

Alexander C. Dorfschneider

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EDUCATION

Binghamton University, State University of New York, School of Management

Binghamton, NY

Bachelor of Science in Business Administration

Expected May 2024

Concentrations in Finance and Management Information Systems

Cumulative GPA: 3.5/4.00

PROFESSIONAL EXPERIENCE

Brentwood Growth

Maplewood, NJ

Investment Banking Summer Analyst

June 2023 – Present

- Work alongside clients to develop materials for sell-side processes, including teaser documents and CIM's while collecting add-back information vital to adjusted EBITDA in order to provide a holistic depiction of the operations and growth trajectory and generate interest from potential financial sponsors and strategic buyers
- Perform thorough financial valuation and create essential preliminary information for potential clients (EBITDA range of 500k -10MM) to determine overall profitability and attractiveness as an acquisition target in the market
- Maintain a diligence tracker and compile detailed notes about relevant concerns by evaluating interest in the market and reviewing letters of intent to help determine where potential acquirers stand within the process

Millburn Township Recreation Camps

Millburn, NJ

Sports Director

June 2020 – August 2022

- Curated, supervised and coached daily sports program for group of 40+ children between the ages of 6 and 15
- Collaborated with the Camp Director to oversee a team of 8 counselors and provided recommendations for fill-time staff hiring and training under the Recreation Program Supervisor's guidance

LEADERSHIP EXPERIENCE

Sigma Chi International Fraternity (Mu Gamma Chapter)

Binghamton, NY

Assistant Treasurer – Finance Committee Chairmen

January 2023 – Present

- Designate a cash flow of approximately \$40,000 to be allocated towards budgeting for events, insurance premiums, reimbursements, merchandise, and philanthropic initiatives
- Manage the collection of dues and maintained constant communication with approximately 80 different fraternity members regarding the budgets throughout the semester to ensure funds were allocated accordingly

Special Events Coordinator

January 2023 – Present

- Construct collaborative relationships with Greek Fraternities and Sororities by leading a uniform, efficient and organized social team to create itineraries, manage a budget, and carry out risk management contingency plans
- Orchestrate large scale functions for fraternity members, accommodating the theme to various seasonal events and traditions

Philanthropy Chair

December 2021 – December 2022

- Organized and participated in numerous philanthropic events each semester garnering involvement from 200+ active and alumni members of the fraternity in order to assist local causes within the Binghamton community
- Spearheaded fundraising efforts for the annual BaxterThon Dance Marathon philanthropy event helping to raise a grand total of \$50,000 supporting Children's Miracle Network Hospitals and spreading awareness about the cause

Mazda Live Case Competition

Binghamton, NY

Participant

November 2022

- Identified inefficiencies in brand and dealer service retention as well as being in a saturated market and developed recommendations to incentivize leasing, implement service subscription packages, and a customer loyalty program
- Projected out the financial implications of the company's future progress and provided a timeline with suggested recommendations through the use of PowerPoint while collaborating with team members
- Established key performance indicators measuring inventory turnover, customer retention, and customer acquisition rates as primary indicators of success and profitability for the company

Ernst & Young TechX Case Competition

Binghamton, NY

Participant

September 2021 – October 2021

- Consulted with McDonald's to propose ideas that would combat the lack of employee retention rate, inefficiency throughout the ordering process, and the stigma regarding the brand image to prepare the company for further success
- Created a slide deck consisting of a detailed consulting plan that would improve employee relations by offering performance-based wage increases, simplify the ordering process by introducing digital ordering kiosks, and develop an advertising campaign that would improve overall brand image by promoting new healthy options on the menu

ADDITIONAL INFORMATION

Technical Skills: Alteryx, CSS, HTML, Microsoft Office Suite (Word, Excel, PowerPoint), Python, Tableau

Organizations: ASCM, BU Finance Society, Millburn Education Foundation, SAVe Veterans Club, Sigma Chi Fraternity

Interests: *Breaking Bad*, Fantasy Football, Geography, Golf, New York Jets, New York Mets, Poker