

VIVIEN LAU

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EDUCATION

University of Maryland
Robert H. Smith School of Business
Double Major: Bachelor of Science, Finance and Information Systems

College Park, MD
Cumulative GPA: 4.0
Expected: May 2024

Honors and Programs

- **University Honors** – Honors academic program for top 10% of undergraduates offering rigorous interdisciplinary seminars
- **Lemma Senbet Fund: Technology Sector Analyst** – \$2.5mm long-only endowment fund managed by 12 competitively selected students as part of a full-time student fellows' program

WORK EXPERIENCE

Guggenheim Securities
Incoming Investment Banking Analyst

New York, NY
June 2024

Guggenheim Securities
Investment Banking Summer Analyst

New York, NY
June 2023 – August 2023

- Conducted industry research to draft presentations and diligence call notes for sponsors and corporations
- Supported deal teams on transactions for companies with enterprise values of \$100mm to \$2bn in FIG, Consumer, and TMT

Select Transaction Experience:

- *Project Breakthrough Capital* – Spread public comps and created an investor presentation highlighting industry tailwinds and strategic acquisition targets for an acquisition of a \$500mm apparel company

Anchorage Capital Group
Investment Research Summer Analyst

New York, NY
July 2022 – August 2022

- Managed a \$32B+ portfolio of alternative investment strategies through credit modelling and fundamental research
- Conducted diligence on 4 hedge fund positions and potential new investments in healthcare industry, including collecting and evaluating data on CPI volume, local market share data, financials, and competitive analyses

Battery Ventures
Venture Capital Extern

San Francisco, CA
May 2021 – August 2021

- Sourced early-stage B2B SaaS companies with roughly \$5mm ARR and expected growth rates of 60%+ YoY
- Spearheaded deal due diligence and pitched minority investments to Battery senior leadership
- Led discussions with target company CEOs, built a map of competitive landscape, and drove due diligence of key SaaS KPIs

LEADERSHIP EXPERIENCE

Smith Investment Fund
Chief Strategy Officer

College Park, MD
October 2020 – Present

- Selected as 1 of 10 fundamental analysts out of 120 applicants for a long-only student managed fund with \$10,000 AUM
- Responsible for investment idea generation, recruitment, overseeing fund operations, and managing a team of research analysts

Select Experience:

- *SQ* – Pitched a BUY rating, highlighting Square's sticky seller ecosystem, Cash App's potential for neobank growth, and potential to move upmarket toward larger clients with more attractive unit economics as catalysts for investment

Girls Who Invest
Summer Intensive Program Scholar & Campus Ambassador

Philadelphia, PA
May 2022 – August 2022

- Accepted into highly selective, rigorous 4-week training program at the University of Pennsylvania focused on investment concepts taught by leading business school professors and investment professionals

Private Equity & Venture Capital (PEVC) Club
Cofounder & VP of Strategy

College Park, MD
May 2021 – December 2021

- Cofounded the VC section to teach students venture capital concepts through weekly meetings of approximately 20 students
- Coordinated outreach and events such as a case competition and 3 guest speaker chats with VC professionals and founders

ADDITIONAL INFORMATION

Skills: Bloomberg Certified, FactSet, Microsoft Office, Python Programming Language, Squarespace, Cantonese (conversational)

Activities: Women in Finance Mentorship President, Smith Finance Group, Alpha Kappa Psi Professional Fraternity, Club Tennis

Interests: Yoga, Meditation, Piano, Baking scones, Traveling (France, Italy, Alaska), TechCrunch, Spikeball