

## Daniel Christian

7931 Beach Plum Lane ■ Severn, MD 21144 ■ (410) 980-5066 ■ Daniel.Christian@rhsmith.umd.edu

---

### EDUCATION

**Robert H. Smith School of Business, University of Maryland**, College Park, MD 2012  
**Master of Business Administration**, Focus Area: Finance GMAT: 710, GPA: 3.7

- Mayer Fund Analyst - \$2.4M University endowment - Sector: Consumer Staples
  - Selected as one of the top 12 finance students to manage the University's endowment portfolio.
  - Research and analyze sector trends and maintain company specific financial models in order to make sector recommendations and defend current portfolio positions.
  - Publish research reports and pitch new investment ideas to fund team.
- Vice President of Community Development, MBA Association
  - Plan, coordinate and execute University events including the Annual Alumni Gala to foster community development and alumni relations.
  - Manage event budgets and staff throughout the planning and execution process.

**Robert H. Smith School of Business, University of Maryland**, College Park, MD 2008  
**Bachelors of Science**, Finance & International Business and Marketing, GPA 3.7

---

### EXPERIENCE

**The Edgar Lomax Company**, Springfield, VA Summer 2011  
*Equity Research Intern*

- Developed a new international investment strategy based on the large cap value strategies currently utilized by the firm's \$1.2 billion domestic portfolios in order to generate an international portfolio.
- Leveraged industry databases to develop a large scale datasets and execute portfolio testing and selection through the utilization of a P/E screen, dividend yield screen, and relative strength screen and developed a weighting system to quantify the results. Leveraged this system along with portfolio back-testing to offer recommendations for stock selection.
- Generated a research report outlining various issues to consider in the creation of the international portfolio such as domestic tax issues, potential currency hedging strategies, and benefits of American Depository Receipts vs. local shares and presented the finding to the firm's CEO, portfolio manager, and team.

**University of Maryland Athletic Department**, College Park, MD 2011  
*Football Program Marketing Consultant*

- Collected and analyzed primary and secondary data regarding UM football fan satisfaction in order to highlight areas in which the program could improve the fan experience and attract additional revenues.
- Compiled and presented project findings along with recommendations to Senior Associate Athletic Director and his team. All recommendations have since been adopted.

**Fortigent, LLC**, Rockville, MD 2010  
*Investment Operations Intern*

- Communicated with firm clients in order to create a comprehensive representation of the client's total portfolio and developed recommendations as to how the firm could add value and performance to a client's existing assets.
- Supplied financial brokers and managers with client product feedback resulting in new product development.

**Harman Custom Design and Build**, Monrovia, MD 2004 - 2010  
*Senior Project Manager – Residential Renovation and Development*

- Built predictive models to forecast potential project revenues thereby increasing the accuracy of project bidding.
- Developed a marketing plan in order to create an overarching firm brand. Increased brand awareness along with the new brand consistency increased new business by over 25% over a 2 year period.
- Created customer surveys and referral incentive programs generating a 5% increase in referrals.
- Established and executed employee training programs to increase productivity and convert unskilled employees into area specialists while lowering overall human capital development expenses.

---

### ADDITIONAL INFORMATION

- MorningStar, Thomson One, Capital IQ, World Scope, and Compustat proficient.