

James Boulter

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EDUCATION

Queen's University

Bachelor of Commerce

Kingston, Ontario

2017 – Present

- **Relevant Courses:** Financial Statement Analysis & Accounting Based Valuation (A+), Introduction to Finance (A), Principles of Economics (A)
- **International Exchange:** Completed winter 2020 semester abroad at Universidad Carlos III de Madrid in Spain

PROFESSIONAL EXPERIENCE

Burgundy Asset Management

Investment Analyst Intern

Toronto, Ontario

2019-2020

- Completed a 17-week summer internship within Burgundy's 33-person Investment Team in 2019; accepted a return offer for summer 2020
- Continued working remotely throughout the 2019-2020 school year, completing select research assignments for the U.S. Large Cap team
- Summer 2020: Select Project Experience
 - Constructed a new file on Procter & Gamble for the U.S. Large Cap team; analyzed management's organizational turnaround strategy, conducted diligence on P&G's emerging China business and evaluated P&G's e-commerce strategy across key brands (Gillette, SK-II)
 - Concluded the turnaround strategy should be successful, resulting in the initiation of a ~3% position in the American Equity Fund
 - Worked with European Small Cap PM to assess risk factors faced by Medica Group, a U.K. teleradiology firm and core portfolio holding; interviewed industry experts to assess the impact that AI will have on radiology and root causes behind the U.K. radiologist shortage
- Fall 2019 / Winter 2020: Select Project Experience
 - Wrote a deep-dive report on TripAdvisor's "Experiences" segment; evaluated management's initiatives to strengthen product-market fit and analyzed competitive threats facing the segment (Airbnb, Booking.com, Google)
 - Determined that although TripAdvisor had developed a sustainable scale advantage in Experiences, the long-term earnings power of the segment was too uncertain to justify an investment
- Summer 2019: Select Project Experience
 - Independently researched and led the construction of a new file on Linamar, a Canadian auto parts manufacturer; profiled the company's historic evolution, assessed its current investment merits and compiled 60 years of data to create a forecast for normalized future auto sales
 - Determined that business quality and industry economics had improved since the Great Recession but that production levels were near cyclical highs; presented findings to Burgundy's Chief Investment Officer, Director of Research, and Canadian Large Cap team
 - Analyzed the United Technologies–Raytheon merger for the U.S. Large Cap team; created a 52-page report detailing transaction terms, strategic rationale, potential for synergies and the financial profile of the merged entity

RBC Royal Bank

Client Advisor

Owen Sound, Ontario

Summer 2018

- Completed an 18-week internship in the Personal and Commercial Banking division; received a summer 2019 return offer
- Delivered professional and insightful service to over 50 clients on a daily basis, concluding internship with:
 - \$570,000 in referred business to mortgage and investment specialists, exceeding intern role expectations
 - \$150,000 in secured client investment purchases, surpassing assigned summer sales targets
- Received client satisfaction survey scores of 100% each month; regionally recognized by management for retailing excellence

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Analyst (Consumers)

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
- Prepare investment memorandums, stock pitches, and holding analyses for the ~\$160,000 Consumers portfolio to present at QUIC public meetings on a tri-weekly basis; recent pitches include Sleep Country, Canada Goose, Costco Wholesale, Lowe's Companies, and Dollar General

Queen's Varsity Swim Team

Varsity Athlete

Kingston, Ontario

2017 – Present

- Train six times per week throughout the academic year (12 hrs/week); represent Queen's at collegiate swim meets across Ontario
- 2019 OUA Swimming Championships finalist (200m Backstroke); 4-time national and provincial level finalist before competing with Queen's

Oil Thigh Designs (OTD)

Business Consultant

Kingston, Ontario

2019 – Present

- Internal consultant for a retail business generating annual revenues over \$150,000 with all net proceeds donated to charitable organizations
- Organized and launched OTD's first-ever summer sale and monthly newsletter, collectively generating over \$2,000 and securing 307 subscribers

ADDITIONAL INFORMATION

- **Professional Certifications:** Canadian Securities Course (CSI / Moody's Analytics) completed in Summer 2018
- **Volunteerism:** Rotary Club of Warton community volunteer; former member of high school Rotary Interact Club
- **Interests:** Piano (Gr. 8 RCM certified), biographies (Railroader, Shoe Dog), podcasts (How I Built This, The All-In Podcast), European travel