

# SAMY FALLAH

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## EDUCATION

**Northeastern University**, Boston, MA

GPA: 3.6/4.0

Bachelor of Science in *Computer Science & Business Administration*; Concentrations in *Finance and Fintech*

Expected May 2025

**Relevant Coursework:** Corporate Finance, Financial Management, Object Oriented Design, Machine Learning

**Honors & Activities:** Student Value Fund, Private Equity Club, CASE member, NCG consulting, Dean's List

**The Village School**, Houston, TX

GPA: 4.0/4.0

Related Courses: *Computer Science (IB HL)*, *Business (IB HL)*, *Mathematics (IB HL)*

Aug 2017 - May 2021

**Honors & Activities:** Honor Roll (2017-2021), Varsity Soccer Captain, Cum Laude

## WORK EXPERIENCE

**Boston Consulting Group (BCG)**

Houston, TX

Summer Associate

Jun 2024 – Aug 2024

- Assisted the development and deployment of a RAG-AI chatbot for a major utility company's customer service operation, reducing response times by 40% and cutting operational costs through automation and improved query resolution.
- Contributed to a wildfire risk assessment model, leveraging geospatial and historical data to improve disaster prediction accuracy by 35%, enabling more precise cost analysis and resource allocation
- Conducted a deep-dive operational analysis across the company's tech and procurement functions, identifying inefficiencies that led to \$20 million in potential annual savings through optimized vendor management and process improvements.

**McKinsey & Company**

Boston, MA

Solutions Delivery Analyst (Co-op Internship – 6 Months)

Jan 2024 – Jun 2024

- Leveraged Spendscope categorization software to analyze and classify over \$25 billion in expenditure data, delivering key procurement strategies and identifying significant cost-saving opportunities across multiple industries
- Led the development and implementation of a comprehensive spend categorization and taxonomy framework for a leading national utility company, enhancing organizational spend efficiency by 65%
- Developed and presented insightful decks on the application of generative AI in procurement, pioneering advanced approaches for taxonomy creation that drive operational improvements

**Fells View Capital**

Boston, MA

Search Fund Intern

Oct 2023 – Feb 2024

- Researched SaaS & supply chain sectors, contributing weekly industry theses for team to identify niche investments within \$3M—\$10M revenue range and formulate Fells View deal pipeline
- Managed outreach campaign, conducting customized email marketing sequences to 200+ companies monthly on HubSpot, achieving 22% response rates and facilitating the progression of potential investments to Letters of Intent (LoIs)
- Perform due diligence on 5+ potential acquisitions by analyzing Confidential Information Memorandums (CIMs) and directly sourcing financial documents to assess the investment target's potential growth, risks, and market positioning

**Bain & Company**

Boston, MA

Business Analyst (Co-op Internship – 6 Months)

Jan 2023 – Jun 2023

- Conducted comprehensive private equity market trend analysis, providing valuable insights to clients, contributing to decision-making processes
- Collaborated closely with product owners to successfully pilot the creation of a knowledge management chatbot, improving information retrieval and enhancing operational efficiency
- Created a company-wide training video on LLM prompting viewed by 1500+ employees

**Khoury College of Computer Science**

Boston, MA

Teacher Assistant (Data Science and Discrete Structures)

Sep 2022 – Jan 2024

- Graded papers and exams for 100+ students, providing constructive feedback to enhance student performance
- Designed 4 comprehensive study hour sessions for midterm and final exams, presenting and teaching to 50+ students

## SKILLS & INTERESTS

**Technical Skills:** Java, Excel, Python, HTML, CSS, SQL, Swift, OpenAI (Knowledge Expert), MS Suite

**Languages:** English (Fluent), Italian (Fluent), Spanish (Working Proficiency), French (Beginner)

**Interests:** Soccer (A.C Milan), Watches, Tennis, Golf, Fitness, Guitar, Travel, Cooking, Chess, Formula 1, Poker