

# JEREMY ERDMAN

414 Rambler Rd ♦ Bel Air, MD 21015  
410-322-5737 ♦ erdman.jeremy@gmail.com

## EDUCATION

---

**University of Maryland (Honors Program)** **GPA - 3.97 / 4.00**  
Robert H. Smith School of Business (*Business Honors Program*) College Park, MD  
B.S., Finance & Accounting Expected May 2010

- Quality Enhancement Systems and Teams Program (QUEST) Fall 2007 - Present
  - Selected as one of 75 students to collaborate in a three-year multidisciplinary program focusing on teamwork, customer satisfaction, Total Quality Management, and Systems Thinking
  - One of five team members currently consulting for SAIC Cybersecurity in the Fall 2009 semester
- Scholarships - Ernst & Young Educational Excellence, Robert C. Byrd Honors, University Honors

## WORK EXPERIENCE

---

**Deloitte & Touche LLP - Financial Advisory Services** Washington, DC  
*Forensic & Dispute Services Intern* June - July 2009

- Reported credit risk of Fortune 500 company by researching debt covenants and analyzing financial statements
- Conducted WACC and profit split scenarios using relief from royalty method for intellectual property assessment
- Received training on specialized topics including bankruptcy, pensions, and valuation of retail companies
- Streamlined weekly conflict check process by creating a centrally managed database using MS Access

**GE Aviation - Middle River Aircraft Systems** Baltimore, MD  
*Finance Intern* May - Aug 2008

- Worked in team to apply outstanding Accounts Receivable balance of \$1.1 million from largest customer
- Developed MS Excel model using macros to reduce Accounts Receivable check reconciliation cycle time by 75%
- Composed 80 page standard operating procedure and instruction manual to use and edit model

*Lean Manufacturing Intern* May - Aug 2007

- Co-led team Action Workout targeted to reduce assembly line cycle time from 129 to 34 days
- Directed weekly meetings with assembly supervisors, engineers and planners during Action Workout
- Assisted in developing plant-wide production status process and scorecard to assess daily shop floor performance

**Lincoln Financial Group - StoneBridge Advisors, Inc.** Ellicott City, MD  
*Financial Planning Intern* Oct 2007 - May 2008

- Prepared investment reviews, updated account values and researched historical index values for 100+ clients
- Generated client net worth statements, contacted financial institutions and built Morningstar reports
- Maintained digital database to archive old planning, annuity, brokerage account and insurance files

## LEADERSHIP EXPERIENCE

---

**Portfolio Manager - The Lemma Senbet Fund** May 2009 - Present

- Selected as one of twelve students responsible for managing \$500,000 of the Smith School endowment fund
- Determine investment decisions based on qualitative and quantitative analyses using DCF and multiples valuation techniques
- Present weekly economic reports to analyze changes in the financial markets and determine portfolio allocation

**President - Finance, Banking and Investment Society** Winter 2008 - Present

- Lead executive board of 10 students and manage club operations for over 80 active members

**Vice President - Finance, Banking and Investment Society** Fall 2008 - Winter 2008

**Volunteer Teacher - Junior Achievement Program** Spring 2009

- Taught over 30 seventh grade level students curriculum based on business and economics

**KPMG LLP - Fast Forward National Leadership Program** Summer 2008

- Attended a three-day national leadership training program with 161 students from the U.S. and Canada

## ACTIVITIES & TRAINING

---

Deloitte Consulting Case Competition - 2<sup>nd</sup> place / 14 UMD teams Spring 2009

Teaching Assistant for "Six Sigma Innovation" & "Total Quality Management" Spring 2009 - Present

Nationwide Fisher Biz Quiz National Challenge (1/3 UMD participants) Fall 2008

Sigma Phi Epsilon, Member of 2008 & 2009 Most Outstanding UMD IFC Fraternity Fall 2007 - Present

Intramural Soccer Spring 2007 - Present

**Training - Wall Street Prep Financial Statement Modeling / M&A Seminar, GE Lean Six Sigma Methodology**

**Other - DoD Interim Secret Clearance**