

# Drew W. Sonn

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4028 Walnut Street, Philadelphia, PA 19104

## EDUCATION

### The Wharton School, University of Pennsylvania

Candidate for B.S. in Economics (Finance; Real Estate; Operations, Information & Decisions)

Philadelphia, PA

May 2027

- **GPA:** 3.93/4.0
- **Honors & Awards:** 2024 Dartmouth Investment and Philanthropy Program (DIPP) Freshman Stock Pitch Competition Finalist (2<sup>nd</sup> Place), 2024 Wharton Undergraduate Public Policy Pitch Competition Finalist (4<sup>th</sup> Place), 2024 Baker Retailing Center Wharton Idea-thon Finalist
- **Organizations:** West Philadelphia Tutoring Project, Wharton Undergraduate Cohort Mentors, Wharton Undergraduate Real Estate Club

### University of Sydney

Sydney, Australia

Business in Sydney Research & Internship Program; Mark: High Distinction

May – July 2024

- Investigated how cultural diffusion among diverse stakeholder groups influences the outcomes of business transactions in Australia

## PROFESSIONAL EXPERIENCE

### Standard Chartered

New York, NY

Financial Markets Intern

June – August 2026 (Incoming)

- Sales, Trading, and Structuring

### Canyon Partners

Dallas, TX

Summer Analyst – Corporate Credit Investments

June – August 2025

- Authored earnings recaps for consumer and software companies within Canyon's loan portfolio; each circulated firmwide
- Proactively pursued direct-lending exposure: collaborated with MDs on live underwrite case studies, reviewed term sheets and pitch materials, joined lender calls, received formal modeling training for credit underwriting, practiced model builds on past deals, and observed IC discussions on opportunities including a European soccer club and an elevator OEM
- Pitched Clarivate's Term Loan B to the CLO investment team, performing credit analysis of covenant structure, debt capacity, and refinancing risk; built a detailed model with projections, relative-value comps, and waterfall, integrating proprietary expert-call insights

### Green Hat Legacy

Remote

Private Equity Associate Intern – Search Fund Targeting a \$0.75-\$4m EBITDA Business

August – November 2024

- Sourced and qualified 50 weekly leads via HubSpot, cold-emailed operators, and managed a 300-lead pipeline
- Built an operating model for a \$1.5M landscaping target using financials, backlog data, and working capital logs; validated growth and margin assumptions through targeted calls with local industry professionals, directly informing the firm's IOI
- Led a comparative analysis of SDVOSB vs. 8(a) certifications, creating detailed pro forma projections of federal contracts; presented findings and strategic recommendations via Excel and PPT deliverables, later adopted into the firm's post-acquisition growth strategy

### bMightie

Sydney, Australia

Growth Consultant Intern – Consultancy Serving Local Entrepreneurs; Business in Sydney Research & Internship Program

May – July 2024

- Partnered with the founder of HelloMusicWorld to capture the youth market by securing partnerships with music teachers at 4 Sydney-area schools (3,000+ students), launching a scalable channel for future platform expansion
- Designed and executed growth initiatives including a client acquisition strategy offering free 1-on-1 consultations with senior advisors, generating 10+ leads and converting 4 new clients in one month; conducted TAM analysis of SaaS sole-proprietor entrepreneurs in Sydney (5% penetration), leading to targeted social media advertising and an automated outreach plan
- Created strategy content on AI-driven marketing, pricing, recurring revenue models, and go-to-market approaches for the firm's 1,000+ subscriber newsletter, and co-led a client webinar on AI marketing to share actionable insights

## EXTRACURRICULAR ACTIVITIES

### Wharton Undergraduate Private Equity and Venture Capital Club (PEVC)

Philadelphia, PA

Investment Analysis Committee; Co-VP of PEVC Academy ('25 – '26)

October 2023 – Present

- Selected to co-lead weekly lessons on investment fundamentals for PEVC's development program during the '25-'26 school year
- Achieved 2nd place out of 100 entrants at the 2024 DIPP Freshman Stock Pitch Competition by pitching Janus International Group (JBI)
- Identified Planet Fitness as a buyout candidate, crafted theses, built an LBO model, and presented the opportunity to PEVC alumni
- Mentored freshman members on preparing investment theses and financials for their pitch competition submissions

### Wharton Investment and Trading Group (WITG)

Philadelphia, PA

Industrials and Global Macro Committees

October 2023 – Present

- Placed first in Global Macro's April 2025 Pitch-Off Competition by pitching MP Materials, emphasizing its geopolitical tailwinds
- Presented an overview of key market discussions surrounding Sealed Air's business outlook before moderating a long/short debate
- Conducted in-depth research into the business models of Cameco, Rio Tinto, and Vulcan Materials, before sharing findings

## SKILLS & INTERESTS

**Language Skills:** English (Native), Spanish (Limited Proficiency), Polish (Limited Proficiency)

**Programs and Technology:** Microsoft Excel, Microsoft PowerPoint, Python, JMP, R

**Interests:** Long runs, pickleball, college football, Yankees baseball, browsing Substack, military history, presidential biographies, all-day breakfast