

Eliano Rexho

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EDUCATION

Queen's University

Bachelor of Commerce

Kingston, Ontario

2017 – Present

- **Academics:** Cumulative GPA: 4.09/4.30; Principal's Scholarship Recipient; D.I. McLeod Dean's List with Distinction
- **Relevant Courses:** Business Decision Models (A+), Finance I & II (A+), Managerial Statistics (A+), and Principles of Economics (A+)
- **Exchange:** Completed the winter 2020 semester abroad at Bocconi University in Milan, Italy
- **Other:** Selected as a teaching assistant for COMM 151, a first-year Organizational Behaviour course

Northern Secondary School

Ontario Secondary School Diploma

Toronto, Ontario

2013 – 2017

- Received the gifted certificate; awarded the Principal's Award for demonstrating exceptional leadership and community involvement

PROFESSIONAL EXPERIENCE

Accenture

Strategy Analyst

Toronto, Ontario

Summer 2020

- Scheduled to complete a 12-week summer internship within Accenture's strategy practice

Skylight

Business Analyst

Toronto, Ontario

Summer 2019

- Completed a second summer internship at Skylight, a San Francisco-based technology start-up disrupting the Bay Area home remodeling industry as an integrated digital general contractor
- Developed pitch deck that was presented to Silicon Valley venture capital firms to secure \$10 million+ in series A round financing
- Discovered process inefficiency and erased bottlenecks in customer acquisition funnel that led to 33% improvement in lead conversion
- Participated in daily meetings with CEO to discuss company's strategic direction, plan funding strategy, and provide financial progress updates
- Monitored and tracked performance of US \$1.2 million portfolio of home renovation and design projects to optimize for high CSAT scores

Operations Intern

Summer 2018

- Worked with upper management to upgrade the company costing estimation model, leading to a 50% increase in contractor quoting accuracy
- Led the project proposal process redesign by upgrading the standard client proposal slide decks, leading to over 60% client conversion

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Senior Portfolio Manager (Metals & Mining)

Kingston, Ontario

2019 – Present

- Work with a team of 33 students to manage a \$1.4M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Execute a portfolio-specific investment strategy for the Metals & Mining portfolio, performing security analysis and mentoring an analyst
- Prepare investment memorandums, stock pitches, and holding analyses to present at QUIC public meetings on a tri-weekly basis to aid in the security selection process and exploration of industry and macroeconomic trends
- Completed a 16-week summer analyst training program with deliverables due bi-weekly; read extensively and wrote reports on independent investment ideas, market irrationality, economic moats, and management incentives

Queen's Case Competition Union (QCCU)

Competitor

Kingston, Ontario

2018 – Present

- Selected as one of six out of 104 applicants to represent Queen's University as the official school-sponsored international case team
- Presented 30+ cases through the lens of a variety of business areas including operations, marketing, supply-chain management, finance, and human resources in industries ranging from fintech to metals & mining
- Participate in 250+ hours of extensive training to continually develop data analysis, critical thinking, and presentation skills
- Placed 1st at the BIICC Competition in Oslo, Norway in February 2019; Placed 2nd at the CIB Case Competition in Koh Samui, Thailand in May 2019; Placed 3rd at the CBS Case Competition in Copenhagen, Denmark in February 2020

Queen's Global Markets (QGM)

Senior Analyst

Kingston, Ontario

2017 – 2019

- Led group of four students as the Senior Analyst on the Fiscal Policy Team to develop reports and presentations on global economic issues
- Created 12 comprehensive presentations and reports on topics ranging from the Ontario minimum wage increase to the Greek debt crisis

ADDITIONAL INFORMATION

- **Soccer:** Captain of Leaside Tigers AC and Northern Red Knights (grade 12); won multiple season titles, cups, and tournaments
- **Languages:** Fluent in Albanian; hold dual Canadian/Albanian citizenship
- **Leadership:** Member of High School Liaison; Led case workshop for Queen's Non-Profit Conference; Commerce Orientation Week Leader
- **Interests:** Passionate about travelling, closely follow NBA, NHL, and NFL, and played piano for 10 years