

Matt Smith

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School Address: Harnwell College House, 3820 Locust Walk MB 261, Philadelphia, PA 19104

Permanent Address: 11 Palm Lane, Umm Sufeim 3, Dubai, U.A.E.

EDUCATION

University of Pennsylvania, Jerome Fisher Program in Management and Technology Philadelphia, PA

- *School of Engineering and Applied Science:* BSE in Computer Science, Minor in Mathematics May 20xx
- *The Wharton School:* BS in Economics, Concentrations in Finance and Management May 20xx
- *Cumulative GPA:* 3.72/4.00 | *Honors:* Wharton Dean's List & Engineering Dean's List (May 20xx)

Dubai College (High School) Dubai, U.A.E.

- *SAT Scores:* Math 780 | Writing 760 | Reading 730 June 20xx
- *A Levels:* Mathematics A* (581/600), Physics A* (597/600), Chemistry A* (594/600), Economics A* (396/400)
- *AS Levels:* Further Mathematics A (290/300)

PROFESSIONAL EXPERIENCE

Wharton Small Business Development Center, Consultant, Philadelphia, PA October 20xx - Present

- Consulted for real estate appraisal management software company (\$7MM annual sales revenue) and identified potential growth opportunities for diversification in revenue streams
- Analyzed market space for commercial real estate appraisal management software industry and estimated an upper bound for potential revenue generation for new product in this space (\$30MM annual revenue)
- Developed Excel interactive sales tool to communicate economic value to customer given set of inputs, such as cost of appraisals and cost of Full Time Equivalents (FTEs)

Management & Technology Summer Institute, Residential Teaching Assistant, Philadelphia, PA July 20xx - August 20xx

- Supervised 50 high-achieving high-school students through completion of college course in Engineering Entrepreneurship that involved thinking of a technology-related business idea and creating an associated market plan
- Advised students on appropriate business plans for their product concepts and discussed getting to market strategies for prototypes
- Facilitated successful construction of product prototypes by acting as technical resource in lab

LEADERSHIP EXPERIENCE

Penn Cricket Club, Vice-President, Philadelphia, PA August 20xx - Present

- Elected by other board members to promote growth and success of club at Penn
- Coordinated weekly training sessions to develop players' skills and assisted with team selection
- Worked to increase campus awareness of club and gain recognition for its achievements as Penn's most successful sports club between 20xx and 20xx

Dubai College, Deputy Head Boy, Dubai, U.A.E. May 20xx - May 20xx

- Elected by 100 staff and 120 students as leader of Senior Student Body due to outstanding academic achievement, social involvement, and sporting excellence
- Managed multiple administrative duties and was highly involved with academic changes in school, particularly those involving student life

UAE U-19 National Cricket Team, Vice-Captain, Dubai, U.A.E. February 20xx - May 20xx

- Selected by coaching staff to assist captain with on-field leadership
- Supported captain with organizational duties and input for tactical decision-making
- Captained Dubai College Senior Cricket Team involving tactical decision-making and motivational abilities

HONORS AND AWARDS

PennApps, 'Best Use of Plaid API' Prize Winner, Philadelphia, PA September 20xx

- Developed back-end of *Pava*, an interactive website that displays bank statements based on importance and interest of transactions rather than chronology, with two other team members
- Employed Stochastic Gradient Descent on training set of data to predict interest level of new transactions

Penn Cricket Club, Philadelphia, PA August 20xx - Present

- Selected as MVP American College Cricket Ivy League Championship (20xx)

Dubai College Cricket, Dubai, U.A.E. January 20xx - May 20xx

- Recognized 4x MVP DC Senior Team (20xx-20xx), UAE U-17 National Cricket Team Player (20xx)

SKILLS AND INTERESTS

Language: Conversational French

Computer Skills: Fluent in Java; proficient in C, OCaml and Arduino; familiar with Python; proficient in Microsoft Office Suite

Interests: Basketball | Squash | Soccer | Badminton | Gaming