

# ALEXANDRA DONCHEVA

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## EDUCATION

**University of Maryland,**  
Robert H. Smith School of Business  
*Bachelor of Science, Finance*

**College Park, MD**  
Expected: May 2027  
GPA: 3.8

### Honors and Programs

- **Smith Business Leadership Fellows** - Selected as 1 of 60 out of 500+ business school freshmen to partake a 2-year program with accelerated core business courses and exclusive networking opportunities with industry executives
- **Women in Finance Mentorship Program** - Competitively selected as 1 of 9 students to participate in a program designed to connect top performing female finance prospects with successful women leaders in the finance industry
- **Impact Consulting Fellowship** - Selected to partake in the Center for Social Value Creation's (CSVC) most esteemed program and work with MBA students to engage in hands-on consulting projects for both B-Corporations and nonprofits

## PROFESSIONAL EXPERIENCE

### Quantum Financial Advisors

*Financial Analyst & Investments Intern*

**Rockville, MD**

January 2024 - Present

- Aid the enhancement of QFA's Delta/Vega investment model options trading program, conducting in-depth research utilizing Bloomberg and Excel to help portfolio managers perform research and options trading for \$132MM AUM
- Perform monthly investment portfolio position analyses, delving into specific positions of investments held by the Senior Managing Director
- Authored a comprehensive memorandum published across all firm media outlets for an audience of 15,000+ individuals, detailing the respective fee structures, expense ratios, investor impacts, and AUM of the 11 U.S. SEC newly approved Bitcoin ETFs

### Lastine Entertainment Law PC

*Chief Corporate Communications & Media Coordinator*

**Beverly Hills, CA**

March 2022 - Present

- Lead an outreach team of eight individuals on media expansion initiatives, generating a combined media presence of 11,000+ individuals across five media platforms and press features in dozens of high-profile magazines/podcasts
- Drive an exceptional 97% business conversion rate derived from client engagements and celebrity clientele interaction
- Conduct thorough research into pivotal legal cases and trends that plague the entertainment industry, developing focussed firm business strategies for implementation rooted in deep analysis

### Momentum, Inc.

*Business Management & Consulting Intern*

**Camp Hill, PA**

June 2022 - August 2022

- Spearheaded internal testing of novel employee software solutions from the IT Department, catching three errors overlooked by IT specialists; drove SharePoint-based creation of innovative site pages
- Orchestrated firm-wide skill development training for 30+ employees surrounding networking's pivotal role in job acquisition
- Formulated in-depth marketing strategy, featuring a meticulously planned media outreach calendar for client projects; crafted Requests for Proposal (RFPs) to enhance procurement processes

## LEADERSHIP & INVOLVEMENT

### Smith Investment Fund

*VP of Finance*

**College Park, MD**

October 2023 - Present

- Selected as 1 of 12 out of 90+ applicants to manage a long-only, equity only portfolio of \$25K AUM
- Undergoing intensive technical training involving accounting, valuation, financial modeling, and investment strategy
- Authored a comprehensive 15-page equity research report on Starbucks' growth potential within the industry, highlighting the company's total addressable market, competitive advantage, financial strength, "fair price" based on DCF, IRR, and comparable company analysis

### Smith Impact Case Competition

*Investment Pitch Competitor*

**College Park, MD**

December 2023

- Developed detailed proposal on the financial strengths of GE Vernova and its positioning within the \$90B wind energy sector
- Analyzed GE Vernova's onshore and offshore revenue segmentation, profit margins, and CAGR, identifying opportunity for growth through market expansion into Europe and Asia
- Addressed plausible financial, operational, and macroeconomic headwinds surrounding GE Vernova's potential expansion, proposing strategic COGS mitigation strategies rooted in R&D investments and logistical company partnerships

## ADDITIONAL INFORMATION

**Skills:** Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Adobe Suite, Google Suite, Canva

**Languages:** Bulgarian (Native); Spanish (Working Proficiency)

**Awards:** Student Research Foundation (SRF) Community Contribution Scholarship, Dean's List, President's Award for Educational Excellence

**Other Activities:** Diversity on Wall Street Associate, Collegiate Financial Management Association (CFMA) Finance Committee Member, Women in Business Association, Residence Hall Association (RHA) Council President

**Interests:** Traveling (Bulgaria, Jamaica, Mexico etc.), Skiing, Photography, Graphic Design