

# Mahir Ahmed

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## EDUCATION

### University of Virginia, McIntire School of Commerce

*Bachelor of Science in Commerce / Bachelor of Arts in Psychology*

**Charlottesville, VA**

*Expected May 2019*

#### Concentrations: Finance and Real Estate

- **GPA:** 3.90 **Commerce GPA:** 3.88 **Psychology GPA:** 3.97 **SAT:** 2140
- **Skills:** Discounted Cash Flow Analysis, Equity Research, Financial Statement Analysis, Intermediate proficiency in Spanish
- **Software:** Excel, VBA, PowerPoint, Java, Python, Visio, Tableau, R, IBM SPSS, Bullhorn, MailChimp
- **Coursework:** Intermediate Investments, Quantitative Finance, Quantitative and Financial Analysis, Corporate Finance, Venture Capital, Statistics, Calculus II, Business Strategy, Computer Science, Real Estate Analysis, Accounting, Microeconomics

## WORK EXPERIENCE

### UBS Financial Services

*Wealth Analyst*

**Vienna, VA**

*May 2018 – Present*

- Worked under one of UBS's largest wealth management groups with AUM over \$1 billion dollars
- Developed income producing covered call option strategies based on DCF valuations of equity positions
- Evaluated investment products pitched by portfolio fund managers with the help of my team
- Implemented a new process for client onboarding as I assisted in the transition to a new CRM system
- Revamped marketing materials used for prospective clients and put together client review presentations for existing clients

### Digital Intelligence Systems LLC (DISYS)

*Business Strategy Analyst*

**McLean, VA**

*June 2017 – August 2017*

- Spearheaded a project to evaluate the performances of account executives over the past three years to find cost effective sales processes
- Presented a possible realignment of the sales team based on that data to the CEO, CFO, and President of the company
- Cleaned and created uniform data across company databases to allow for easy reporting and analysis

### Little Loving Hands LLC

*Start-Up Business Developer, Social Media Manager*

**Tysons Corner, VA**

*June 2016 – August 2016*

- Worked with a start-up that gives young children the opportunity to learn about and help charities through a monthly craft kit subscription service
- Doubled revenues over one quarter by constructing a guerilla social media campaign that aggressively targeted moms
- Composed a comprehensive business plan and crafted a 5-minute pitch for a Shark Tank audition

### White Pine Investments

*Intern*

**New York, NY**

*June 2015- August 2015*

- Saved the firm \$25K by identifying a big data consulting company that cheaply provided more accurate forecasting numbers
- Analyzed macroeconomic indicators by managing a proprietary forecasting model based on historical data that was used to buy and sell U.S. Treasury Futures, currencies, and stocks

## LEADERSHIP AND ACTIVITIES

### Social Entrepreneurs for Economic Development

*Project Consultant*

**Charlottesville, VA**

*August 2016 – Present*

- Participate in pro bono consulting for small businesses and organizations in the Charlottesville area
- Developed a growth strategy for Back on My Feet, a non-profit attempting to reduce homelessness and empower disadvantaged individuals through the power of running
- Arranged collegiate partnerships to expand the reach of Back on my Feet and secure resources for employee training

### Sigma Alpha Lambda Service Fraternity

*Active Member*

**Charlottesville, VA**

*August 2015 - Present*

- Organized fundraisers for humanitarian causes and participated in charity events such as Food Fight Against Hunger
- Helped fundraise a 50% increase from the previous year for Relay for Life which supported the American Cancer Society

### Raven Capital Partners

*Founding Member, Limited Partner, General Partner*

**Charlottesville, VA**

*October 2015 – May 2016*

- Founded Raven Capital, a student-led fund that maintains around \$130,000 AUM and provides a unique opportunity for University students to serve as General Partners and Limited Partners
- Executed trades through a rigorous voting process based on bi-weekly presentations of stock, currency, and bond pitches