

# SAMY FALLAH

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## EDUCATION

**Northeastern University**, Boston, Massachusetts 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, Algorithms & Data

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

**The Village School**, Houston, Texas GPA: 4.0/4.0  
Related Courses: *Computer Science (IB HL)*, *Business (IB HL)*, *Mathematics (IB HL)* August 2017 – May 2021

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

## WORK EXPERIENCE

**Boston Consulting Group (BCG)** Houston, Texas  
Incoming Summer Associate June 2024 – August 2024

**McKinsey & Company** Boston, Massachusetts  
Solution Delivery Analyst (Co-op Internship – 6 Months) January 2024 – June 2024

- 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%
- Leveraged Spendscope categorization software to analyze and classify over \$25 billion in expenditure data, delivering key procurement strategies and identifying significant value capture opportunities across 10+ industries
- Orchestrated 20+ client-facing sessions for data validation, critically analyzing direct and indirect expenditures to support strategic supplier contract renegotiations
- Presented impact-driven strategy recommendations to both senior leadership and key client stakeholders as part of a procurement transformation for a leading private equity firm
- Developed and presented insightful decks on the applications of generative AI in procurement, pioneering advanced approaches for taxonomy creation to drive operational improvements

**Fells View Capital** Boston, Massachusetts  
Search Fund Intern October 2023 – February 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)
- Performed 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, Massachusetts  
Business Analyst (Co-op Internship – 6 Months) January 2023 – June 2023

- Conducted comprehensive private equity market trend analysis, providing valuable insights to clients, contributing to decision-making processes
- Leveraged extensive experience in OpenAI technologies, mastering AI models and prompt engineering to drive insightful analysis and data-driven solutions
- Co-created a pilot knowledge management chatbot with key product owners, improving information retrieval and enhancing operational efficiency
- Created a company-wide training video on LLM prompting viewed by 1500+ employees, exhibiting skills to leverage AI models for data analysis

**Khoury College of Computer Science – Northeastern University** Boston, Massachusetts  
Teaching Assistant September 2022 – January 2024

- Assisted students in understanding and applying key concepts in Data Science and Discrete Structures
- 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, PowerBI

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

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