

SURIYA BABU

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EDUCATION

Rutgers Business School

Bachelor of Science in Finance

New Brunswick, NJ

Expected May 2020

- **GPA:** 3.8/4.0; **SAT:** 2210
- **Honors:** Rutgers Honors College, Dean's List, Trustee Scholar, Johns Hopkins Center for Talented Youth, AP Scholar with Distinction, Stanley Koplik Certificate of Mastery with Distinction
- **Relevant Coursework:** Calculus I, II & III, Intermediate Microeconomics, Introduction to Statistics for Business
- **Projects:** 2017 Goldman Sachs Insight Series, 2017 Morgan Stanley Investment Banking Virtual Series, 2017 Credit Suisse HOLT Valuation Challenge, 2017 Citi Investment Banking 101 Session Participant

WORK & LEADERSHIP EXPERIENCE

Heritage Oaks Capital

Private Equity Summer Analyst

Denver, CO

June 2017 – Present

- Created industry research reports to help assess potential acquisition targets in the Healthcare & Industrials sector
- Sourced 2000+ private companies generating \$50-100MM in revenue with strong EBITDA margins (over 10%)
 - Contacted investment bankers, brokers, and small business owners for due-diligence calls to receive additional information regarding prospective deals in the pipeline
- Assisted with the construction of operating and LBO models for the sale of an \$87MM Pharmaceutical company

Rutgers Investment Banking Team (LIBOR)

Equity Research Analyst, The Bender Trust Group

Piscataway, NJ

September 2016 – November 2016

- Pitched YUM! Brands to a panel of Senior Portfolio Managers from Neuberger Berman as the project manager of an equity research competition for the \$2.8MM Bender Trust Portfolio
- Utilized qualitative and quantitative valuation methodologies such as the Comparable Company Analysis, SWOT Analysis and Porter's Five Forces to properly analyze the company
 - Recognized 14% undervaluation based on a comprehensive DCF analysis; presented strong BUY recommendation

Hindsight Advisory Inc.

Business Analyst

New York, NY

December 2014 – May 2016

- Worked directly with the CEO to discuss unique start-up business strategies; helped raise \$9MM from VC investors
- Managed a local marketing team of 10+ while developing, implementing, and improving strategies to grow the company
 - Analyzed user conversion rates, assessed new methods of incentivizing referrals and brainstormed areas of improvement; observed an 800% increase in new user registrations (2015)

Natick Speech Team

Team Captain

Natick, MA

September 2012 – May 2016

- Trained incoming members, built an advanced filing system with Blogtrottr RSS feeds, and competed on the local & national circuit in Extemporaneous Speaking and Congressional Debate
 - National: 2014 Yale Quarterfinalist, 2015 NSDA New England District Finalist, 2015 NCFL Nationals Octofinalist
 - MSDL: 2014 LS Invitational (2nd), 2015 Needham Invitational (4th), 2015 Dighton Rehoboth Invitational (2nd)

Future Business Leaders of America

President/Founder

Natick, MA

January 2014 – June 2016

- Built a comprehensive portfolio for the 2016 Wharton Investment Competition using comparable valuation metrics
- Created a new chapter, recruited 40+ members, and worked closely with the Massachusetts State Council to smoothly integrate the NHS chapter into the MA-FBLA league
 - Invited various guest speakers from the financial services industry to speak about competitive events such as Securities & Investments, Banking & Financial Systems, and Risk Management

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in Tamil; Conversational Proficiency in Spanish

Technical Skills: Java, Microsoft Office (Excel, PowerPoint, Access), JavaScript, HTML/CSS, VBA

Certifications: Wall Street Prep (Accounting, Excel, Financial Statement Modeling, DCF Modeling)

Activities: RU Valuating, Rutgers Business Governing Association (RBGA), Beta Chi Theta National Fraternity

Interests: Basketball, Dota 2, Netflix, American History, Politics, Economics, Investing