



JOHN DELANEY

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QUALIFIED FOR CAPITAL MARKETS INTERNSHIP

IVY LEAGUE SCHOLARSHIP STUDENT

A-grade, trilingual student currently pursuing Master of Banking and Finance.
OUTSTANDING INTELLECT

Mensa member since 2009. Well-balanced qualitative and quantitative skills with exceptional research capabilities.

PRODUCT EXPERTISE

Cosmopolitan awareness of commodities markets, gained through specialist dissertation on commodity futures' prices combined with three internships in global investment banks.

FINANCIAL ACUMEN

Runs own lucrative equity portfolio with focus on banking and commodity sectors, generated 67% ROI in four years.

"John quickly became known as the intern to have on your team... sharp and commercially astute... with a natural aptitude for financial modeling and an advanced understanding of market forces on commodities pricing."

Carl Ewing, VP,
JP Morgan, NYC

PORTFOLIO OF KNOWLEDGE, EXPERIENCE & SKILLS

INTERNEED AT
JP MORGAN, UBS,
CITIGROUP

- ✓ FINANCIAL MODELING AND VALUATIONS ✓ EXCEL GURU
- ✓ COMMODITIES FUTURES ✓ MONTE CARLO SIMULATION
- ✓ FINANCIAL REGULATION ✓ GLOBAL CAPITAL MARKETS

ACADEMIC QUALIFICATIONS

DEAN'S LIST 2012

WINNER, CITI
TRADING GAME 2011

AWARDED KENNEDY
SCHOLARSHIP 2009

CHARTERED FINANCIAL ANALYST PROGRAM

CFA Level III Candidate 2013

PRINCETON UNIVERSITY 2009 to 2013

MASTER OF BANKING AND FINANCE

(Currently tracking GPA 3.89) Dec. 2013

Specialization in Pricing Financial Instruments, Corporate Finance, Investment Management and Fixed Income.

Dissertation: "The Impact of Natural Disasters on Commodities Pricing."

BACHELOR OF SCIENCE, ECONOMICS AND BANKING, JOINT HONORS

Summa Cum Laude July 2012

KEY EXPERIENCE HIGHLIGHTS

JP MORGAN CHASE, NEW YORK July to Aug. 2012

SUMMER INTERN / TRADE SUPPORT, OIL FUTURES, COMMODITIES

Quickly positioned as "Lead Intern" to oversee all deal allocation for Oil Futures team in pressurized trading environment.

Analyzed large volumes of data and reported on divisional results to desk head.

Commercial Focus: Enabled sales teams to manage performance, enhance efficiency and grow revenue by providing insightful risk and pricing analysis.

Error Minimization: Attained 100% accuracy of time critical, transaction data.

Innovation: Enhanced key investment decisions through generating clear advice to traders on the daily flows of their individual P&Ls; originated distribution of weekly MI report across the team.

Project managed and meticulously reconciled migration of all team transactions into new system.



JOHN DELANEY

KEY EXPERIENCE HIGHLIGHTS (CONTINUED)

CITIGROUP, NEW YORK July to Aug. 2011

SUMMER INTERN, INVESTMENT BANKING DIVISION, OIL AND GAS

Specially selected to assist on high profile transaction. Exploited DCF methodology to model potential gas acquisition.

Data produced was integral to subsequent deal execution of >\$100M.

Financial Analysis: Performed P&L analysis of existing clients to ensure revenue projections on target. Included financial statement breakdown of one of Texas's most prominent oil companies.

Research and Reporting: Investigated the implications of the Global Financial Crisis on the US oil markets. Delivered presentation of findings to management.

Fast-tracked to deliver transaction support to senior bankers in all aspects of deal origination and execution following resignation of existing analyst.

UBS, NEW YORK July to Aug. 2010

SUMMER INTERN, COMMODITIES SETTLEMENTS

Challenged to respond to high-volume queries on outstanding trades and pricing valuations.

