

# Julio del Peón

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## EDUCATION

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**University of Miami - School of Business** – Cumulative GPA: 3.44 (Major GPA: 3.57)

Major: Bachelor of Business Administration, Finance

Minor: Accounting and Marketing

**Coral Gables, FL**

Expected Graduation: May 2018

**American University of Rome**

Study Abroad Program

**Rome, IT**

Fall 2014

**Honors/Scholarships:** AP Scholar, Bermont-Carlin Scholar, Order of Omega Honors Society

**Relevant Coursework:** Accounting, Business Analytics, Finance, Intermediate Statistics, Macroeconomics, Marketing

## EXPERIENCE

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**JPMorgan Chase & Co.**

Incoming Analyst, Private Bank – Latin America | Andes Region Coverage Group

**New York, NY**

Starting July 2018

**JPMorgan Chase & Co.**

Summer Analyst, Private Bank – Latin America | Andes Region Coverage Group

**Miami, FL**

Jun 2017 – Aug 2017

- Developed asset allocation strategies and proposals for accounts worth up to \$75M and ran statistical models that detailed their probable performances given the risk profile of the portfolio and the bank's long-term capital market assumptions
- Analyzed floating rate credit facilities of up to \$25M and - given forecasted rising interest rates - identified possible solutions to fix client interest rates with mechanisms such as interest rate swaps, interest rate cap warrants, and term loans
- Created a client presentation that detailed the firm's competitive advantages and ability to add value, which resulted in the client transferring an additional \$30M in assets to the bank after it was presented to him
- Audited an \$18.3M PUT loan in order to ensure that payments by all parties adhered to the agreed upon interest rate spread and payment schedule, found an accounting error that understated what the bank was owed by \$3K

**Apple Leisure Group** | Portfolio Company of KKR & Co. LP Specializing in Resort Management

**Newtown Square, PA**

Market Intelligence Analyst Intern, Resort Development Department

Jun 2015 – Aug 2015, Jun 2016 – Aug 2016

- Appraised 5 Latin American vacation destinations under consideration for the development of new resorts, worth a minimum investment of \$80M, in order to determine venture viability and consistency with the company's growth strategy
- Utilized financial modeling techniques, analytical tools, and market research to develop financial forecasts of up to \$15M in annual EBITDA for potential resort acquisitions in order value said hotels and their management contracts
- Constructed financial model that breaks down proprietary investments in additional flights to a destination, for purposes of calculating their multi-million-dollar impact on 2 managed properties that operate 750 rooms for the company
- Reduced the projected annual operating costs of a property in Cabos, Mexico by \$240K (4%) by consolidating resort payroll data to create and index that allows for more efficient budget development

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

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**MexiCanes** | Mexican Students Organization at the University of Miami

**Coral Gables, FL**

Founding Member

Aug 2015 – Present

- Helped grow the club from 8 to 54 members by pooling resources and recruiting students during the process of applying to become an official student organization, which formally began operating in the Fall of 2016

**SEO (Sponsors for Educational Opportunity) Career** | Pre-internship training program

**New York, NY**

Trainee

Dec 2016 – Jun 2017

- Completed 100 hours of online and in-person training covering technical skills including: MS Excel, PowerPoint, economics, markets and securities products in addition to professional development skills relevant to private banking

**University of Miami Student Government Senate**

**Coral Gables, FL**

Senator, Representing the Interfraternity Council (IFC)

Feb 2016 – Feb 2017

- Liaised the IFC and Senate in order to provide the best possible college experience for 994 constituents
- Managed \$6K of Student Government funds on the Policy & Finance Committee by analyzing student organization co-sponsorship requests and deciding how projects should be financed

## OTHER SKILLS & INTERESTS

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**Computer/Technical:** Microsoft Office (Word, Excel, PowerPoint), Adobe Acrobat Pro

**Language:** Spanish (Native and professional proficiency)

**Interests:** All-state wrestler, Avid soccer fan, Award-winning oil painter, World traveler