

# RANDALL COOK

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## SUMMARY

Economics student with business development and marketing experience. Exposure to sales forecasting and revenue recognition, pricing and vendor contract negotiation. Top performer academically and in internship positions. Strong analytical skills include advanced Excel and financial modeling.

## EDUCATION

### Colorado College

Bachelor of Arts, Economics

GPA: 3.86

*Relevant Coursework:* Theory of Business Finance, Business Policy and Strategy, Investments, Consumer Marketing

May 2016  
Colorado Springs, CO

## RELEVANT EXPERIENCE

### Everest Financial Management and Advisory Corp.

Financial Analyst Intern

Summer 2015  
Boston, MA

- Increased client net worth 12% by developing custom asset allocation strategy through analysis of mutual funds and stocks to present alternatives to clients.
- Added five new high technology clients to the financial advisors corporate client base by effectively marketing corporate services.

### New England Investment Inc.

Market Analyst Intern

Summer 2014  
Waltham, MA

- Assisted in raising \$500,000 in angel funding by collaborating with senior management on the development of a new business plan, with an emphasis on financial analysis.
- Achieved 30% increase in website traffic by analyzing new business opportunities with competitive and market analysis and recommending three strategic partnerships.

## LEADERSHIP EXPERIENCE

### Investment Club, Colorado College

Stock Committee, Analyst/Member

2013 – Present  
Colorado Springs, CO

- Helped manage student-gained \$25,000 portfolio and gave presentations to decide how to invest in stocks, bonds, and ETF's.
- Analyzed quantitative and qualitative merits of companies individually and relative to their specific industry group.

### Alpha Lambda Delta Honor Society, Colorado College

Fundraising Chair

Spring 2013  
Colorado Springs, CO

- Raised funds for chapter of approximately 50 people.
- Participated in over ten community service events.

## VOLUNTEER EXPERIENCE

**Reading Mentor**, Literacy Volunteers of America

**Big Brother**, Big Brothers/Big Sisters Association of Greater Boston

2012 – Present  
2011 – 2015

## SKILLS

Advanced Excel skills include pivot tables and financial modeling scenarios. Proficient with Bloomberg, HTML, and Microsoft: Word, PowerPoint, Project, Outlook, Front, Page, and Access.