

SCHUYLER BALLOU WOODS

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Education	JOHNSON AT CORNELL UNIVERSITY	Ithaca, NY
	Master of Business Administration: May 2016 Concentrations: Strategy and Sustainability Roy H. Park Fellow - 100% Merit Scholarship based on academics and leadership potential Emerging Markets Institute - selected fellow to conduct analysis in emerging markets Big Red Microenterprise - mentor for start-up open working space in Ithaca, NY	
	Affiliations: Consortium for Graduate Management Study, MLT Fellow, Toigo JumpStart Alumni - Private Equity Boot Camp - presented a LBO opportunity of Pfizer, recognized as best analytical presentation	
	Holcim - Consultant/ Engagement Manager <ul style="list-style-type: none">Developed market strategy and sustainable business model to enter the rural Indian market Hult Prize - Early Childhood Education Regional Finalist - Tanzania, Africa <ul style="list-style-type: none">Created a sustainable product to address the early childhood education gap in Tanzania	
	RICE UNIVERSITY	Houston, TX
	Bachelor of Arts in Religious Studies, 3.53/4.00, January 2009 Mellon Mays Fellow - academic fellowship to fund independent research on black conversions	
Experience	WASHINGTON AREA COMMUNITY INVESTMENT FUND	Washington, DC
	Credit Analyst Managed borrowers' portfolio and performed investment due diligence for a DMV-focused community development financial institution with AUM of \$4MM. Provided financial management and business advisory services to small businesses and start-ups. <ul style="list-style-type: none">Launched nation's first Streetscape Relief Loan Fund, resulting in the creation of 35 jobs, retention of 101 jobs; increased loan portfolio by six-foldFormulated new business intake process, decreasing intake to loan process by 25%Analyzed client's inventory turnover, identified POS issues thereby increasing revenue 67%Provided financial analysis and support for a local restaurant's franchise growth strategyDeveloped loan pricing model to assess risk of loans and assign loan reserves properly	
	2011-2014	
	J.P. MORGAN CHASE AND CO.	Houston, TX
	Credit Analyst – Asset Management: Private Wealth Management <ul style="list-style-type: none">Identified over \$24MM in assets and \$250K in revenue opportunity in banker's portfolio to meet top quartile annual business metricsPitched a pair of mortgage refinance options totaling \$2.3 MM, garnering debt held awayCreated 50+ client presentations, highlighting financial results and investment outlook	
	2009-2011	
	CITI	New York, NY
	Intern – Investment Bank: Sales and Trading <ul style="list-style-type: none">Derived an option strategy with a team of four, yielding entry points in the bottom 10% and top 10% of Amgen stockAnalyzed trading strategies to minimize execution costs for algorithm consulting desk	
	2008	
Skills	Adv. Excel modeling (risk solver, macros, sensitivity analysis, Qmacro)	
Personal	<ul style="list-style-type: none">Guest Lecturer, American University School of Law (2011-2013)Lead Math Teacher, Academy of Hope (2011-2013)Board Member- Global Giving Chair, Latin American Youth Committee (2011-2012)JPM Sponsored Fellow, United Way: Project Blueprint (2010-2011)Interests: Biking, Bikram Yoga, and San Antonio Spurs	