

Mona Soni

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EDUCATION

Queen's University

Bachelor of Commerce

Kingston, Ontario

2018 – Present

- **Academics:** Pedlow Family Scholarship (\$4,000) entrance award for academic excellence; D.I. McLeod Dean's List
- **Relevant Courses:** Finance (A+), Managerial Economics (A+), Operations Management (A+) and Statistics (A+)
- **Exchange:** Scheduled to complete fall 2021 semester abroad at LUISS Business School in Rome, Italy

St. John's Ravenscourt School

Manitoba High School Diploma

Winnipeg, Manitoba

2014 – 2018

- Academic Honor Roll; Elected as Head Prefect to represent the school (Grades Kindergarten to 12) on a national and international level

PROFESSIONAL EXPERIENCE

Boston Consulting Group (BCG)

Summer Associate

Toronto, Ontario

Summer 2021

- Scheduled to complete a 10-week management consulting internship; received full-time Associate offer

CIBC World Markets

Investment Banking Analyst

Toronto, Ontario

Summer 2020

- Completed a 16-week investment banking internship within the Global Infrastructure and Power team
- Identified growth opportunities including new marketing initiatives and product offering expansion for sell-side M&A deal in the convenience retail space; created presentation materials leveraging EBITDA and revenue projections to assess feasibility and risks of each initiative
- Conducted analysis of COVID-19 implications on Diversified sector, future risks and potential mitigations as they pertain to the investment landscape; conducted calls with industry professionals, developed and presented findings to senior leadership

Deloitte

Consulting Analyst

Winnipeg, Manitoba

Summer 2019

- Completed a 14-week management consulting internship in Strategy and Operations with a focus on public-sector transformation work
- Supported change management workshop with senior leaders and prepared client-facing output documents including a roadmap for a Crown corporation's senior management team which identified key operating initiatives necessary for new technology implementation
- Managed public sector account team composed of 10 firm partners and senior leaders to analyze annual trends in provincial consulting outsourcing and financial forecasting and identified opportunities to leverage firm relationships 3x more efficiently and grow revenue 18x
- Developed deliverables used in workshop with senior leaders of \$25B Canadian renewable energy company to promote corporate strategic planning and conducted one-on-one interviews with external stakeholders to produce analysis used by management to create 20-year plan

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Senior Portfolio Manager (Consumers)

Kingston, Ontario

2021 – Present

- Work with a team of 32 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
- Formulate and execute a sector-specific investment strategy for the Industrials portfolio, mentoring a team of analysts
- Prepare investment memorandums and holding analyses to present at QUIC public meetings on a tri-weekly basis to aid in security selection

CREO Solutions

Consultant

Kingston, Ontario

2020 – Present

- Hired as one of five second-year students to work with CREO Solutions, a student run consultancy providing strategic consulting services to small and medium-sized businesses across North America; previous clients include National Bank, the Toronto Star and United Way

Queen's Private Capital Group (QPCG)

Senior Project Manager

Kingston, Ontario

2019 – Present

- Provide pro-bono advisory services to private equity and venture capital firms with a team of 30 Queen's students in the form of market research, financial analysis and search mandates to identify investment opportunities
- Investment Analyst for Peloton Capital Management; screened for acquisition opportunities using Bloomberg and Capital IQ software, conducted market research, developed pitchbook and worked with firm representatives to present findings throughout the engagement

Queen's Finance Association (QFA)

Consultant

Kingston, Ontario

2018 – 2021

- Hired, managed and supported an executive team of ~30 students in planning and executing Canada's premier student run finance conference with budget exceeding \$100,000, held annually in Toronto, hosting 100 national student delegates and 20+ corporate sponsors

ADDITIONAL INFORMATION

- **Competitions:** 1st place QUIC & RBC Stock Pitch (2019), 1st place QPCG LBO Competition (2020), 2nd place Q3C Case Competition (2020)
- **Athletics:** Varsity rugby, varsity hockey for three seasons (served as Captain), ultimate for five seasons (served as Captain)
- **Music:** Self-taught guitarist and vocalist, performed at provincial fundraisers, local events and major school events