

Spencer McDougal

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EDUCATION

Brigham Young University – Marriott School of Business

Provo, UT

Bachelor of Science in Finance, Minor in French

Apr 2020

- GPA 3.95 / 4.00
- ACT 30 / 36, 90th Percentile
- *BYU Financial Scholarship*, Academic
- *Marriott School of Business Dean's List* (top 5% of students) for 3 semesters
- Member of the Finance, Real Estate, and Investment Banking Clubs

EXPERIENCE

Cordova Analytics (*Data Analytics*)

Austin, TX

Financial Analyst

Aug 2021 – Jan 2021

- Created slides for company monetization strategies to maintain a high profit margin while continuing to attract current and potential customers
- Developed short reports, created financial models, and constructed pro forma reports to project future revenue and opportunities for growth

Selected Transaction Experience

- Designed core-written content for personal finance app and website
- Created financial calculators, retirement account decision trees, and basics of investing informational brochures

LGCY Power (*Solar Company*)

Miami, FL

Sales Manager

Jul 2021- Aug 2021

- Managed a group of 10 individuals by helping them understand market needs through presentations to improve 'deal closing rate' by a multiple of 3
- Generated over \$800,000 in growth revenue

Metro Men's Health (*Men's Health*)

Salt Lake City, UT

Call Center Sales Manager

Dec 2020 – Aug 2021

- Managed a team of salesman to reach their quotas, goals, and provided counsel, mentorship, and accountability
- Strategized marketing data and research to grow in weekly, monthly, and quarterly revenue

First Digital Telecom (*Telecommunications*)

Salt Lake City, UT

Business Development Analyst

Oct 2019– May 2020

- Created reports analyzing marketing strategy, competitors, and problems with current growth model
- Evaluated past and current financial data
- Presented solutions through data analysis to improve the efficiency and impact of business operations and growth

LEADERSHIP & SERVICE

Magi United (*International Service Organization*)

Salt Lake City, UT

Ambassador

Aug 2018 – Present

- Gathered a team to help create service projects to enhance the lifestyle of less fortunate families
- Organized 25 individuals to actively participate in weekly service projects and quarterly service trips

The Church of Jesus Christ of Latter-day Saints

Cote D'Ivoire

Volunteer Representative

August 2018- November 2019

- Managed finances of over 200 volunteers by creating budgets, managing rental agreements, and directing international banking relations
- Taught weekly language classes to help others increase their ability to become self-independent

AWARDS, SKILLS & INTERESTS

- Bilingual: Proficient in English and Proficient in French (CEFR certificate)
- *Eagle Scout*, Boy Scouts of America: directed 50 individuals in creating basic health kits for families in need
- 3rd Place, UGF VC Case Competition