

# Luke D'Ambrosi

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## EDUCATION

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**Queen's University** Kingston, Ontario  
*Bachelor of Commerce* 2020 – Present

- **Academics:** 4.30/4.30 GPA; Principal Scholarship for Academic Excellence (recognizing students with a 95%+ secondary school GPA)
- **Certificates:** Blair Robertson Investment Banking Valuation Program, Social Impact Certificate Candidate (expected May 2024)

**Hillfield Strathallan College** Hamilton, Ontario  
*Ontario Secondary School Diploma* 2016 – 2020

- **Academics:** Honour Roll (2016-2020) for earning A+ in all courses; graduation average of 96.5%+ (top 10% of class)
- **Awards:** Chairs Award for Best Prefect, Alway-Bremmer Award for Outstanding Leadership and Spirit, Maiero Lifer Award for Volunteerism and Global Citizenship, Class Alumni Representative, Highest Proficiency in Grade 11 English, Grade 12 Law, and Grade 12 Physical-Education

## PROFESSIONAL EXPERIENCE

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**Russell Reynolds Associates** Toronto, Ontario  
*Research Analyst* Summer 2021

- Selected to complete a 16-week remote internship with the Toronto Office under the Financial Services and Corporate Officers Sectors

**Apex Holdings Ltd.** Toronto, Ontario  
*Analyst* Winter 2021 - Present

- Advising early-stage private investment opportunities, working directly with Principals; 10+ hours/week while completing full-time course load
- Select Transaction (retail healthcare product)
  - Synthesized 12-weeks of search findings in a team of 4 and met with company management to prepare detailed due-diligence report and evaluate investment for \$2.8M pre-seed round, earned 80% acceptance rate from Capital Angel Network investors
- Completed multi-week training program with weekly WSO deliverables and readings to improve research, Microsoft Suite, and soft skills
- Developed intercollegiate recruitment pipeline and onboarded incoming Junior Analysts to increase team by 0.3x in 4-month period

**Designwerx Graphic Design** Hamilton, Ontario  
*Finance Officer and Project Manager* 2018 - 2020

- Initiated budgeting model revision by conducting research and addressing staff feedback with management; led to 19% profit increase in first year
- Promoted to 1 of 4 PM's to facilitate weekly client and team meetings, train members, and spearhead company's largest revenue-earning project

## EXTRACURRICULAR ACTIVITIES

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**Queen's University Investment Counsel (QUIC)** Kingston, Ontario  
*Analyst (Metals & Mining)* 2021 – Present

- Worked in 35-student team to manage \$1.9M of public equities on behalf of Queen's University Endowment Fund and Mackenzie Investments
- Pitched investment memorandums and holding analyses on tri-weekly basis for the ~\$165k Metal's & Mining portfolio at public meetings
- Completed 4-month summer training program with bi-weekly deliverables including extensive readings, valuation modeling, and written reports on independent investment ideas, market irrationality, economic moats and management incentives
- Presented detailed M&A analysis on recent transaction with a team of four mock advisors to a panel of institutional investors

**FreshSight Queen's (FSQ)** Kingston, Ontario  
*Consultant and Client Acquisition Coordinator* 2021 – Present

- Collaborated in 40-student team to advise not-for-profits and ESG-focused businesses under the mentorship of institutional consultancies
- Advised Toronto-based outerwear brand with ~\$3M annual revenues by researching and pitching e-commerce B2C tactics; earning 100% buy-in
- Select Project (Rotary Kingston)
  - Led weekly meetings to analyze internal processes, survey clients, and interpret historical data trends; punctually addressing feedback
  - Pitched 2-year multi-stage solution in 5-person team, earned client approval to implement solutions globally under Rotary International
- Initiated external education membership program with 5 corporate partners, led communications as class representative, attracting 100+ students

**Queen's Social Investment Initiative (QS2I)** Kingston, Ontario  
*Analyst and Education Coordinator* 2020 – Present

- Spearheaded creation of CSR-evaluation model with corporate partners to screen investments; implemented to fellow university investment clubs
- Adopted flagship conference to remote setting by creating a reduced fees strategy and revised marketing plan; led to 59% delegate attendance increase over previous year; subsequently promoted from Investments Team to organize and mediate a panel of institutional ESG-investors

## ADDITIONAL INFORMATION

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- **Athletics:** 3x Half-Marathon Runner, CANFIT Pro. Fitness Trainer, Level 1 Yoga Teacher, Varsity Hockey Captain, Grade 7 Soccer Referee
- **Social Entrepreneurship:** Certified non-profit founder and director; Self-taught guitarist and pro-bono instructor; youth mentorship program founder; Climate Strike Committee Director; Queen's Women in Leadership Cohort Representative, initiated school DECA, 300+ service hours
- **Distinctions:** Duke of Edinburgh's International Award for 52+ week development of fitness, skill, leadership, adventure, and service
- **Leadership:** Selected as representative for Leadership Conference of top 30 CAIS schools; recognized as Top Delegate of 150 attendees
- **Interests:** Hiking, sports (Previously Team-Ontario Rugby player and Fantasy NBA follower), chess (1500+ rating), fitness, podcasts