

# Zoheib Chatoor

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## EDUCATION

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### University of Miami

*Bachelor of Business Administration*

**Coral Gables, FL**

Expected May 2017

- General Honors Program, Major in Finance
- Selected to be a part of UM in DC Program in Fall 2013
- **Relevant Coursework:** Fundamentals of Finance, Financial Accounting, Business Analytics, Microeconomics
- **Honors/Awards:** Dean's List, First Place in Wall Street Survivor stock game with a net gain of 5.3%, Inducted into the Honors Student Association for academic and community involvement, Bermont/Carlin Scholar
- **Cumulative GPA:** 3.6 / 4.00

## PROFESSIONAL EXPERIENCE

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### Bank of America Merrill Lynch

*Global Transaction Services Analyst*

**New York, NY**

July 2017

- Work in a 12-month rotation between product and sales as part of the Treasury Management Analyst Program

### Goldman Sachs

*FICC Product Control Summer Analyst*

**New York, NY**

Jun 2016 - Aug 2016

- Assessed the current financial position of global commodity businesses at the end of each day, and provided detailed information on commodity price movements that was directly reported to senior management
- Calculated daily P&L for the Agriculture and Power trading businesses, and analyzed P&L drivers using the Greeks to present at weekly attribution meetings
- Generated six new process efficiencies to major commodity business P&L's, which saved a total of 45 minutes per day and resulted in higher team performance
- Researched and presented the impacts of Brexit, Nigeria Currency Crisis, and Bank of England interest rate decision to senior partners of the Investment Management and Securities divisions

### Northwestern Mutual

*College Financial Representative*

**New York, NY**

Jun 2015 - Aug 2015

- Accumulated four clients contributing \$24,500 of annual premiums, which generated total revenue of \$12,250
- Prepared seven Personal Planning Analyses with a team of financial advisors projecting 401(k) account balances, life insurance products, and diversified investment strategies involving mutual funds and ETFs
- Worked with prospective clients in areas of Risk Management, Wealth Accumulation, and Estate Planning

### Frontier Strategy Group

*Strategy and Operations Analyst Intern*

**Washington, DC**

May 2014 - Aug 2014

- Tracked 4,900 client interactions through Hoovers and Salesforce databases, and used vLookups to match and transfer data
- Worked on strategic projects involving the creation of pivot charts and formulas in Excel to show an 80% renewal rate of clients
- Constructed client data analysis using Excel to support the Global Account Management Team, resulting in the development of three new business models to forecast client satisfaction and product demand

### UBS Financial Services

*Financial Advisor Intern*

**Washington, DC**

Oct 2013 - Dec 2013

- Created asset allocation models and client presentations using Excel and PowerPoint for client portfolios, which were presented by the team in 14 client meetings
- Produced Morningstar reports for portfolio managers by researching market trends, mutual funds and trending stocks with research services such as Bloomberg

## LEADERSHIP EXPERIENCE

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### Alpha Kappa Psi Business Fraternity

*Vice President of Faculty/Alumni Affairs, Chairman of Professional Events*

**Coral Gables, FL**

Jan 2014 - Present

- Created the alumni mentor program pairing up 43 members with alumni to educate them in their field of interest
- Train underprivileged men professional skills involving interviewing and resumes at Miami Rescue Mission

## SKILLS & INTERESTS

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- **Languages:** Spanish (conversational proficiency), Urdu (fluent proficiency)
- **Computer:** Microsoft Office, Microsoft Excel, Minitab, Salesforce, Hoovers, ConsultWorks, OSX, Windows
- **Certifications:** New York State Life, Accident and Health Insurance License
- **Interests:** Basketball, drums, investing, reading, traveling