

Eliano Rexho

erexho@quiconline.com

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

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

Summer Strategy Analyst

Toronto, Ontario

Summer 2020

- **Project:** Staffed on an ongoing 10-month project designed to drive forward a \$55B, decade-long strategic plan of a major public sector client
 - Developed and owned value sizing model to determine the impact of a \$15B+ increase of private investment in social causes
 - Created interview assets, used MURAL to synthesize qualitative data, and conducted interviews on the 15 largest Impact Funds, Credit Unions, and Foundations in Canada to identify roadblocks in and create solutions for a major Canadian impact investing cause
 - Storyboarded, built, and presented 4 PowerPoint presentations to showcase progress to client leadership on a bi-weekly basis
- Completed week-long training program on advanced skills in Excel, PowerPoint, the Agile approach, data analysis, and design thinking

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
- 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 U.S. \$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 35 students to manage a \$1.8M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Lead and execute a portfolio-specific investment strategy for the Metals & Mining sector, 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 analyst training program; wrote deliverables on independent investment ideas, market irrationality, and economic moats

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
- **Performance:** 1st at BIICC 2019 in Oslo, Norway; 2nd at CIBCC 2019 in Koh Samui, Thailand; 3rd at CBSCC 2020 in Copenhagen, Denmark

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:** COMM 151 Teaching Assistant; Member of High School Liaison; Commerce Orientation Week Leader
- **Interests:** Passionate about travelling, closely follow NBA, NHL, and NFL, and played piano for 10 years