

JACK EDWARD CIUNCI

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EDUCATION

Wake Forest University, Winston-Salem, North Carolina

Bachelor of Arts in Economics; Minors in Entrepreneurship & Psychology, May 2027

- Cumulative GPA: 3.7/4.0 (Dean's List All Semesters)
 - Relevant Coursework: Financial Markets, Macroeconomics, Investment Analysis, Behavioral Economics
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WEALTH MANAGEMENT EXPERIENCE

William Blair & Company, Chicago, Illinois

Incoming Private Wealth Management Intern, Summer 2025

- Selected for highly competitive internship program at prestigious global investment bank and wealth management firm

Wake Investment Fund - Wake Forest University, Winston-Salem, North Carolina

Senior Analyst, September 2023 – Present

- Selected as one of 20 students to manage student-run investment \$300K+ AUM portfolio
 - Lead Healthcare and Biotechnology Industry Group, conducting comprehensive sector analyses and presenting investment theses resulting in two successful stock selections
 - Perform discounted cash flow modeling, comparable company analysis, and technical analysis to identify investment opportunities
 - Analyze fixed-income securities, including yield curve dynamics, credit quality assessment, and bond valuation using Excel
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PROFESSIONAL EXPERIENCE

Skayle 360, Boston, Massachusetts

Business Development Intern, June 2024 – August 2024

- Generated 35+ qualified leads through strategic LinkedIn outreach campaigns targeting C-suite executives
- Implemented multi-channel prospecting strategy resulting in 25% increase in sales pipeline
- Analyzed customer acquisition metrics to optimize outreach strategies, improving response rates by 15%
- Collaborated with marketing team to create compelling sales materials for high-value client presentations

Rally 4 Racquets, Providence, Rhode Island

Co-Founder, March 2021 – August 2023

- Founded and scaled community initiative that donated 700+ tennis racquets to children in underserved areas
- Established and managed partnerships with 8 tennis organizations, implementing equipment donation infrastructure
- Developed financial tracking system to monitor program growth and impact metrics

Meadowood Napa Valley, St. Helena, California

Assistant Tennis Professional, June 2023 – August 2023

- Coordinated high-touch client services for 150+ high-net-worth members at luxury resort
- Cultivated professional relationships with diverse clientele, enhancing member retention

LEADERSHIP & CAMPUS INVOLVEMENT

Alpha Kappa Psi Professional Business Fraternity, Winston-Salem, North Carolina

Active Brother, September 2023 – Present

- Selected as 1 of 30 students from a pool of 250 applicants to join business fraternity
- Developed professional network with alumni in investment banking, private equity, and wealth management
- Engaged in community impact initiatives including Project Pumpkin and Hit The Bricks

Dow Jones Club, Winston-Salem, North Carolina

Member, September 2023 – Present

- Participate in weekly market discussions and investment strategy sessions
- Collaborate with peers on mock portfolio management and stock pitch competitions

CERTIFICATIONS & TECHNICAL SKILLS

Financial Certifications:

- Bloomberg Market Concepts
- Yale University Financial Markets
- UPENN Wharton Fundamentals of Quantitative Modeling
- Duke University Behavioral Finance
- Coursera Investment Risk Management

Technical Skills: Microsoft Excel (VLOOKUP, pivot tables, financial modeling), Bloomberg Terminal, financial statement analysis, DCF modeling, portfolio optimization

ACHIEVEMENTS & INTERESTS

Athletic Achievements: Member of Indoor D1 National Championship Team, 2x Rhode Island Individual Tennis State Champion

Organizations: Wake Forest Men's Tennis, Mu Alpha Theta Society, WF Catholic Community

Interests: Personal Portfolio Management, Financial Markets, Investment Research, Corporate Valuation