

# OLIVER THOMAS SMITH

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## EDUCATION

**Dartmouth College** | Hanover, NH | Jun 2028

**Cumulative GPA:** 3.9/4.0

*Bachelor of Arts in Economics and History*

**Relevant Coursework:** Microeconomics: The Price System, God and Money, Public Speaking

**St. Christopher's School** | Richmond, VA | Aug 2012 – May 2024

**Cumulative GPA:** 4.6/4.0

**Honors & Awards:** Salutatorian, Economics Award, Headmaster's Award for Excellence, Williams College Book Award

Class Rank: 2/91 | SAT Score: 1540

## PROFESSIONAL EXPERIENCE

**Nerd Apply** | Richmond, VA (Remote)

Aug 2025 – Oct 2025

*AI Business Development Intern*

- Developed multi-channel sales pipelines that moved prospects to demos and early trials while also producing clear, data-backed recommendations to founders on a variety of product features and go-to-market messaging to improve conversion and retention
- Secured 7 college IEC clients, turning targeted prospecting to booked demos and paid pilots via cold outreach and scheduled follow-ups

**Boxwood Partners** | Richmond, VA

Jun 2025 – Jul 2025

*Investment Banking Analyst Intern*

- Supported four deal executions and three pitch developments at Boxwood, a leading middle-market investment bank; sourced targets, built industry landscapes, produced pitch materials, performed financial modeling in Excel to operationalize materials and timelines
- Built three detailed target lists for buy-side clients and market snapshots from criteria-based screening; Supported live diligence and buyer engagement; sat in on CEO/management calls and synthesized takeaways into prioritized action items and follow-up

**Whichello General Contracting** | Richmond, VA

Nov 2024 – Jan 2025

*Residential Construction Assistant*

- Assisted carpenters on eight residential remodels: demoed interior walls and dismantled scaffolding; measured, cut, and installed wood framing; painted hallways; installed doors, hardware, and window curtains; hauled materials and maintained OSHA-safe sites
- Learned disciplined execution under tight timelines: followed safety protocols, coordinated with foremen/subs, and solved onsite problems quickly—building reliability, attention to detail, and clear, concise communication with teammates and homeowners

**DPR Construction Partners** | Richmond, VA

Jun 2024 – Aug 2024

*Apprentice Carpenter*

- Commercial tradesman (Carpenters Union member) with DPR Construction—helped build nine mobile office units in a factory setting and installed metal-stud framing in VCU hospital, coordinating with other trades and maintaining clean, OSHA-compliant work areas
- Managed tens of thousands of dollars' worth of tools, materials, and equipment on job sites, ensuring proper use and accountability

## LEADERSHIP / CO-CURRICULAR ACTIVITIES

**Dartmouth Investment and Philanthropy Program** | Hanover, NH

Sep 2024 – Present

*Investment Analyst*

- Conduct fundamental equity research and valuation for investment pitches to a \$900K student-led portfolio—building 3-statement models, DCF/Comps, and sensitivity/scenario analyses while also doing both industry reports and competitive diligence
- Build capabilities in financial modeling (Excel automation, audit-ready formulas), valuation techniques (DCF, trading/transaction comps), research synthesis, and presentation skills, tailoring analyses to committee questions and feedback through repeated pitch cycles

**Dartmouth Snowsports School** | Hanover, NH

Oct 2025 – Mar 2026

*Ski Instructor*

- Lead and instruct groups of ten students while implementing structured lesson plans to demonstrate technique and provide feedback
- Maintain on-hill safety and operations; manage class flow and lift loading, communicate with parents/guests, and deliver an average of two structured lessons per week across group and private formats, documenting student progress and tailoring individualized objectives

**ReEstablish Richmond Nonprofit Organization** | Richmond, VA

Sep 2021 – May 2024

*Tutor / Board Member*

- Provided weekly tutoring for youth at ReEstablish Richmond, a program that provides support to refugees and new immigrants in the Richmond community; built lesson plans and created take-home practice materials to build academic foundations and civic confidence
- Contributed on the board to program operations that grew program from 20 to 60 mentees in 3 years: coordinated volunteer recruitment and community partnerships, and supported fundraising/outreach events to expand tutoring capacity in Richmond

**Skills:** Microsoft Office (Word, Excel, PowerPoint)

**Interests:** Freestyle Skiing, Fantasy Football, AI, Frisbee