

Esha James

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EDUCATION

Queen's University

Bachelor of Commerce (Honours)

Kingston, Ontario

2019 – Present

- **Academics:** Cumulative GPA of 4.26/4.30; Queen's University Chancellor's Scholarship; Dean's List with Distinction (top 10% of class)
- **Relevant Courses:** Finance I & II (A+), Financial Accounting (A+), Management Accounting (A+), Principles of Economics (A+)
- **International Exchange:** Scheduled to complete a semester abroad at Vienna University of Economics and Business in Vienna, Austria

Bill Crothers Secondary School

Ontario Secondary School Diploma

Unionville, Ontario

2015 – 2019

- **Academics:** Recognized for the highest grade in Mathematics, Economics, English, and Law courses; 97% overall academic average

PROFESSIONAL EXPERIENCE

Houlihan Lokey

Investment Banking Summer Analyst

Los Angeles, California

Summer 2022

- Scheduled to complete an internship with the Financial Restructuring Group

Altas Partners

Private Equity Summer Analyst

Toronto, Ontario

Summer 2021

- Scheduled to complete a 17-week internship with the investment team of Altas Partners, a private equity firm with ~\$8B in AUM

Turtle Holdings Ltd.

Private Equity Summer Analyst

Toronto, Ontario

Summer & Fall 2020

- Completed a 25-week internship at a family investment office focused on lower-middle market buyouts
- Conducted financial due diligence and assisted in building LBO models for 2 potential targets; communicated insights regarding growth, margins, revenue concentration, and returns under multiple operating scenarios to a firm partner
- Assessed ~150 companies in diversified industries and identified ~10 preliminary potential acquisitions targets per week
- **Select Transaction Experience:**
 - \$50M+ buyout of a Canadian third-party logistics provider
 - Portrayed creditworthiness through company performance and industry trend analyses in presentation and discussion materials, resulting in favorable credit terms for lenders
 - Evaluated lender feasibility by summarizing key conclusions and concerns from expert calls and earnings reports

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC)

Portfolio Manager (Technology, Media and Telecommunications)

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 to present at public QUIC meetings on a tri-weekly basis to aid in the security selection process and exploration of industry trends
- Completed a 16-week summer analyst training program with deliverables due bi-weekly; included extensive readings and report writing on independent investment ideas, market irrationality, valuation, and economic moats
- Placed 1st as a mock M&A advisor to Mobile Mini's merger of equals with WillScot at the 2020 QUIC-Burgundy Deal Competition; presented a transaction analysis with a team of 5 to a panel of institutional investors

Queen's Private Capital Group (QPCG)

Project Manager

Kingston, Ontario

2021 – Present

- Work with a team of 30 students to provide pro-bono advisory service to private equity and venture capital firms; conduct market research, perform financial analysis and search mandates to identify investment opportunities

Queen's Women in Leadership (QWIL)

Finance Director

Kingston, Ontario

2019 – Present

- Collaborated with a team of 26 to execute a 4-day conference for 100 delegates and 30 partners, with 11 events and a \$130,000+ budget
- Aided in securing \$80,000+ in sponsorship funds by developing professional relationships with firms province-wide

ADDITIONAL INFORMATION

- **Conferences:** Evercore Restructuring Sophomore Diversity Summit (2021), Blackstone's Future Women Leaders Program (2021)
- **Entrepreneurship:** Founded a tutoring company coaching students in various subjects, generated \$3K+ in revenues
- **Athletics:** Former United Arab Emirates women's national cricket player, varsity rugby and javelin, devoted ATP/WTP fan
- **Interests:** International development (World Vision Canada Youth Ambassador, official spokesperson for 2 national campaigns), percussion instruments (level 3 certified drummer, timpanist, steel pans), documentaries