CURRENT ADDRESS
508 Locust Ln.
State College, PA 16801

JAMES J. BOYLE

610.203.1201
jamesboyle4@gmail.com

PERMANENT ADDRESS
728 Great Springs Rd.
Bryn Mawr, PA 19010

EDUCATION

The Pennsylvania State University — **University Park, PA**
Smeal College of Business | B. S. Risk Management | Minor in Information Systems Management — *Class of 2019*
College of Information Sciences and Technology | Minor in Information Systems Technology — GPA: 3.4/4.0
Honors: Dean's List, Penn Statements Feature

RELEVANT EXPERIENCE

Archer Investment Management Solutions — **Berwyn, PA**
Sales & Customer Experience Intern — *June 2016 — Jan 2017*

- Expanded and updated Archer Investment Management platform implementation package determining pricing based on trade sourcing preferences, asset statistics, and over one hundred different broker and custodian connections
- Managed current and prospective client accounts through Salesforce CRM software while creating and customizing informational reports and dashboards to track sales representative's recent opportunity advancements
- Implemented SalesEdge Qvidian RFP software to expedite RFP return time by formatting all requests for proposal in Microsoft Word using Qvidian add-in template to isolate client inquiries and previous Archer responses
- Researched and presented information on potential clients to sales representatives highlighting rapidly expanding asset managers with AUM under $10 billion that would appeal to Archer's fit-for-growth platform

Penn State Investment Association — **University Park, PA**
Analyst | Information Technology Sector — *Sept 2015 — Present*

- Collaborating with Nittany Lion Fund managers handling over $7.7M AUM for Smeal's student run hedge fund
- Contribute to discussion on U.S. equity market news and economic trends with 100+ PSIA and NLF analysts
- Attend twice weekly educational sessions and breakout sessions with fellow IT analysts to learn about relevant topics such as discounted cash flow analysis, comparable multiples, technical analysis, and the principals of accounting

Wall Street Boot Camp — **University Park, PA**
Participant — *Aug 2017 — Present*

- Selected from among hundreds of applicants in the Smeal College of Business for a 45 person intensive training program designed to groom students for the rigors of the Wall Street job search
- Attending weekly sessions presented by current and former Wall Street professionals on a range of careers including investment banking, sales and trading, asset management, wealth management, equity research, etc.

Real Estate Boot Camp — **University Park, PA**
Participant — *Sept 2017 — Present*

- Selected from a competitive pool of applicants in the Smeal College of Business for a 30 student career prep program
- Engaging with leaders in the real estate industry in events such as panel discussions, mock interviews, and site visits

LEADERSHIP EXPERIENCE & ACTIVITIES

Delta Sigma Phi — **University Park, PA**
Judicial Board, Community Service Chair, Philanthropy Chair — *Jan 2016 — Present*

- Review theft and damage incidents and allocate fines for fifty residents as well as visitors
- Log and manage community service hour requirements for all active Epsilon chapter members
- Danced in THON, the world's largest student-run philanthropy, and helped raise $158,224 through planning multiple fundraisers for pediatric cancer research on behalf of the fraternity and the sister organization, Sigma Delta Tau

Players of Tomorrow — **Haverford, PA**
Executive Director — *Oct 2012 — May 2014*

- Grew a non-profit organization designed to provide after school sports to underprivileged children from inception
- Organized several clinics with local students from a variety of low-income Philadelphia grade schools
- Co-organized a successful fundraiser at Campbell's field to provide free transportation to and from clinics

ADDITIONAL INFORMATION

- Skills: Working proficiency in Microsoft Excel, Bloomberg Terminal, Salesforce, FactSet, Qvidian RFP Software
- Interests: NBA 76ers, NFL Eagles, *Game of Thrones*, Fantasy Football, Blackjack, seafood, snowboarding, travel