

DENNY GABRIEL

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EDUCATION

Baruch College, Zicklin School of Business

New York, NY

Major: Bachelor of Business Administration in Finance | **Cumulative GPA:** 3.65/4.0

Expected Graduation: May 2023

Honors/Awards: Dean's List, Peter F. Vallone Academic Scholarship, EY ALPFA Scholarship

External Events: Audax Private Equity Amplify Forum, Goldman Sachs 2021 Possibilities Summit, Accenture SLP Summit

WORK EXPERIENCE

FTI Consulting

New York, NY

Future Leaders Intern – Corporate Finance & Restructuring Group

July 2021 - Present

- Rotating through their TMT, Consumer & Retail and CFO practices; supporting and shadowing M&A, Financial Modelling, Operations and Corporate Strategy
- Shadowed a deal for a loan technology platform; sat on management calls and walked through cash flow forecast training material
- Conducted market research and mapping for the media and technology industry, identifying leading contenders in the space
- Presented research and analysis of labor trends among different retailers, highlighting new emerging technologies and norms
- Evaluated a model's instructions and datasets for a client going through a merger carve-out; ensuring the details were clear

BLK Foundation

New York, NY

Business Relations Partner

February 2021 – Present

- Structured the Business Relations committee for the newly formed BLK foundation, a venture arm of BLK Capital, initially seeded by Henry Kravis of KKR & C.O, devoted to developing black-owned small businesses and startups
- Supported portfolio companies through strategic advice, sourced services and weekly check-in meetings to ensure business success
- Established partnerships with consulting and non-profit organizations that will provide pro bono services to our portfolio companies

BLK Capital Management, Corp

Cambridge, MA

Equity Research Analyst – Telecommunications, Media & Technology

September 2020 – Present

- Collaborated with students to manage a black-owned, student-run hedge fund with \$200,000 AUM across 8 industry sectors
- Attended weekly sector meetings focused on identifying investment opportunities and sharing ideas among sector members
- Formulated a plan to allow independent analyst to pitch directly to portfolio managers to closely mirror a hedge fund experience
- Pitched a stock in front of investment professionals at the end of a rigorous, six-month introductory investing education program covering qualitative analysis, accounting, comparable company analysis, revenue projection models and more

Select Pitch Experience:

- LivePerson (NASDAQ: LPSN) – pitched a price target of \$70 (18% upside) highlighting LPSN's effective capitalization on a prevalent need for optimized virtual customer service communication and leading customer acquisitions of 18,000+ B2C brands

LEADERSHIP DEVELOPMENT & INVOLVEMENT

Bridging the Gap (BTG) Consulting

New York, NY

Student Consultant

January 2021 – Present

- One of six consultants tasked with weekly deliverables for a landscape & construction client that generates \$180,000 gross revenue
- Delivered a pricing model, company rebrand, website revamp and other strategic services ensuring client satisfaction and growth
- Spearheaded construction of robust pricing model that automates services price quotes for customers & conducts customer analytics

Management Leadership for Tomorrow (MLT)

Washington, DC

Career Prep Fellow

February 2021 – Present

- Selected as one of 1,000 for an 18-month professional development program for high-achieving diverse talent
- Completed business case studies and intensive projects to hone analytical, quantitative and communication skills
- Participated in conferences hosted by industry leaders, such as Deloitte, Google, Goldman Sachs, BCG and Target

Association of Latino Professionals for America (ALPFA Brooklyn)

Brooklyn, NY

Vice President

December 2020 – July 2021

- Delegated tasks to e-board members and foster relationships between the committees to ensure max efficiency and communication
- Organized series of events with our corporate partners to develop and grow relationships with chapter members and prepare them to become leaders in finance, accounting, and business
- Lead implementation of a self-paced equity research curriculum for members interested in a career that involves securities selection

VOLUNTEER EXPERIENCE

CCAA Student Body Council

NY, New York

Executive Speaker and Communications Committee Chairman

May 2019 – June 2020

- Elected as Student Body Council's first Executive Speaker, effectively leading 900+ students through a variety of school events
- Organized 3 events for 530+ attendees in the annual calendar; tracked audience engagement data

ADDITIONAL INFORMATION

Technical Skills: Microsoft Office, Sony Vegas 15, Davinci Resolve 15

Languages: Spanish (fluent)

Interests: New York Pizza, Videography, Mountain Biking, Weightlifting, *Money Heist* on Netflix, Swimming and Snorkeling