

JOHN PIERCE

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EDUCATION

CORNELL UNIVERSITY, DYSON SCHOOL OF APPLIED ECONOMICS AND MANAGEMENT

Ithaca, New York

Bachelor of Science in Applied Economics and Management

Graduation: May 2026

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

RELEVANT EXPERIENCE

KPMG ADVISORY

New York, New York

Strategy Consulting Intern

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

Washington, DC

Private Equity Summer Analyst

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

Columbia, Maryland

Investment Banking Summer Analyst

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

Ellicott City, Maryland

Founder

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

Ithaca, New York

Mentor

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

Ithaca, New York

Founding President

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

Ithaca, New York

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

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