Championed as "Top Performer" in the intern cohort and identified as "Rising Star" by management team.

Relationship Management: Closed all enquiries in record time. Encouraged client retention, generating additional revenue as a result.

Reporting Accuracy: Expanded role to include production of management reporting, including the full range of commodity instruments. Enjoyed flawless record with zero errors.

PART TIME EMPLOYMENT (TO SUPPORT STUDY)

EXPEDITE KNOWLEDGE INC., NEW JERSEY Sept. 2011 to Present

MARKET RESEARCHER / TEAM LEADER

Doubled personal call targets for international market research firm.

Specially commended by MD for accuracy.

Communication Excellence: Smashed KPIs by building instant interview rapport.

Ranked in the "Top 5 Departmental Performers."

Commercial Drive: Accomplished 25% year-on-year growth in departmental interview numbers.

Transformed Company Culture: Initiated weekly in-house competition and incentivized personnel to exceed targets.

Boosted applications for market research roles by 50%.

ADDITIONAL LEADERSHIP EXPERIENCE

PRINCETON UNIVERSITY, NEW JERSEY July 2009 to Present

MASTER OF BANKING AND FINANCE STUDENT, FULL TIME

Selected for leadership positions throughout study, including:

Communication: Inspired Princeton Debating Team to win two inter-collegiate awards.

Personally awarded 'Best Speaker of the Day' in heated political debate.

Finance: Elected treasurer of PIMS, Princeton Investment Management Society.

Fantasy investment in the NASDAQ with an initial stake of \$100K for 12 months. Achieved 137% ROI.

Responsible Citizenship: Singled out to spend the summer on Red Cross volunteer teacher program in Ethiopia, resulting in highest English language results in five years.

ADDITIONAL SKILLS

IT: ADVANCED MS OFFICE, SPSS, BLOOMBERG, MS PROJECT, VBA, MACROS

LANGUAGES: TRILINGUAL - ENGLISH, FRENCH, SPANISH

EXPLANATION

- **Goal:** John is a strong graduate seeking an internship in a top tier investment bank, ideally in Capital Markets.
- **Challenge:** The graduate investment banking market is fiercely competitive with fewer and fewer graduate positions available each year since the GFC. The caliber of applicants tends to be very high, with many Ivy League candidates competing for a small number of vacancies. My challenge was to ensure that John stood out from this competition and that recruitment teams would recognize his potential. Investment banking graduate recruiters make a decision to “read or reject” very quickly. It was vital that the salient points and relevant key words would be identified within a few seconds.
- **Action:** I developed a catchy, innovative format to capture the readers’ notice, introducing speech bubbles and text boxes to showcase key information, USPs and to break up the page with interesting mini-stories. I spent a long time with John asking probing questions to elicit his key selling points. Within the introductory profile and skills portfolio, I strategically included three mentions of his investment banking internships (including JP Morgan) in the first half of the first page. Banks put a huge amount of value into the quality of previous roles, and this strategy ensures the reader can’t miss the fact he is a top tier candidate. I headed each bullet point with an emboldened core competency to reiterate John’s value.
- **Color and logo:** I opted for a gold color to complement a corporate navy blue. The gold represents money and the blue is a favored color by the finance sector. In addition, the light bulb logo with a dollar sign is designed to represent bright ideas, inspiration and of course the US\$. In the banking sector money is the driver and this is a novel way of expressing all that John has to offer.
- **Achievements:** In each of his corporate posts, John was an intern, brought in to learn and provide basic support. To create interest, I have tactically inserted a ‘hook’ within the role overview, designed to draw the reader in. Through thorough questioning I worked with John to help him understand how much more he did than simply support the team. I was able to identify not only what he achieved but also the impact of each of his actions.

OUTCOME

- **Outcome:** The strategy worked and John is now firmly ensconced in the Commodities division at Morgan Stanley. A very happy client.