

# Daniil S. Rakov

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## EDUCATION

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

**Ithaca, New York**

*Candidate for Bachelor of Science in Applied Economics and Management*

*Expected Graduation: May 2026*

Minor: Philosophy

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