

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
<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 & VOLUNTEER ACTIVITIES

IRS-Certified VITA/TCE Tax Preparer – Volunteer	Spring 2026 – Present
<ul style="list-style-type: none">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
<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, recruiting 25 members, dedicated to helping the unfortunate.	

ACADEMIC PROJECTS

FIN 357: Business Finance	Fall 2025
<ul style="list-style-type: none">Applied corporate finance frameworks including NPV/IRR analysis, WACC, security valuation, and working capital managementExplored IPOs, FX risk, bond valuation, and market efficiency through case-based Excel simulations and investment scenarios	

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 metrics through cases.	

HONORS

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

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.