

# Raina Coleman

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## EDUCATION

**University of Miami, School of Business Administration** - *Cumulative GPA: 3.691* Coral Gables, FL

Major: Bachelor of Business Administration, Finance

Expected Graduation: May 2019

**Honors/Awards:** Most Outstanding Student in the Junior Class, Dean's List, Provost's Honor Roll, Student Organization of the Year '17 (Women in Business)

**Scholarships:** Canes Achievement Award, Bermont/Carlin Scholars Program

**Relevant Coursework:** Business and Security Valuation, Intro to Mergers and Acquisitions, Professional Selling

## EXPERIENCE

**Arthur J. Gallagher & Co.**

Doral, Florida

*Gallagher Summer Sales Intern*

June 2017-August 2017

- Shadow commercial insurance brokers on daily meetings, site visits, client phone meetings to understand client needs, industry trends, and Gallagher sales approaches
- Compete against regional intern cohort in insurance case study competition and deliver sales presentation to Gallagher executives

**Wells Fargo Advisors**

Bethesda, Maryland

*Intern*

May 2017

- Analyzed metrics such as PE, historic earnings, and analyst recommendations to create asset allocation models for mock portfolios given hypothetical criteria and risk parameters
- Participated in operations at front desk, including document organization, filing, helping fulfill client requests, proposal creation

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

**Category 5 Student Managed Investment Fund**

Coral Gables, Florida

*First Year Analyst, Healthcare Sector*

January 2018-Present

- Prepare and present valuation report on Merck KGaA using discounted cash flow, direct valuation, and indirect valuation analysis
- Pitch buy and sell recommendations of stocks in healthcare sector to the fund

**Hyperion Council**

Coral Gables, Florida

*Project Lead, Business in a Box*

November 2016-Present

- Provide business consulting to local startups and small businesses using concepts from coursework to empower underserved communities
- Manage team of students in creating educational documents on Marketing, Financial Literacy, Business Technology, and other business topics to provide to the council's clients

**Women in Business Club**

Coral Gables, Florida

*President*

August 2016 – Present

- Strategize with organization's Executive Board to generate meeting content to provide female students with tools to be successful in various business careers
- Represent the organization in leadership conferences, business events, and serve on Miami Business School's Council of Presidents to advise the Office of the Dean on its initiatives

**SEO Career**

New York, New York

*Trainee (Pre-Internship)*

December 2017-June 2018

- Completed 100 hours of online and in-person training covering technical skills including: MS Excel, PowerPoint, and basic accounting and finance in addition to professional development skills relevant to Wealth Management

**School of Business Administration Peer Counseling**

Coral Gables, Florida

*Executive Team Leader, Vice President of Involvement*

May 2017-Present

- Promote Freshman awareness of opportunities and events on campus to connect them to real-world business experiences
  - Serve as an intermediary between Team Leaders and professors to relay concerns and ensure consistent delivery of course content
- Team Leader* August 2016-May 2017
- Supervise and teach weekly discussion class of eight to ten Freshmen in a course on cultural competency in the global workplace and finding your personal brand

## SKILLS & INTERESTS

**Computer:** Microsoft Applications (Excel, PowerPoint), Adobe Lightroom, Adobe Photoshop, Bloomberg

**Interests:** Photography, Politics and Media

**Activities:** Delta Delta Delta Fraternity, UM Club Tennis