

ZACHARY EDELSTEIN

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Corporate Finance Honors Overall GPA: 3.53	May 2027
McCombs School of Business	Austin, Texas	Fall 2025
Copenhagen School of Business	Copenhagen, Denmark	Summer 2025

EXPERIENCE

Colorfull – SDR & Corporate Finance; Remote/Austin, Texas	May 2025 - July 2025
<ul style="list-style-type: none">Engaged with financial statements and internal reports to develop understanding of budgeting, profitability, and performanceProspected senior stakeholders and qualified leads through strategic outreach and tailored value-driven messaging	

ASMC (Summer Internship) – Account Executive; Austin, Texas	May 2024 - June 2024
<ul style="list-style-type: none">Cultivated exceptional customer relationships, surpassing retention rate targets and exceeding 85%Achieved 14,000+ in revenue for our primary client, The Nature ConservancyExecuted 100+ tailored sales pitches daily, exceeding targets, and leading to acquisition of higher-quality customersCollaborated in teams to manage difficult situations with professionalism, enhancing daily productivity and efficiency	

The Car Parlour (Self-Employed) – Professional Car Detailer; Brownsville, Texas	November 2022 - August 2023
<ul style="list-style-type: none">Founded a professional car detailing business, generating 7000+ in revenue while recruiting, managing, and training an employeeCreated an effective funnel optimizing client acquisition and experienceAnalyzed expenses through excel maximizing cost efficiency	

LEADERSHIP EXPERIENCE & ACTIVITIES

Red Crowned Parrot Conservation Project Initiative (Founder) – Client: City of Brownsville	January 2018 - Present
<ul style="list-style-type: none">Led initiative dedicated to saving an endangered speciesOversaw the creation and installation of over 30 parrot nests raised 30ft high, cameras, and other observational equipmentNegotiated partnerships with Brownsville PUB and ornithologist Dr. Berg to maintain the project for the foreseeable future	

FTH Feed the Homeless NGO – Founder	Fall 2022 - 2023
<ul style="list-style-type: none">Founded an NGO dedicated to helping the unfortunateRecruited 25 members and fundraised over 1,500 dollars for multiple service projects throughout the community	

ACADEMIC PROJECTS

Copenhagen School of Business: Principles of Investment Finance	Summer 2025
<ul style="list-style-type: none">Analyzed and valued equities using DCF, comparables, and Excel-based models across S&P 500 firmsEvaluated portfolio performance using CAPM, Modern Portfolio Theory, and risk-adjusted return metricsExplored IPOs, FX risk, bond valuation, and market efficiency through case-based Excel simulations and investment scenarios	

ACC 311: Financial Accounting	Fall 2024
<ul style="list-style-type: none">Analyzed and interpreted financial statements to deepen understanding of company finances and accounting cyclesDeveloped attention to detail and analytical thinking by preparing accurate financial reports and reconciling discrepancies	

HONORS

<ul style="list-style-type: none">Eagle ScoutHispanic Scholarship Fund (HSF) – YLIPresidents Gold Volunteer Service Award	Fall 2020 Summer 2022 Fall 2020
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ADDITIONAL INFORMATION

Computer Skills: Proficient in Excel, Word, PowerPoint, and R Script.

Languages: Native English, Conversational Spanish, Basic Knowledge of French.

Certifications: TABC License and Texas Food Handlers License.

Interests: I make a mean coffee, am a certified gym bro, enjoy golf (still learning), and am picking up boxing and running!

Work Eligibility: Eligible to work in the U.S. with no restrictions.