

DANIEL PATRICK COLE

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Summary: Dynamic leader with a proven track record in growth startups and critical analysis, inspired by years of service as captain of various hockey teams. Seeking to leverage financial skills in a high-volume position.

Education: **The Pennsylvania State University**, University Park, PA
B.A. Political Science, May 2024
Relevant Coursework: Quantitative Political Analysis, Risk Assessment, Business Statistics, World Economics
Activity: Penn State Ice Lions ACHA men's hockey team

Experience: **Raymond James & Associates, Inc.**, Reston, VA June 2021 – August 2021
Investment Banking Summer Analyst

- Created independent DCF and LBO models for sell-side valuation purposes
- Conducted market research and due diligence to assist the M&A process
- Edited management presentation slides for VP approval
- Completed summer project valuing a proposed target and delivered a pitch to a simulated management team

Steampunk, Inc., Tysons, VA June 2020 – August 2020
Intern

- Assisted marketing team throughout the entirety of the company's rebranding process
- Drafted accounting policies directly for the CFO's review in preparation for the company's initial audit

Venture: **Paladin Exotics** September 2023 – Present
External Consultant

- Developed a 10-year financial projection model for a luxury car rental company, which supported securing \$200,000 in angel investment and SBA loan approval
- Advised on capital structure and financing strategy to transition operations off the Turo platform, resulting in an improved operating margin of 15%

Rezeo Corp. September 2023 – May 2024
External Consultant

- Engaged by the founder of Seneca Resources (sold to Caymus Equity) to provide strategic Go-To-Market solutions for Rezeo, his new SaaS venture
- Pitched the Rezeo entry-level recruiting product to Penn State's Career Services Director, leading to subsequent meetings with other career services departments and early adopters
- Delivered qualitative recommendations to Rezeo's management team based on developed growth models

Nightspot Technologies LLC January 2022 – August 2023
Co-Founder

- Successfully recruited and managed a team of over 10 software engineers and sales professionals
- Led the company's acceptance into the Johns Hopkins "Spark" incubator; engaged with angel investors and seed-stage venture capital firms, effectively communicating the company's vision and potential
- Oversaw the entire product development lifecycle, from conceptualization to launch, resulting in a fully functional minimal viable product
- Attracted a waitlist of approximately 3,000 users and onboarded around 50 bars/clubs (enterprise clients), demonstrating effective market penetration and user acquisition strategies

Skills:

- Financial modeling & valuation methodologies
- Persuasive writing & public speaking
- Microsoft Office Suite
- Figma design
- Pitchbook & Capital IQ
- SQL & R
- AI model customization
- Prompt engineering