

# ZACHARY EDELSTEIN

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## EDUCATION

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| <b>The University of Texas at Austin</b> | Bachelor of Business Administration, Corporate Finance Honors<br>Overall GPA: 3.53 | May 2027    |
| <b>McCombs School of Business</b>        | Austin, Texas  | Fall 2025   |
| <b>Copenhagen School of Business</b>     | 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 & ACTIVITIES

**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 dedicated to helping the unfortunate
- Recruited 25 members and fundraised over 1,500 dollars for multiple service projects throughout the community

## ACADEMIC PROJECTS

**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
- Explored IPOs, FX risk, bond valuation, and market efficiency through case-based Excel simulations and investment scenarios

**ACC 311: Financial Accounting** Fall 2024

- Analyzed and interpreted financial statements to deepen understanding of company finances and accounting cycles
- Developed attention to detail and analytical thinking by preparing accurate financial reports and reconciling discrepancies

## 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, 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.