

Billy Fleurima Jr.

EDUCATION

2018-2021	CONNECTICUT COLLEGE <i>Bachelor of Arts in Hispanic Studies, Minors: Finance & Psychology</i> ▪ Cumulative GPA: 3.56/4.00, Dean's Honor Fall 2019 & 2x Dean's High Honor Spring & Fall 2020 ▪ Member of both Varsity Squash and Track and Field, School record holder of 400x1 relay & 60m dash ▪ Member of the Peggotty Investment Club, collaborate on the management of +/- \$170,000 club portfolio	New London, CT
Fall 2020	HARVARD BUSINESS SCHOOL ONLINE <i>Credential of Readiness Program</i> ▪ Completed 150+ hours of course work in Financial Accounting, Business Analytics, and Economics	Virtual
Summer 2020	TUCK SCHOOL OF BUSINESS AT DARTMOUTH <i>Tuck Business Bridge Program</i> ▪ Participated in a highly-selective 4-week program taught by MBA faculty, providing an in-depth introduction to marketing, strategy, microeconomics, accounting, and finance ▪ Performed a team-based valuation analysis of Urban Outfitters, which included financial and strategic assessments, a DCF analysis, and a final presentation to industry executives and faculty	Virtual
2013-2017	THE TAFT SCHOOL	Watertown, CT

EXPERIENCE

Summer 2021	UBS AG <i>Incoming Global Markets Summer Analyst</i>	New York, NY
Winter 2021	BLK CAPITAL MANAGEMENT, CORP <i>Equity Research Analyst</i> ▪ Collaborate with fellow analysts from around the nation to manage a portfolio, perform equity research, and prepare for a career in the financial service industry, by spending 10 hours a week on specified projects and service groups	Boston, MA
Summer 2019	US SQUASH – SCHOLAR-ATHLETE AWARD PROGRAM <i>Intern</i> ▪ Evaluated approximately 20+ applications weekly by ensuring every applicant met scholarship standards	New York, NY
Summer 2018	THE REALREAL <i>Sales Assistant</i> ▪ Increased sales team weekly consignments by 10% to ensure all items were accurately accounted for and met established conditions standards set by the company ▪ Coordinated with merchandising team to ensure 200+ items were on the approved list of designers	New York, NY
2017-2018	WE LOVE DOGS TOO – E-COMMERCE <i>Founder</i> ▪ Created website to bridge third party dog equipment vendors to customers ▪ Improved sales by 5% through contacting social media influencers to promote brand products on their pages	Buffalo, NY

LEADERSHIP

2021-Present	SEO CAREER – SPONSORS FOR EDUCATIONAL OPPORTUNITY <i>Success Participant</i> ▪ Receive 100+ hours of individualized coaching and online instructions to achieve targeted professional developmental goals mainly around technical and soft skills training ▪ Mastery of fundamentals specific to Sales and Trading in order to maximize the likelihood of a return offer at the end of the summer	New York, NY
2020-Present	HALE CENTER FOR CAREER DEVELOPMENT, CONNECTICUT COLLEGE <i>Lead Pre-Business Career Fellow</i> ▪ Mentor students 1:1 on aspects of career development including exploration; internship and job search; resumes, cover letters, and interview tips and technique ▪ Advise and connect underrepresented students to unique professional enhancing non-profit organizations such as SEO and MLT by conducting student appointments and various forms of online communication	New London, CT
2018-2019	UMOJA <i>First Year Representative (2018-2019)</i> ▪ Served as ambassador for first year students of African American descent ▪ Orchestrated support to student of African descent and those interested in multicultural issues by meeting with students weekly to discuss on campus concerns and strategize solutions	New London, CT

PERSONAL

Advance Spanish Speaker & Bloomberg Terminal Market Concepts Course Certified (February 2020)