

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	Spring 2026
Copenhagen School of Business	Copenhagen, Denmark	Summer 2025

EXPERIENCE

Colorfull– SDR & Corporate Finance; Remote/Austin, Texas May 2025 – July 2025

- Engaged with financial statements and internal reports to develop understanding of budgeting, profitability, and performance
- Prospected senior stakeholders and qualified leads through strategic outreach and tailored value-driven messaging

ASMC (Summer Internship) – Account Executive; Austin, Texas May 2024 – June 2024

- Cultivated exceptional customer relationships, surpassing retention rate targets and exceeding 85%
- Achieved 14,000+ in revenue for our primary client, The Nature Conservancy
- Executed 100+ tailored sales pitches daily, exceeding targets, and leading to acquisition of higher-quality customers
- Collaborated 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

- Founded a professional car detailing business, generating 7000+ in revenue while recruiting, managing, and training an employee
- Created an effective funnel optimizing client acquisition and experience
- Analyzed expenses through excel maximizing cost efficiency

LEADERSHIP EXPERIENCE & VOLUNTEER ACTIVITIES

IRS-Certified VITA/TCE Tax Preparer – Volunteer Spring 2026 – Present

- Prepared and reviewed individual tax returns for low-income and elderly taxpayers, ensuring compliance with IRS guidelines

Red Crowned Parrot Conservation Project Initiative (Founder) – Client: City of Brownsville January 2018 – Present

- Led initiative dedicated to saving an endangered species
- Oversaw the creation and installation of over 30 parrot nests raised 30ft high, cameras, and other observational equipment
- Negotiated 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

- Founded an NGO, recruiting 25 members, dedicated to helping the unfortunate.

ACADEMIC PROJECTS

FIN 357: Business Finance Fall 2025

- Applied corporate finance frameworks including NPV/IRR analysis, WACC, security valuation, and working capital management
- Explored IPOs, FX risk, bond valuation, and market efficiency through case-based Excel simulations and investment scenarios

Copenhagen School of Business: Principals of Investment Finance Summer 2025

- Analyzed and valued equities using DCF, comparables, and Excel-based models across S&P 500 firms
- Evaluated portfolio performance using CAPM, Modern Portfolio Theory, and risk-adjusted return metrics through cases.

HONORS

- Eagle Scout Fall 2020
- Hispanic Scholarship Fund (HSF) – YLI Summer 2022
- Presidents Gold Volunteer Service Award Fall 2020

ADDITIONAL INFORMATION

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

Languages: Native English, Conversational Spanish.

Certifications: Advanced Scenario VITA/TCE Tax Certification, TABC License, and Texas Food Handlers License.

Interests: I love world travel, weird food, college football, and make a mean coffee.

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