

JULIA KUFMAN

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EDUCATION

University of Florida **Gainesville, FL**
Master of Science in Finance 2009

- Coursework: Measuring and Managing Value, Financial Statement Analysis, Fixed Income Security Valuations, Interest Rate Risk Management, Study in Valuation, Private Equity, Business Plan Formation, Capitalism

Bachelor of Science in Business Administration 2008

- Major in Finance; Cumulative GPA 3.76
- 100% tuition financed by merit-based scholarships
- Dean's List; Honors College Certificate of Completion; Golden Key International Honour Society; Phi Kappa Phi
- Activities: Lubivatch-Chabad Student Group – Executive Board; Student Finance Group – Community Service Director, Finance Committee; Finance Professional Speaker Series; Navigators International Student Mentor
- Coursework: Business Finance, Debt and Money Markets, Equity and Capital Markets, Financial Accounting

Royal Melbourne Institute of Technology **Melbourne, AUS**
Study Abroad Program 2006

- Exposure to Australian and International economy, business, law, and regulation

EXPERIENCE

Wachovia Securities **New York, NY**
Summer Analyst – Industrial Growth and Services Investment Banking 2008

- Researched metrics that drive single-family housing starts in the building products industry; performed a regression analysis to determine relationships in past downturns; analysis resulted in a forecast of the trough of starts in the current downturn
- Worked closely with a senior banker to perform due diligence and financial analysis on a private company in the home repair services industry; prepared client presentation that resulted in a follow-up meeting to discuss strategic alternatives
- Researched 20 acquisition targets in the business services industry using Capital IQ, Thompson analytics and internal databases; prepared client presentation and attended client meeting; resulted in private equity firm doing additional diligence
- Developed experience in spreading trading comps and transaction comps and building a leveraged buyout valuation model

Detail – Start-up Jewelry Wholesale Supplier **Cambridge, MA**
Sales Representative/Marketing Assistant 2008

- Managed the sales cycle from identifying and developing leads to closing the deal and post-sale customer retention to cultivate relationships and expand the customer base
- Designed innovative marketing strategies to create a brand image and position the product more effectively

State Attorney's Office for the Fourth Judicial Circuit **Jacksonville, FL**
Summer Legal Intern 2006

- Took initiative to expand the program through networking with assistant state attorneys and exposure to court trials

RESEARCH

Bureau of Economic and Business Research **University of Florida, Gainesville, FL**
Research Assistant to Dr. David Denslow, Distinguished Service Professor and Research Economist 2007

- Researching impacts of a potential extension to the sales tax base using the ACCRA Index as measure of market prices
- Conducted analysis of a proposal for significant modifications to Florida State property taxes and contributed written material to a research report on Property Taxation for the State Legislature

Honors Economic Research **University of Florida, Gainesville, FL**
Research Assistant to Dr. David Denslow, Distinguished Service Professor and Research Economist 2005

- Authored research paper analyzing the qualitative and quantitative effects of back-loading on teacher salaries across Florida
- Evaluated fund distribution and investigated differences due to locale and different cost adjustments to help budget planning

ADDITIONAL

- Fluent in Russian, beginner in Hebrew and Spanish
- Selected to participate in the Monster Diversity Leadership Conference – engaged in corporate networking and involved in diversity awareness through workshops (15% selected of 24,000 applicants)
- Led a group of 12 teenage girls, providing support and advice as a camp counselor at Blue Star Camps; a role-model to the group, particularly during the campus team-orientated physical, cultural, and leisure activities
- Interests: Dance – 10 years training, Intramural Soccer – Team Captain; Scuba Diving – NAUI certified; Hiking/Trekking – Undertook a 13-day trek to the base camp of Mount Everest in Nepal (17,600 feet)