

Jeff Makray

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EDUCATION

University of Connecticut School of Business

Hartford, CT

Master of Business Administration (MBA), Finance

May 2015

- Student Managed Fund, Lead Manager of \$1.75M stock portfolio

University of Connecticut

Storrs, CT

Bachelor of Arts in Economics, cum laude

2005

- Student leader in advocacy group

EXPERIENCE

Pitney Bowes, Stamford, CT

Finance Intern (Summer)

2014-2014

- Corporate Development - developed process prioritizing M&A pipeline to focus acquisition efforts
- FP&A - conducted profitability analysis of partnership program which identified over-allocation
- eCommerce - created competitive analysis of online retailer services to better anticipate next moves
- Procurement - performed a segmentation analysis of supplier base to prioritize monitoring efforts

Pillsman Partners, Greenwich, CT

Sr. Associate Intern (Spring)

2014-2014

- Performed LBO financial modeling and early stage due diligence
- Launched outbound deal sourcing campaign in specialty chemical industry

Bedard & Company, Southbury, CT

Staff Accountant

2012-2013

- Prepared individual, partnership, corporate, sales, and gift tax returns
- Performed year-end business compilations and reviews

Sunlight Business Services, LLC, Southbury, CT

2011-2012

Proprietor

- Founded enterprise to match buyers and sellers of small and medium businesses
- Retainer buy-side client purchased strategic acquisition for \$2.5M

MagRaise, Southbury, CT

2009-2011

Proprietor

- Ran all aspects of small business including; implementing print and online marketing, bookkeeping, vendor relations, web development, and managing sales reps
- Successful exit through sale to vendor for positive return on investment

Dinan & Company Investments Bankers, Phoenix, AZ

Deal Origination Associate

2008-2009

- Engaged C-Level executives on a daily basis pitching private equity capital
- Awarded Top Associate Q2 2008

Citibank, Phoenix, AZ

2007-2007

Wholesale Mortgage Account Executive

- Presented product line, process, and marketing strategies to brokers
- Top producer in Arizona, October 2007

ADDITIONAL INFORMATION

- Passed CFA Level 1, 34% pass rate, 12/2009
- CFA Institute Equity Research Challenge 2014 Regional Champion
- Certificates; Bloomberg, Excel, accounting (U. Washington)
- Graduate Student Senator, member of Finance Committee