

Zackary R. Wais

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EDUCATION

The University of Toronto

Bachelor of Science: Mathematics Major, Statistics and French Minors, Business

Toronto, ON

Expected Spring 2024

RESEARCH & WORK EXPERIENCE

Baton

New York, NY

Finance Intern

Fall 2023

- Implemented a DCF model to skillfully project company earnings and provide key insights into long-term financial health.
- Leveraged CRM software to conduct comprehensive analyses of hundreds of companies, preparing detailed valuations and crafting investor presentations.
- Integrated market trends and economic indicators into financial models, enhancing the robustness and accuracy of investment strategies.

Huntstone Capital

Toronto, ON

Private Equity Senior Analyst

Fall 2021

- Led and reviewed a team of four analysts, ensuring leads matched our target company profile.
- Evaluated hundreds of CIM'S throughout North America, and individually pitched them to my manager and team.
- Leveraged CRM software to engage business owners, brokers, and firms for acquisition opportunities.

Sierra Succession LLC

Philadelphia, PA

Private Equity Summer Analyst

Summer 2021

- Developed a four-step email drip campaign to target small business owners for acquisition; AB tested three emails resulting in an 8% conversion rate.
- Sourced evaluated an offer on a \$1,000,000 EBITDA business and handled negotiations with the broker.
- Executed two private company valuations to determine the last three years of cash flows as well as the projected future cash flows allowing my manager to place accurate bids on both companies.

EXTRACURRICULAR ACTIVITIES

University of Toronto Sports Business

Toronto, ON

Director of Corporate Relations

Summer 2022 – Present

- Secured partnerships with leading brands and pro sports entities for our annual conference.
- Adopted a private equity model for outreach and managed data-driven tracking databases.
- Brokered the club's record sponsorship deal, securing \$8,500 in sponsorship funds.

University of Toronto Consulting Association

Toronto, ON

Business Development Associate

Summer 2022 – Present

- Spearheaded outreach to consulting firms and recruitment partners.
- Crafted sponsorship packages, bolstering external financial support.
- Organized and facilitated networking events, enhancing the association's visibility, and fostering industry relationships.

SKILLS & INTERESTS

Certifications: Bloomberg Market Concepts, Rotman Commerce Business Fundamentals

Citizenship/Languages: US & Canadian citizenships; fluent in English, French, and Spanish

Interests/Hobbies: Languages, chess, business & tech podcasts, cooking, basketball, tennis