

Bud Fox

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EDUCATION

Harvard University

Bachelor of Arts in Economics, Expected May 2009

- GPA 3.81 / 4.00; SAT: 1500 (750 V, 750 M)

Cambridge, MA

Sep. 2005 – Present

WORK EXPERIENCE

Goldman Stanley Investment Bank

Investment Banking Analyst, Natural Resources M&A Group

- Researched and valued potential acquisition opportunities, assisted private equity firms with buy-side M&A processes and worked on 3 live M&A transactions
- Selected Transaction Experience:
 - \$250 Million Acquisition of Private Gold Producer by Private Equity Firm
 - Researched financial and market dynamics of over 100 private natural resource and energy companies and recommended approximately half of these companies for further diligence, based on revenue, cash flow, production capacity and reserves
 - Initial market research and recommendations led to firm's eventual \$250 million acquisition
 - \$100 Million Acquisition of Oil And Gas Field Services Company by Private Equity Firm
 - Worked with two analysts to use discounted cash flow and comparable transaction analysis to value oil and gas field services company; initial work led to private equity firm coordinating a diligence meeting with senior management
 - Pending Acquisitions of 2 Mining Companies by \$800 Million Private Equity Firm
 - Outlined investment strategy and transaction history of private equity firm; analysis was used by senior bankers to pitch fund's industry expertise to three mining companies valued between \$50 and \$150 million and led to submission of 2 IOIs

Boston, MA

Jan. 2008 – Present

Glengarry Wealth Management

Wealth Management Summer Analyst

- Developed relationships with high net-worth contacts by selling retirement products to customers; added \$100,000 to assets under management
- Created and pitched model that forecast yearly cash flows for a \$5 million insurance policy; pitch materials resulted in significant sale, helping team of advisors meet quarterly sales goal
- Compiled database of 100+ client/prospect portfolios with aggregate value of \$4 million for team discussion purposes

Boston, MA

May 2007 – Aug. 2007

Crown Place Manufacturing

Accounting Analyst

- Created quarterly cash flow and sales reports using QuickBooks and internal software and helped managers forecast future revenue, cash flow and capital expenditures
- Wrote cost/benefit analysis reports that management used to make product investments; led to 15% increase in sales
- Analyzed inventory and product data and saved company \$100,000 in inventory expenses; also raised profit margins by 10% by recommending shift to more profitable product lines

Boston, MA

May 2006 – Aug. 2006

SKILLS, ACTIVITIES & INTERESTS

- **Languages:** Fluent in Hindi
- **Certifications:** Currently enrolled in Wall Street Prep program for Financial Modeling and Valuation
- **Activities:** 2 years Varsity Soccer Experience; Alpha Alpha Alpha Fraternity (Treasurer); Bridge High School Program (Student Mentor); Rotary Soccer Club (Assistant Coach)
- **Interests:** Cycling, running, martial arts, soccer and music