

MATTHEW GATES

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EDUCATION	UNIVERSITY OF MICHIGAN College of Literature, Science, and the Arts Bachelor of Arts in Economics and Organizational Studies, April 2022 <ul style="list-style-type: none">• GPA: 3.93/4.00• Course Highlights: Econometrics, Micro/Macroeconomics, Calculus I, Academic Argumentation• Awards: 4/4 terms University Honors, William J. Branstrom Freshman Prize (awarded to top 5% of freshman class/Fall 2018)	Ann Arbor, MI
EXPERIENCE 2019-Present Summers	NORTHLIGHT CAPITAL PARTNERS LLC Summer Analyst <ul style="list-style-type: none">• Performed underwriting and financial analysis of credit and private equity real estate investments, leading to recommendations on pricing and future exit strategies• Prepared 'Market Opportunity' section of private placement memorandum, assisting the general partner's fundraising efforts for \$250 million opportunistic fund• Created Excel pricing model for the sale and development of residential lots, allowing the sales team to systematically organize project costs and revenues• Completed financial modeling course for new hires; built and analyzed a pro forma financial model of previous industrial site investment	Westport, CT
2019-Present Fall	LENNY&LEE Management Consultant <ul style="list-style-type: none">• Collaborated with team of consultants to create sustainable growth strategies for e-commerce startup focused on direct-to-consumer sales of university themed decor• Refined pricing model and recommended new distribution channels to increase gross sales• Grew companies' marketing initiatives and online presence with targeted social media advertisements• Delivered PowerPoint presentation recommending next-step strategies and implementations to management team	Ann Arbor, MI
2018-Present Fall	GO BLUE WEAR PINK VP of Corporate Sponsorship <ul style="list-style-type: none">• Served active role on executive board of 200-member non-profit organization that raises money to benefit the University of Michigan Comprehensive Cancer Center• Responsible for oversight of Corporate Sponsorship Committee which facilitates existing and new sponsor relationships with donor businesses• Increased corporate sponsorship donation amount by 68% from the previous year	Ann Arbor, MI
2018-2019 Fall	DELTA CHI FRATERNITY Social Chairman <ul style="list-style-type: none">• Elected as one of two social chairs by over 140 active member fraternity to organize social and philanthropic events with student organizations• Involved with strategizing events for fall and spring rush, resulting in the recruitment of 40 members for the class of 2022• Worked in conjunction with treasurer to manage allocation of over \$100,000 social fund for various events throughout the year	Ann Arbor, MI
2018 Summer	RABINE REALTY CORP. Summer Analyst <ul style="list-style-type: none">• Researched and analyzed portfolio of retail and multifamily investment properties• Identified maintenance and repair requirements in residential investment properties and recommended repairs to management team	New York, NY
ADDITIONAL	<ul style="list-style-type: none">• Proficient in Excel, PowerPoint, Word, R, STATA• Certified Microsoft Excel Specialist – Excel 2016• Participated in Pillars of Wall Street Financial Modeling and Valuation Series• Interests: Fantasy Football (2x champion), Juggling, Michigan Athletics, Golf, Lacrosse, Skiing, Music Production	