

OLIVER THOMAS SMITH

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EDUCATION

Dartmouth College Hanover, NH Jun 2028	Cumulative GPA: 3.9/4.0
<i>Bachelor of Arts in Economics and History</i>	
Relevant Coursework: Microeconomics: The Price System, God and Money, Public Speaking	
St. Christopher's School Richmond, VA Aug 2012 – May 2024	
Honors & Awards: Salutatorian, Economics Award, Headmaster's Award for Excellence, Williams College Book Award	Cumulative GPA: 4.6/4.0
Class Rank: 2/91 SAT Score: 1540	

PROFESSIONAL EXPERIENCE

Nerd Apply Richmond, VA (Remote)	Aug 2025 – Oct 2025
<i>AI Business Development Intern</i>	
• 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
<i>Investment Banking Analyst Intern</i>	
• 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
<i>Residential Construction Assistant</i>	
• 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
<i>Apprentice Carpenter</i>	
• 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
<i>Investment Analyst</i>	
• 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
<i>Ski Instructor</i>	
• 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
<i>Tutor / Board Member</i>	
• 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