

# Olivia Fitzpatrick

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## EDUCATION

**Queen's University** – Smith School of Business, Kingston, Canada  
*Bachelor of Commerce, Major in Finance*

September 2017 – December 2021

## WORK EXPERIENCE

**Firepower Capital/Spearhead Corporate Development**, Toronto, Canada

January 2022 – May 2023

*Analyst, Research & Analytics*

- Researched and uncovered thousands of potential acquisition targets for financial and strategic acquirers, both public and private, in a variety of industries (real estate, family office services, investment managers, etc.) to aid in their targeted acquisition approach
- Communicated directly with large business owners to turn their vision of a "great target" into an overall strategy, generating an approval rate greater than 80% in 2022 while leading the team in approved targets
- Pioneered an analytically and qualitatively driven internal tiering system based on client-approved targets to quickly identify which targets should be contacted first due to a higher probability of closing

**Barometer Capital**, Toronto, ON

April 2020 – December 2021

*Trading and Equity Research Analyst*

- Conducted in-depth market research & stock analysis for the Trading & Portfolio Management team while analyzing financial statements, earnings reports, and analyst estimates to support the investment team recommendations
- Contributed to the execution of all daily trading activities within the firm, completing tasks such as cash flow analysis, security tracking, and borrowing of securities, as well as the calculation of quarterly return metrics
- Concentrated on Barometer's Alternative Investment funds, including a limited partnership with a Real Estate Developer, as well as a Music Royalties Fund, in collaboration with Kilometer Music Group, investing in music catalogs of Canadian Music legends including, The Weeknd & Drake.

**Molson Coors**, Toronto, ON,

April 2019 – August 2019

*Summer Sales Representative*

- Member of the Molson Coors summer sales team focused on providing customer account support and driving brand growth across the GTA
- Coordinated and assisted with summer sale strategies by observing key industry trends, strengthening strategic partnerships, developing business opportunities, producing activity reports, and preparing financial budgets
- Managed client relationships with the objective of optimizing sales through frequent communication and regular meetings
- Acquired in-depth product knowledge, and helped coordinate seasonal promotions based on market trends to advertise to clients
- Assisted with promotional events including the CNE, Beer Festival, Oyster Festival, Pride Parade Toronto, and the Coors Light Mountain

## SELECT LEADERSHIP AND EXTRACURRICULAR

**The Gold Standard Project**, Toronto, ON

2022 – Present

*Co-Founder*

- Co-founded, and currently serve as Co-Chair, of a Non-Profit Organization based in Toronto, leading a team of 15 females, with a goal of elevating the standard of care as it pertains to Childhood Cancer & Mental Health
- Organized partnerships with CAMH & The Pediatric Oncology Group of Ontario, and is committed to driving a Childhood Cancer Care System which incorporates Mental Health & well-being into the treatment experience for the patients as well as their families
- Hosted two Fundraising events within the first year while raising over \$20,000 (The Launch Party & The Gala), while coordinating venue operations, sponsorship opportunities, and hundreds of guest invitations

**Cure Cancer Classic**, Kingston, ON

2018 – 2021

*Co-Chair*

- Selected as Co-Chair for the 2020-21 school year and helped spearhead a 20% YoY increase in attendance for the flagship event, after previously holding positions as Logistics Coordinator and Logistics Director
- Helped raise a total of \$226,000 in matched fundraising, a 41% increase year-over-year in 2019/2020 school year, all money donated to the Canadian Cancer Society, specifically to the Andrea Huang lab at SickKids Hospital for pediatric brain cancer research
- Hired and managed a team of 30 executive members, leveraging organizational strategy and project management structure to support goals and further develop relationships with large partner organizations, like MLSE, Molson Coors, Canadian Tire, NHL, and more
- Awarded Community Partner & Event of the Year by the Smith School of Business in 2021 while serving as Co-Chair

**Queen's Conference on the Entertainment Industry**, Kingston, ON

2018 – 2020

*Speakers Coordinator*

- Worked with an executive team of 25 students to plan an annual conference on the Entertainment industry for 150 delegates across Canada
- Organized a series of speaker panels by working with representatives from companies to educate delegates on the various career paths within the entertainment industry

**Varsity Rowing Team**, Toronto, ON

2014-2017

- Member of Havergal College Rowing Team
- Canadian Secondary School Rowing Association Senior Women's 8+ National Champion (2017)
- Awarded Patterson Cup Rowing Award for Leadership (2015)

**Católica Lisbon School of Business and Economics**

2020

- Completed a four-month exchange in the Master's program

**Havergal College Global Exchange Program, St. Mary's School**

2015

- Completed a two month exchange to a partner school based in Perth, Australia