaded customer base expansion and revenue increase campaigns by identifying and targeting potential food markets, fairs or festivals in the New York tri-state area that the company could penetrate
- Conducted benchmarking research through evaluating metrics for market size, market penetration, popularity, reviews / ratings of competitors, and goals of the market / gathering
- Documented over 200 orders and sales from past transactions, revenues, amount neglected, and amount sold using Excel and analyzed data to create visual graphics and charts highlighting the top products to optimize expansion

## Involvement & Activities

**Co-Founder** | Rady Consulting Club, La Jolla, CA August 2024–Present

- Founded the first Graduate Consulting Club at UCSD's Business school
- Grew membership to 115 active members within one month and established a strong executive board
- Launched monthly events for students to listen and foster connections with consulting professionals across top firms
- Currently designing and leading the club's first live consulting project, organizing members into teams to develop and present solutions, with the top-performing group selected to work directly with the client

**EMT Manager** | Marine Safety Division of the City of Encinitas May 2020–Present

- Managed and mentored over 200 junior lifeguards throughout the summer by conducting drills, simulations, presentations, and challenges, providing feedback when needed and acting as the liaison
- Communicated safety and lifesaving policies / methods to over 200 junior lifeguards to minimize potential tragedies
- Collaborated with colleagues to reduce risk and keep civilians safe in many situations such as shock and bluff failure
- Intervened in 400 life-threatening emergencies by demonstrating crisis management skills to rescue victims from injury

## Skills & Involvements/Interests

**Skills:** Data Manipulation, Word, Excel, Powerpoint, Tableau, Snowflake, Python, SQL, R, Simulation, Ensemble Learning

**Involvement/Interests:** UCSD Life Science Club, Rady Data Analytics Club, Rady Marketing Club, American Medical Student Association, Beta Psi Omega, USC Club Swim, Beta Psi Omega, UCSD Club Swim Team