

# Alton Loveys

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## EDUCATION

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### Queen's University

*Bachelor of Commerce*

Kingston, Ontario

2020 – Present

- **Academics:** Cumulative GPA: of 4.23/4.30; Principal's Entrance Scholarship (95%+ entrance average)
- **Involvement:** Blair Robertson's Valuation Preparatory Program, Queen's Private Capital Group Mentorship Program, Focus Film Festival Intern

### Markham District High School

*Ontario Secondary School Diploma*

Markham, Ontario

2016 – 2020

- **Academics:** Achieved graduating average of 97.5%; Honour Roll recipient (2016-2020), Victoria Square-Markham Lions Club Award, Business Leadership: Management Fundamentals Award, Media Studies Award, Ontario Scholar
- **Activities:** Varsity Hockey, DECA Executive, CPA High School Ambassador, Me to We Leadership Program, Peer Mentor/Tutor

## PROFESSIONAL EXPERIENCE

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### Moonchaser

*Growth Intern*

Seattle, Washington

Spring 2021 – Present

- Moonchaser is a tech start-up that helps tech employees get paid their full worth by providing 1:1 support to guide tech employees through their salary negotiation; guidance focuses on assisting people in understanding their market value and coaching them on how to negotiate
- Created and manage a fully automated customer acquisition model using Google Analytics, Calendly, Hotjar, PandaDoc, and Zapier to track growth trends, monitor website activity, evaluate partnerships, and develop original ideas on improving top-of-funnel acquisition
- Constructed website from scratch to act as an additional growth channel to attract potential high-quality clients
- Brainstorm partnerships and strategies to widen customer base and enhance quality of clients through weekly discussions with co-founder

### Pioneer Family Pools

*Sales Associate*

Markham, Ontario

Summer 2020

- Acted as customer service correspondent and salesperson, delivering high level customer service over phone, email, and in-person
- Selected as one of two employees responsible for delivering products across the Greater Toronto Area and providing customers instructional at-home sessions regarding complex use of pool equipment and hazardous chemicals
- Performed exceptional customer service and executed sales tactics, resulting in ~10% increase in revenues despite strict COVID-19 guidelines

### Softball Canada

*Senior Umpire*

York Region, Ontario

Summers 2016 – 2019

- Refereed hundreds of outdoor softball games across Ontario at multiple levels; oversaw 40+ players and coaches and 200+ spectators
- Taught seminars and independently conducted 8-hour training sessions for 30+ junior umpires; achieved an 80% retention rate year-over-year

## EXTRACURRICULAR ACTIVITIES

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### Queen's University Investment Counsel (QUIC)

*Analyst (Energy & Utilities)*

Kingston, Ontario

2020 – Present

- Work with a team of 35 students to manage a \$1.9M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Prepare investment memorandums and holding analyses for the Energy & Utilities team to be presented at public QUIC meetings on a tri-weekly basis to aid in the security selection process and exploration of industry trends
- Scheduled to complete a 16-week summer analyst training program with deliverables due bi-weekly; including reports on independent investment ideas, market irrationality, economic moats, management incentives, and valuation methods
- Previously Junior Analyst (Generalist); co-authored 10 reports & presentations regarding industry trends and equity analysis across 7 sectors

### Queen's Finance Association (QFA)

*Education Coordinator*

Kingston, Ontario

2021 – Present

- Collaborate with a team of 30 students to plan and execute Canada's most prestigious student-run finance conference held annually in Toronto, hosting 100+ student delegates from leading undergraduate programs across North America
- Develop and present market updates and trend investigations weekly and create educational primers and reports throughout the year

### Parkview Basketball League

*Founder and Commissioner*

Markham, Ontario

2019 – 2020

- Founded and organized a community non-profit basketball league for high school students; responsibilities included arranging and formatting a weekly schedule for 30+ league members, fully rostering teams, and creating an end-of-year playoff bracket
- Managed finances to ensure expenses were paid and a venue was organized for each week of games

## ADDITIONAL INFORMATION

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- **Athletics:** Markham Islanders Hockey (5-Year Award), Queen's Intramural Hockey, Y.S. Silver Knights Basketball, Markham Mariners Baseball
- **Leadership:** Me to We Leadership Program Graduate, Relay for Life Organizer (\$10,000+ raised), Volunteer Hockey Skill Instructor (60+ hours)
- **Interests:** Amateur Film Critic, Podcast Listener, Geoguessr Player, Stick-Shift Driver, NBA Fan (Raptors), Formula One Enthusiast (AMR)