

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