

PAMELA ONORATO
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EDUCATION

University of Miami, School of Business Administration **Coral Gables, FL**
Majors: *Finance, Marketing*; Minor: *Business Technology* (GPA: 3.7) May 2019

WORK EXPERIENCE

SecBI, Business Development Analyst, Tel Aviv, Israel June – August 2017

- Increased business development by 10% through various initiatives, expanding SecBI's network and client base.
- Provided analysis on joint ventures with co-technology partners and MSSP's to expand growth opportunities.
- Co-created use cases, guides and reports discussing POC details and outlining techniques to utilize SecBI's platform.
- Proposed strategies to improve client presentations and emphasize the ROI of SecBI's automated threat detection.

Chestnut Advisory Group, Corporate Finance Associate, Westport, CT May - August 2016

- Customized market research strategies to identify and interpret client feedback for asset managers.
- Developed client's marketing presentations on portfolio performance discussions and pitch books.
- Revised company newsletter to summarize, evaluate and discuss industry problems and provide best practices.

AM 20/20, Corporate Research Associate, Westport, CT May - August 2016

- Edited AM 20/20 investor research reports addressing current concerns of institutional investors and consultants.
- Improved the quality of the CRM database, decreasing overall bounce backs from over 1,000 to less than 300.

Solaire Generation Inc., Research Associate, New York, New York August 2013 & 2014

- Studied the financing and transformation of converting parking lots into multifunctioning solar power locations.

LEADERSHIP EXPERIENCE

TAMID Group at the University of Miami, Analyst, Coral Gables, FL September - Present

- Working on the Equity team of the Investment Fund to conduct research and create unique stock pitches.
- Developed and submitted a full equity report on Salesforce in a competition and received \$1000 to invest in the stock.

University of Miami Dean's Undergraduate Advisory Board, Member, Coral Gables, FL January - Present

- Working with the Dean of the Business School to create solutions to problems encountered by students.

Girl Up: United Nations Foundation, Co-founder, Co-fundraising Chair, Coral Gables, FL May - Present

- Creating objectives and techniques to increase club membership and fundraising.
- Increasing awareness to create opportunities and strengthen global communities for girls around the world.

University of Miami, Team Leader, Coral Gables, FL August – January 2016

- Selected to lead and mentor new students, throughout a semester to develop an original business plan.
- Working with professors to develop the class curriculum for over 500 freshmen.

Entrepreneurship Incubator at Yale University, New Haven, CT July - July 2014

- Created business plan to address finances, marketing, and strategic options for a theoretical fashion company and pitched plan to Professor Steven Rogers, of *Harvard's Business School*, and other investors.

ADDITIONAL INFORMATION

Honors:

- Dean's list (Fall 2015 - Spring 2017)
- 3rd place in environmental proposals at the Southern Connecticut Science and Engineering Fair (2013)

Languages: Limited proficiency in Spanish & Chinese (Mandarin)

Technical Skills: Beginner level in C++ programming, market research, CRMs (MailChimp and Pipedrive)

Community Service: Completed 200+ hours as a note taker assisting students with disabilities at the University of Miami, Member of the UM Special Olympics team, Member of the "First Year at the U", Co-founder and co-vice president of the Staples High School Save The Children Club, Co-president and four-year member of Staples High School Special Olympics Club, 8-year volunteer for Charna's Kid's Club at New York- Presbyterian Children's Hospital

Interests: Traveling, Cooking, Hiking, Reading, Animals, Nationally ranked gymnast