

Richard Murad

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EDUCATION

Robert H. Smith School of Business, University of Maryland, College Park, MD 2012

Master of Business Administration, Focus Area: Finance, GMAT: 700, GPA: 3.76, MBA Scholar

- Equity Analyst, The Mayer Fund – Industrials and Materials Sectors
 - Chosen as one of twelve select MBA students to join the Smith School's highly competitive student managed endowment fund, with assets under management totaling ~\$2.4 million.
 - Conduct economic, industry, and company level analysis to develop investment recommendations for the industrials and materials sectors.
 - Publish research reports, pitch and defend investment recommendations to fund members, challenge the investment recommendations of other analysts, and vote on all investment decisions.
- Graduate Assistant, Finance Department (2011-2012 academic year)
- Graduate Assistant, Department of Management and Organization (2010-2011 academic year)

University of Virginia, Charlottesville, VA December 2006

Bachelor of Science, Double Major: Systems Engineering and Economics

- Team Lead, Systems Engineering Capstone Project: Led a team of seven students on a consulting project for the Susquehanna International Group
 - Trumpet Section Leader and Drill Instructor, Cavalier Marching Band
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EXPERIENCE

M&T Bank, Buffalo, NY Summer 2011

Summer Executive Associate, Customer Insights Group

- Conducted a comprehensive financial and functional evaluation of a knowledge management tool, which was supported by an external vendor, to determine whether M&T Bank should renegotiate the vendor's contract upon expiration. Presented findings and recommendations to senior management.
- Coordinated due diligence efforts between M&T Bank, Wilmington Trust, and an external consultant to determine whether M&T should adopt a promotional pricing tool used at Wilmington Trust. Presented initial findings to senior management after leading a series of brainstorming sessions, technical discussions, and on-site visits.
- Significantly improved insight into monthly marketing results by redesigning a key internal marketing report in collaboration with working groups and senior management.

Network Solutions, LLC, Herndon, VA 2007-2010

Domain name registrar and provider of web-based products and services, ~800 employees

Financial Analyst, Financial Planning and Analysis Group

- Created highly detailed revenue and costs of goods sold (COGS) forecasts for the company's portfolio of over 50 products and sub-products. Set corporate revenue and COGS targets, summarized company performance for senior management, and developed revised projections every quarter.
 - Promoted after leading a project to streamline forecasting processes. Redesigned modeling infrastructure which initially spanned over 800 Excel files. Eliminated over 200 superfluous files and enabled sufficient flexibility to incorporate multiple new sales channels and products, all with no loss of reporting detail.
 - Realigned company product portfolio roll-up for forecasting and reporting purposes to eliminate immaterial detail and shift management focus towards key business drivers. Reduced forecasting and reporting detail by 60%, significantly improving allocation of limited team resources.
 - Collaborated with a cross-functional team of database administrators, analysts and managers to automate month-end reporting processes using Essbase, leading to substantial gains in consistency, accuracy and turnaround times of month-end financial reports.
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ADDITIONAL INFORMATION

- Cavalier Marching Band Alumni Association (CMBAA) Scholarship Committee
- Advanced Microsoft Excel user; skills include macros, pivot tables, lookups, and large excel-based systems
- Experience with Microsoft Access, Essbase, SQL, and statistical software packages S+, SAS, and Minitab