

Sophia Williams

After working in sales & trading at an investment bank in New York City and graduating from Columbia University's Fullstack Development bootcamp, she is looking to combine her skills in a **frontend developer role at a fast-paced startup**.

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EDUCATION

Columbia Engineering, Fu School of Engineering and Applied Science

New York, NY

Fullstack Developer Bootcamp

May 2023 – Nov. 2023

- Collaborated with an early-stage startup founder to develop a full-stack personal finance application ([Zenvest](#)) written in Javascript and powered by the MERN stack. I led front-end development to implement the Marketstack API and create a clean, engaging user interface
- Proficiencies: HTML5, CSS3, JavaScript, React, Tailwind, NodeJS, GraphQL, jQuery, Bootstrap, ExpressJS, Database Theory, MongoDB, MySQL, Command Line, Git, Service Workers, Webpack, TypeScript, Figma, Python

The King's College

New York, NY

Bachelor of Science in Finance, Business Management (3.9/4.0 GPA)

Aug. 2018 – Dec. 2021

- Honors: Magna Cum Laude; Presidential Scholarship and The King's Grant (\$30,000 annually), Dean's List
- Relevant Coursework: Entrepreneurship and Venture Formation, Decision Process and Negotiations, Philosophy, Ethics, Financial Modeling, Corporate Finance, Financial Accounting, Business Strategy
- Technology PM for TKC Student Managed Fund (Sep. 2020 – Dec. 2021); researched and created recommendation reports for two stocks and one ETF per quarter; used a L/S equity strategy to manage fund's positions within the sector

EXPERIENCE

R.W. Baird

New York, NY

Institutional US Equity Sales

Jan. 2022 – Feb. 2023

- Advocated for customers' interests across institutional clients, corporate clients, investment bankers, equity research analysts, traders, and Baird management to maximize revenue from my long/short equity hedge fund client base in the New York market
- Achievements: Increased account revenue by over \$100,000 within one quarter of co-covering a \$20bn+ AUM hedge fund account; Used Python to automate daily tasks for the Equity Sales department; First place in department-wide stock picking competition for 2022

Sunrise Brokers LLC

New York, NY

Equity Derivatives Intern (US Volatility Desk)

May 2021 – Dec. 2021

- Incorporated Microsoft Excel's Bloomberg add-in and Python to analyze CRM data; ran analysis on 12 months of trade data (over 14,000 trades) to improve precision in client outreach and drive incremental trades
- Undertook an 8-week intensive corporate derivatives training program covering options pricing and structures, Greeks (delta hedging, gamma pnl, theta decay, vega & term structure, vanna & skew), and VIX

WeVidIt

New York, NY

Brand Development Intern

Sept. 2020 – Mar. 2021

- One of two employees outside of senior management at an early-stage media startup
- Managed creator recruitment and partnerships, directed creative content, and led a team of two other interns

OTHER

- Certifications: CS50 (Spring 2023), Series 7, Series 63, Securities Industry Essentials (SIE, Sep. 2021), CAIA Fundamentals of Alternative Investments Certification (Sep. 2021), Financial Modeling Bootcamp Certification from Career Centers NYC (Aug. 2021), Intermediate Python and Data Manipulation with Pandas through Datacamp (Apr. 2020), Fashion and Luxury Management Summer Course with Institut Français de la Mode (Jul. 2020)
- Interests: Reading, Architecture, Stoic Philosophy, Pilates, Chess, Snowboarding, Cows