

Daniil S. Rakov

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EDUCATION

Cornell University – Charles H. Dyson School of Applied Economics and Management

Candidate for Bachelor of Science in Applied Economics and Management

Minor: Philosophy

Ithaca, New York

Expected Graduation: May 2026

GPA: 3.9

University of Missouri – Trulaske School of Business

Columbia, Missouri

PROFESSIONAL EXPERIENCE

Deutsche Bank

New York, New York

Real Estate, Gaming, Lodging, and Leisure (REGLL) Summer Analyst

June 2025 – August 2025

- Developed a 30-page investment pitch for RRR to acquire GDEN and presented to the group as part of the capstone project, which included industry, peers, and company overviews, and AVP, accretion/dilution, DCF, LBO, and other valuation analyses
- Participated in a deal team on a potential, highly structured acquisition of a European data center operator by a large private equity firm and updated opportunity overview materials, investor tracker, and call notes
- Supported a deal team on evaluating sell-side opportunities for a private company specializing in film production rental space and developed initial due diligence list, teaser, client meeting materials, and a Free Cash Flow (FCF) build for an LBO analysis

EquipmentShare

New York, New York

Corporate Development (M&A) Intern

June 2023 – November 2024

- Managed a pipeline of 55+ potential targets from managing the NDAs, reviewing the CIMs, discussing opportunities with internal SMEs to sending preliminary due diligence requests, leading calls with company executives, and financial valuation
- Closed \$2.4M acquisition of a two-location hardware business and \$5M acquisition of a single lumberyard, including running asset-based, DCF, and multiples valuations, drafting executive investment memos, and conducting post-LOI due diligence
- Created a database of 3000+ companies specializing in building materials and construction equipment for future outreach

Relevance

Columbia, Missouri

Finance Intern

February 2023 – May 2023

- Created two Excel models to simplify accounts payable processes, saving 15 hours of work weekly and limiting human error
- Categorized accounting journal entries for \$50,000 worth of transactions weekly to track operational and financial performance
- Prepared monthly adjusting entries and bank reconciliations for three business entities to ensure accounting accuracy

WeAdU

Remote

Business Assistant

May 2020 – September 2021

- Obtained 50 clients in the EU and NA in 30+ industries resulting in \$100,000 of generated revenue over the period of 1.5 years
- Managed a Google Ads budget of \$3+ million under CEO's mentorship to enhance clients' sales and ranking performance
- Implemented 15 website-development and optimization projects resulting in 30% increase of potential client conversion rate

LEADERSHIP

Ukrainian Club at Cornell

Ithaca, New York

Treasurer

August 2023 – Present

- Designed an accessible yearly budget for a club of 53 members to ensure transparent use of capital for all planned activities
- Organized "20 Days in Mariupol" film night and sale of baked goods on campus to raise funds for humanitarian aid to Ukraine

Cornell Investment Banking Club

Ithaca, New York

REGL and Consumer Sectors Analyst

September 2023 – Present

- Prepared an overview of REGL industry and analysis of Prologis' acquisition of Duke Realty to present to 60 club members
- Developed a 5-year investment thesis for Lululemon, conducting intrinsic and relative valuation to support a final pitch

Cornell Financial Analysts

Ithaca, New York

TMT Sector Head and Energy Sector Analyst

September 2023 – Present

- Served as a senior advisor for a new member presentation, providing guidance on developing an investment thesis for AMD
- Built a long-term investment thesis for Kosmos Energy, integrating DCF, Comps, and Precedents, and presented it to the club

AWARDS, SKILLS, & INTERESTS

Languages: Ukrainian and Russian (Bilingual)

Honors: U.S. State Dept. recognition for completing a 2.4% acceptance rate exchange program and volunteering 200+ hours

Certifications: Valuation Methods (Wiley), SQL Fundamentals, Python for Data Analytics, HTML & CSS Basics

Interests: Video games, Napoleon Hill, gym, house flipping, cattle farm, social fraternity