

Sheel Dalal

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EDUCATION

Queen's University Kingston, Ontario
Bachelor of Commerce 2018 – Present

- **Academics:** Cumulative GPA of 4.22/4.30; Dean's List with Distinction (top 10% of class), Queen's University Excellence Scholarship
- **Relevant Courses:** Financial Accounting (A+), Derivative Securities (A+), Finance I & II (A+), Portfolio Management (A+)
- **Teaching Experience:** Fall 2020 Teaching Assistant for COMM 173: International Business under Drs. Nailin Bu & Susan Bartholomew
- **Exchange:** Scheduled to complete fall 2021 semester abroad at ESADE Business School in Barcelona, Spain

PROFESSIONAL EXPERIENCE

Credit Suisse Toronto, Ontario
Investment Banking Summer Analyst Summer 2021

- Scheduled to complete a 9-week summer internship with the Investment Banking Division at Credit Suisse as a generalist

Hemlock Capital Partners Toronto, Ontario
Private Equity Summer Analyst Summer 2020

- Completed a 16-week internship at a late-stage search fund focused on lower middle-market businesses throughout Canada
- Conducted commercial due diligence activities for acquisition target such as analyzing customer churn data, assessing effective coverage areas from existing offices, creating a list of prospective expert call targets, and analyzing price points of various competitors
- Built data analysis model to determine best expansion markets for target, created multi-scenario revenue and cost projection model to determine best potential new office location and financial feasibility of expanding service markets
- Select Transaction Experience:
 - \$15M buyout of landscaping services company

Golden Spruce Capital Toronto, Ontario
Private Equity Summer Analyst Summer 2019

- Completed a 15-week internship at a lower middle-market private equity fund, targeting ~250 private Canadian businesses with \$3-30M in recurring revenues while assessing investment strength and providing high-level investment commentary to firm leadership
- Completed industry and investment analysis by analyzing sell-side CIM, financial statements, and industry trends for agricultural company with ~\$25-35M in revenues to make a recommendation to Managing Partner on potential control investment

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC) Kingston, Ontario
Senior Portfolio Manager, Healthcare 2021 – 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
- Responsibilities include formulating and implementing sector-specific investment strategy, training/mentorship of analysts, articulating industry-specific outlook, analyzing and selecting securities fitting with strategy, portfolio management, and presenting investment memorandums

Oil Thigh Designs Kingston, Ontario
Managing Director 2019 – Present

- Lead a team of 36 students to run a non-profit clothing retailer, donating ~\$28,000 over the past two fiscal years to global and local charities such as SickKids, Big Brothers Big Sisters, and the World Wildlife Fund
- Designed and implemented new online delivery model amidst the COVID-19 pandemic, created relationship with Canada Post and led training efforts for on-shift employees on new delivery framework/responsibilities
- Formerly held positions of Custom Sales Coordinator and Business Consultant, serving as primary liaison to facilitate and execute large group orders in the sales role, and conducting internal analysis to identify and solve major business problems in the consulting role

CREO Solutions Kingston, Ontario
Consultant 2020 – Present

- Selected from a pool of 90+ students to work for a student-run strategy consultancy servicing North American SMEs under the mentorship of advisors from McKinsey and Company, Bain & Company, the Boston Consulting Group, and Accenture
- Fall 2020: Redesigned loyalty program for large Canadian toy retailer, researched & presented insights to senior executives, designed survey for primary customer research to be sent to ~5,000 customers, work presented to company board of directors
- Winter 2021: Worked with a Boston-based Series E Quick Service Restaurant chain to explore franchise expansion models, created decision matrix and comprehensive financial model for Chief Operating Officer to reference and use in expansion decision-making process

ADDITIONAL INFORMATION

- **Other Involvement:** 2020 Queen's Commerce Corporate Competition (1st place), previously Portfolio Manager for Trillium Capital (2019-21)
- **Volunteerism:** 200+ hours volunteered in high school at local hospital's physiotherapy department & as a local youth ice hockey goalie coach
- **Interests:** Golf, vegetarian cooking, politics, Apple Music playlists, Calgary Flames, Toronto Raptors, Chicago Bears, Toronto Blue Jays