

JOHN PIERCE

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EDUCATION

CORNELL UNIVERSITY, DYSON SCHOOL OF APPLIED ECONOMICS AND MANAGEMENT

Bachelor of Science in Applied Economics and Management

Concentration: Finance | Minor: Real Estate | GPA: 3.7

Ithaca, New York

Graduation: May 2026

RELEVANT EXPERIENCE

KPMG ADVISORY

Strategy Consulting Intern

New York, New York

June 2025 – August 2025

- Supported a private equity value creation initiative for a \$800M-revenue technology services provider, building financial and organizational baselines to identify weaknesses and assess \$60M of EBITDA improvement opportunities across business units
- Assisted the procurement workstream with supplier reverse auction, subcontractor bidding platform, and offshoring strategies
- Designed survey for client's employees, identifying \$8M of staffing, technology use, and cross-functional workflow inefficiencies

EDITH CAPITAL

Private Equity Summer Analyst

Washington, DC

May 2024 – September 2024

- Performed leveraged buyout valuation analyses of acquisition targets in the industrials sector with enterprise values up to \$10M
- Prepared and presented deal materials outlining Edith's offer and acquisition terms to senior executives of target companies
- Conducted commercial due diligence on the Northeast facilities services industry, sizing the market and evaluating fragmentation

Selected Transactions:

Evaluated and executed acquisition of Janitech (industrial cleaning services & supply company)

- Built an LBO model incorporating sensitivity cases and operational due diligence findings, identifying digitalization of legacy systems as a key value creation lever and projecting \$2M in EBITDA uplift over 5 years through improved efficiency
- Produced an investment memorandum covering Janitech due diligence, acquisition terms, and post-acquisition plans

TOWER PARTNERS

Investment Banking Summer Analyst

Columbia, Maryland

May 2022 – June 2022

- Researched 350+ targets for two healthcare buy-side acquisition deals and valued top targets using DCF and public comparables
- Developed a confidential information presentation provided to prospective buyers in a consumer retail sell-side acquisition deal
- Shadowed analysts, a vice president, and a managing director to learn about buy and sell-side M&A dealmaking processes

PIERCE 3D TOURS

Founder

Ellicott City, Maryland

May 2020 – May 2025

- Provided real estate marketing such as virtual tours, drone shots, and property websites to 20+ commercial & residential clients
- Enhanced visibility of non-profits such as Habitat for Humanity by providing pro bono marketing and photography services
- Effectively pitched services and turned prospects into clients by cold calling, cold emailing, and scheduling in-person meetings

LEADERSHIP AND ACTIVITIES

KKR ACCELERATOR SCHOLARS

Mentor

Ithaca, New York

August 2025 – Present

- Mentor four first-gen Cornell freshman, covering classes, job recruiting, technical and case interviews, and belonging at Cornell
- Develop insights through one-on-one discussions of industries, current events, and financial services with KKR executives

FIRST GENERATION INVESTORS

Founding President

Ithaca, New York

January 2024 – Present

- Established the Cornell chapter, recruiting 20+ tutors, securing funding, and building partnerships with high schools in Ithaca
- Present weekly personal finance lessons covering saving and investing topics to 50+ low-income high school students
- Coordinate lessons by gathering relevant content, ensuring tutors are prepared for meetings, and gauging results with quizzes

SCHOLARS OF FINANCE

Member, Vice President of Marketing and Outreach (2023-2024)

Ithaca, New York

September 2023 – Present

- Attract 20+ new members per semester by promoting the organization using social media platforms and on-campus channels
- Form partnerships with firms and finance leaders to source guest speakers and mentorship opportunities for the organization
- Perform equity analysis and deliver stock pitches using DCF, comps, and qualitative research to support investment theses

SKILLS AND INTERESTS

- Skills: Excel, PowerPoint, Basic Python, Completed a self-study course on DCF & relative valuation, M&A, and LBOs
- Interests: Golf, Weightlifting, Martial Arts (First Dan in Taekwondo), Piano, Soccer, Skiing, Travelling, the Outdoors