

ARIA T. ZUTSHI

Chadds Ford, PA | aria.zutshi@gmail.com | (302) 593-0667 | [linkedin.com/in/aria-zutshi/](https://www.linkedin.com/in/aria-zutshi/)

EDUCATION

University of Maryland

Robert H. Smith School of Business

Bachelor of Science in Finance and Operations Management & Business Analytics

College Park, MD

GPA: 3.7/4.0

Expected: May 2027

WORK EXPERIENCE

Smith Investment Fund

VP of Technology & Academy Associate

College Park, MD

September 2023 – Present

- Selected as 1 of 12 fundamental analysts out of 96 applicants for a student-managed equity fund with 20k+ AUM
- Conduct fundamental research using accounting practices, financial modeling, and growth-based investment criteria
- Authored a comprehensive 15-page equity research report on Starbucks' growth potential within the industry, highlighting the company's total addressable market, competitive advantage, and financial strength

Consult Your Community

Engagement Leader & Business Analyst

College Park, MD

September 2023 – Present

- Advised Trippy Tacos to improve its finance and marketing strategy by working directly with influencers to promote new products, gain exposure in the DMV area, and maintain a larger customer base
- Researched influencer marketing strategy to promote the business and understand industry pricing

Women in Finance Mentorship Program

Mentee

College Park, MD

September 2023 – Present

- Selected as 1 of 9 students for a program connecting female students with industry alumni, analyzed guest speakers' advice, and honed networking skills

LEADERSHIP

Stifel Investment Banking Case Competition

Competitor

College Park, MD

November 2023

- Pitched a strategic acquisition of Marathon Oil (MRO) by Shell (SHEL) by creating a slide deck highlighting key findings and recommendations for the potential deal team with a strong emphasis on synergies
- Collaboratively analyzed value using public comparable companies, precedent transactions, and a discounted cash flow

Public Forum Debate Team

Captain & Curriculum Developer

Kennett Square, PA

August 2020 – July 2023

- Coached 25+ novices, taught strategies, and hosted lectures, as a Nationally recognized debater
- Developed and implemented in-depth curriculum for 4th-8th grade students learning Public Forum debate
- Mentored 8 teams in creating cases, formulating rebuttals, and leading mock rounds to prepare them for competition

Interact Club

President

Kennett Square, PA

August 2019 – June 2023

- Pioneered over 20 fundraisers, organized service projects, doubled student involvement, and headed annual gala
- Received Rotary Youth Leadership Award for exceptional contributions and leadership in community service

Comprich

Director of Outreach for North America

Remote

June 2022 – June 2023

- Led international start-up that aims to make academic competitions and resume-building tools widely accessible using a proprietary, user-friendly network
- Established relationships to help expand user base of over 1,000 students and elucidate the benefits of using product

Peace First Organization

US & Canada Ambassador

Remote

August 2020 – July 2022

- Worked with non-profit organization dedicated to helping young people globally become powerful changemakers
- Created development toolkits for non-profit owners across the U.S and expanded the International team

HONORS

Public Forum Debate

- Championed and placed at 6 nationally-recognized tournaments in the Varsity and Junior Varsity level

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, Bloomberg, Programming in R/RStudio, Google Suite;

Interests: Traveling (Europe/National Parks), Pottery, Painting, Basketball, Hiking, Photography