

GRAHAM VAETH

<https://www.linkedin.com/in/graham-vaeth/>
443.591.0868 | grvaeth@gmail.com

EDUCATION

University of Maryland

Robert H. Smith School of Business
Bachelor of Science, Finance

College Park, MD

Expected: May 2024
GPA: 4.0

Honors & Awards

- **Banneker/Key Scholar** – awarded a full 4-year merit scholarship based on leadership, academic, and extracurricular achievements (received by less than 1% of students)
- **University Honors Living and Learning Program** – member of an academic program in the Honors College (top 10% of students) focused on providing rigorous interdisciplinary courses and seminars
- **Wall Street Fellows Program** – competitively selected as 1 of 20 students to participate in a rigorous program to prepare students for finance careers through a case-based curriculum and mentorship

PROFESSIONAL EXPERIENCE

Citigroup

Incoming Investment Banking Summer Analyst

New York, NY

June 2024 – August 2024

SavATree

Corporate Development / M&A Summer Analyst

New York, NY

June 2022 – August 2022

- Participated in team to execute an aggressive M&A roll-up strategy at a tree care company, backed by private equity firm Apax Partners, to successfully acquire and integrate 4 smaller tree care companies in the industry across the United States
- Found, researched, and mapped 100+ prospective target companies in attractive metropolitan statistical areas for 2 states per week using set criteria based on wealth demographics and statistics such as median income and home value
- Performed financial and fundamental due diligence through the creation of EBITDA analyses and tear sheets with essential company information such as equipment lists, employee rosters, financial metrics, and deal characteristics

Medley Social

Business Development Intern

Remote

January 2022 – May 2022

- Conducted market research for a startup social media app with recipes to serve as a platform for passionate food and beverage influencers and provide brands with targeted advertising through sponsored recipes and influencer engagements
- Performed fundamental due diligence and research by analyzing competitive advantages, 12+ different user experience designs, and industry trends within the food and social media industries to summarize and compile into an investor pitch deck

CFG Bank

Portfolio Management Intern

Baltimore, MD

May 2021

- Managed an extensive client database to maintain an effective, profitable portfolio of nearly 100 businesses
- Updated files of 10 loyal borrowers to ensure accuracy of records in the database using information from reports and calls

ACTIVITIES AND INVOLVEMENT

Smith Investment Fund

Research Analyst

College Park, MD

October 2021 – Present

- Selected as 1 of 12 (from 76 applicants) for a growth-based, student-managed investment fund with \$15k AUM
- Created several research reports on companies in the consumer industry highlighting key fundamental and financial metrics
- Monitor updates, news, and coverage in the consumer and retail sector for biweekly portfolio meetings

Lemma Senbet Fund

Consumer Staples Analyst

College Park, MD

May 2023 – May 2024

- Competitively selected as 1 of 12 University of Maryland students to manage a \$2.5mm university endowment fund
- Identify investment opportunities and present recommendations through comprehensive research and financial modeling

Smith Finance Group Investment Banking Case Competition

2nd Place Winner

College Park, MD

November 2021

- Considered and pitched a potential acquisition of iRobot (NASDAQ: IRBT) by Amazon (NASDAQ: AMZN)
- Completed comparable companies, precedent transactions, and discounted cash flow analyses by using historical financial metrics and industry statistics to determine a valuation for the acquisition price of iRobot to include in the presentation

ADDITIONAL INFORMATION

Programs: Citi Early Identification Leadership Program, Jefferies Insight Day, Stifel Emerging Leaders Seminar

Other Activities: Intramural Flag Football, Smith Finance Group

Interests: Baseball, Fitness (Weightlifting), Golf, Music Performance and Production (Piano, Bass, Saxophone), Pickleball