

[John Doe]

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EDUCATION

[Graduate School of Business Name]

[City], [State/Country]

[Candidate for Master of Business Administration]

[Expected May 20##]

- **GMAT:** [780 (99th Percentile)]
- **Awards & Honors:** [First Year Honors]; [John Smith Fellowship – awarded to top 5% of first-year class]; [Leadership Scholar – one of ten selected from 200+ applications]; [1st Place in Investment Conference Stock Pitch Competition]
- **Leadership Roles:** [President of Investment Banking Club]; [President of Men's Soccer Club]; [CFO of the *Retail Conference*]

[University Name]

[City], [State/Country]

[Bachelor of Science in Mechanical Engineering, Summa Cum Laude]

[Graduated May 20##]

Cumulative GPA: [3.9]; **SAT:** [2400 (M: 800; V: 800; W: 800)] – Include other relevant test scores if outside of USA

WORK EXPERIENCE

[Company Name]

[City], [State/Country]

[Corporate Development Manager]

[June 20##] – [Present]

- [One of six corporate development professionals responsible for supporting executive management in driving the strategic development of the corporations' three business units, totaling \$3 billion in annual sales]
- [Promoted twice to Manager position and selected to lead analytical training for company's new hires in Minneapolis]

Selected [Project (or Deal / Investment / Transaction)] Experience:

- [Market Entry into India for the XYZ Healthcare Business Unit:]
 - [Identified potential new customer accounts and product cross-selling opportunities worth ~\$250 million in revenue upside; invited to present results to corporation CEO and Board of Directors]
 - [Developed detailed new market entry strategy for the healthcare unit's entry into the India pharmaceutical market and identified list of suppliers for ~210 compounds at 10% lower cost]
 - [Built bottom-up market model to estimate the Indian market demand and targeting strategy for the drug portfolio]
 - [Led a cross-border team (US, Japan, India) composed of Corporate Development, Marketing and FP&A to initiate supply chain development, detailed analysis of bill of materials, and inventory re-engineering, which reduced variable and fixed costs associated with production by \$23 million (+200bps improvement to India EBITDA margin)]
- [Optimizing B2B Unit's North America Commercial Operations to Boost Sales:]
 - [Analyzed sales force compensation structure inefficiencies and proposed alternate structure with better-aligned incentives to executive management; resulted in division-wide implementation and increased sales by 22%]
 - [Managed a team of 11 analysts and consultants to enhance the unit's North America performance tracking and reporting capabilities; efforts resulted in a 3x wider information coverage]
 - [Shortlisted 10 attractive high-growth acquisition targets and performed commercial due diligence to analyze strategic fit]
- [Business Process Redesign for Consumer Business Unit's Promotional and Pricing Operations:]
 - [Collaborated with marketing team to create 3 year pricing and promotion strategy for the a portfolio of 127 SKUs; modernized the company's marketing infrastructure with the latest AI-driven technology to build a new pricing system]

[Company Name]

[City], [State/Country]

[Summer Intern], [Group Name]

[June 20##] – [August 20##]

- [Assisted a Fortune 100 industrial manufacturer to develop turnaround strategy to avoid breach of debt covenants]
- [Designed a model to optimize classroom scheduling for an education operator with 42 private schools; improved capacity utilization by 10%]

ADDITIONAL

- [Fluent in Spanish], [proficient in Mandarin]; [favorite business books include *Margin of Safety* and *Competitive Strategy*]
- [Avid skier having skied across US, Europe and Japan], [PADI-certified scuba diver]; [fan of *Game of Thrones* and *House of Cards*]



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Investment Banking Interview Coaching

We provide customized 1-on-1 recruiting guidance to help you navigate the investment banking recruiting process. While most of our team is located in the United States, we can help clients located anywhere in the world, especially EMEA and APAC. Coaching sessions are delivered via phone or digital communication (i.e. Skype, FaceTime, WhatsApp, etc.) You can learn more here: [Investment Banking Interview Coaching](#).

Online Finance Course

If you don't have a strong finance technical foundation (i.e. you're a career-switcher, you're a consultant, you're in IBD but not a group that does heavy analysis), you'll need to brush up on your finance knowledge and develop the right investing mindset. We're pleased to offer the [Online Finance Course](#).

Investment Banking Recruiting Guides

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About 10X EBITDA

10X EBITDA is a boutique career consulting firm composed of a small team of former investment banking professionals from Goldman Sachs and investment professionals from the world's top private equity firms and hedge funds, such as KKR, TPG, Carlyle, Warburg, Citadel, Tiger, and others. Many of us worked with each other during our Analyst days and experienced the challenges in the recruiting process first-hand. We've developed our own system and best-practices that we share with our clients. Our mission is to cultivate the next generation of top talent for Wall Street and to help you bring your careers to new heights. We're based in the United States.