

Christopher O'Connell

+1 646 276 7642 | cpo2125@columbia.edu | New York, NY

EDUCATION

Columbia University | *B.A. Economics-Philosophy, Minor in German* | Expected May 2028 **New York, NY**
● **GPA:** 3.9 / 4.0

Scotch College (High School) | November 2023 **Melbourne, Australia**
● **Activities:** Prefect, Captain of Debate (120+ people), Captain of Public Speaking (30+ people), A-level Soccer

PROFESSIONAL & LEADERSHIP EXPERIENCE

Mankind Marketing | *Sales Executive* | April 2024 – August 2024 **Melbourne, Australia**

- Connected donors to charities through in-person sales in shopping centers and busy city locations.
 - Sold over \$125,000 in expected lifetime donations by working full-time (9 am – 5/6 pm, 5/6 days per week).
- Promoted from Sales Trainee to Sales Executive in shortest possible timeframe.
 - Closed 17 continuous (subscription) sales in the first week.
- Selected as a high-performing salesperson for Company Trips in high-yield interstate areas.
 - Worked from 8 am to 7-9 pm for six days in teams of up to 5 people.
- Trained as a Team Leader.
 - Led sales sites of 2-3 people in shopping centers and CBD locations.
 - Delivered technical and motivational feedback in a constructive manner.
 - Conducted technical, on-site interviews of prospective employees in groups of 6-8.

Global Equity Management | *President* | 2025-Present **New York, NY**

- Set strategic direction for the Columbia Chapter of the global, intercollegiate organization Global Equity Management.
- Design and lead the semester-long analyst trainee workshops (analysis of basic financial statements, financial modelling using Excel, stock pitches.)
- Maintain relationships with industry professionals by hosting panels and building partnerships (e.g. Goldman Sachs Equity Research, Wall St. Oasis, SumZero).

CUWMC | *Head of Financial Planning Division* | 2024-2025 **New York, NY**

- Set strategic direction for 1 of the 3 divisions within the Columbia Undergraduate Wealth Management Club.
 - Organized a panel with two J.P. Morgan Global Investment Strategists, and six other presentations.
 - Lead three teams in the Tax Strategies, Personal Finance, and Sustainable Investment subdivisions.
- Planned and executed Wealth Management Week (9 presentations over 2 weeks)

WIDPSC | *Member of Australian National Debate and Public Speaking Team* | 2021, 2022, 2023 **Canada, South Africa**

- Qualified for Australian National Team by placing top 10 in the nation in the Australian Debate and Public Speaking Championship twice (2021 and 2022).
 - Competed in the World Debate and Public Speaking Championship (2022), hosted by Canada.
 - Champion of Debate for Australia (2022).
 - Competed in the World Debate and Public Speaking Championship (2023), hosted by South Africa.
 - Grand Finalist one of the four divisions (2023).
- Coached students from my high school for the national and international competition.

UNICEF | *Young Ambassador to Australia* | November 2021 – June 2023 **Melbourne, Australia**

- 1 of 11 Young Ambassadors selected nationally and tasked with elevating the voices of Australian young people.
 - Consulted students across Australia.
 - Created a national survey to gauge youth perspectives on key issues and ways to engage with decision-makers.
 - Devised a 28-page policy recommendation report with the CEO of UNICEF Australia, a consulting company, and the other Young Ambassadors during multiple interstate trips to Sydney.
 - Lobbied federal politicians, including the Minister for Foreign Affairs and the Minister and Shadow Minister of Youth.
 - Government adopted our primary recommendation, which was the establishment of a National Youth Steering Committee (an advisory body to Parliament composed of people aged 12-25.)
 - \$10.5 million allocated to the National Youth Steering Committee and its regional advisory committees to develop the National Youth Engagement Model.

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in English; Proficient in German

Certifications & Training: Professional Salesperson with the Public Fundraising Regulatory Association (PFRA), Excel

Activities: Treasurer for Corporate Law and Business Association, Emerging Markets Society, POLIS; Sigma Nu Fraternity

Interests: Soccer, surfing, tennis, ballet, visiting galleries, reading, trying new food, public speaking