

# Sophia Williams

275 South Street #16K New York, NY 10002  
sophiaashleighwilliams@gmail.com  
(864) 293-0226

## EDUCATION

### The King's College

New York, NY

*BSc in Business Management, Concentration in Finance*

Aug. 2018 – Dec. 2021

- GPA: 3.75 out of 4.0
- Honors: Magna Cum Laude; Recipient of the Presidential Scholarship and The King's Grant (\$30,000 annually), Dean's List
- Relevant Coursework: Financial Modeling, Real Estate Finance, Entrepreneurship and Venture Formation, Investments, Corporate Finance, Financial Accounting, Business Strategy, Decision Process and Negotiations
- Consumer Discretionary PM for TKC Student Managed Fund (Sep. 2020 – Dec. 2021); researched and created recommendation reports for two stocks and one ETF per quarter; pitched recommendations to the executive team and analysts; used a long short equity strategy to manage the fund's positions within the sector

### Columbia Engineering, Fu School of Engineering and Applied Science

New York, NY

Full Stack Web Development Bootcamp

May 2023 – Nov. 2023

- The Columbia Engineering Full Stack Web Development Bootcamp is a rigorous curriculum that prepares its students for a full-stack: HTML5, CSS3, JavaScript, jQuery, Java, Bootstrap, Express.js, React.js, Database Theory, MongoDB, MySQL, Command Line, Git, and more. From computer science fundamentals to front-end and back-end development, this program covers the most in-demand skills for full-stack web development.

### James L. Mann High School

Greenville, SC

*Concentration in Mathematics*

Aug. 2013 – May 2018

- GPA: 4.0 out of 4.0; ACT Score: 31; SAT Score: 1400; Graduated with Highest Honors
- President of the French Club, National Honors Society, National Arts Honors Society

## WORK EXPERIENCE

### R.W. Baird

New York, NY

*Institutional US Equity Sales*

Dec 2021 – Present

- Managed interests across institutional clients, corporate clients, investment bankers, equity research analysts, traders, and Baird management to maximize revenue on resources (access to equity research analysts, Baird Conferences, NDRs, banking deals, etc.)
- Covers long/short equity accounts in the New York market
- Increased account revenue by \$100,000 in less than six months of co-covering a \$6bn+ 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*

May 2021 – Dec. 2021

- Interned under the U.S. Volatility Desk covering primarily single stocks, ETFs, and some indices (SPX, VIX)
- 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
- Incorporated Microsoft Excel's Bloomberg add-in and Python to conduct CRM projects and analyze internal data; ran analysis on 12 months of trade data (over 14,000 trades)

## OTHER

- **Proficiencies:** Python (Basic), Microsoft Excel (Financial Modeling; VBA), Microsoft PowerPoint, Adobe Creative Cloud (Photoshop, Premiere Pro, and After Effects)
- **Certifications and Relevant Coursework:** 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)
- **Extracurricular Activities:** Member of Women Who Code
- **Languages:** English, French (basic proficiency)
- **Hobbies / Interests:** Reading, Pilates, Chess.com, Snowboarding, Health/Wellness

