

Kaia Colban

EDUCATION

CORNELL UNIVERSITY

Ithaca, NY, May 2019

BS, Applied Economics and Management; Minors: Psychology, Inequality Studies

GPA: 3.79; Dean's List all semesters

Fall 2017, Study Abroad: Universidad Latinoamericana de Ciencia y Tecnologia

Costa Rica, 9/2017-12/2017

Undefeated in Case Study Competitions, including

- Oliver Wyman Case Challenge Day (April 28-29, 2017), 1st/29 teams
- Deloitte Technology Case Competition (March 23-24, 2017), 1st/9 teams
- Accenture Innovation Challenge (March 10-16, 2017), 1st/8 teams at Cornell

ROTARY YOUTH EXCHANGE SCHOLAR

Talagante, Chile, September 2014 - June 2015

Graduated high school in 3 years. Received scholarship to study abroad: lived with host families, attended Spanish high school

RELEVANT EXPERIENCE

CitiBank, *Sophomore Summer Analyst*

New York, NY, June 2017 - August 2017

- Rotated through: Debt Capital Markets (DCM), Corporate Investment Banking (CIB), Investment Grade Sales (IGS)
- DCM: Drafted pitchbooks (included: market overview, industry analysis,) for client meetings; used: Excel, PPT, Bloomberg
- CIB: Analyzed Citi's loan return risk calculations; proposed modification to clarify risk origination and reduce calculation errors
- IGS: Worked with 3 interns to develop a hedge fund pitch; built an investment thesis, proposed 4 investment opportunities
- Collaborated on an internal consulting project with 5 interns; proposed new ways to improve a current client-Citi relationship through analyzing market trends and meeting with various employees to understand current relationship aspects

PlanetTogether, *BOOST Project Manager*

San Diego, CA and Ithaca, NY, September 2015 - June 2017

- Developed and implemented a business plan for a new PlanetTogether (PT) internship program, BOOST
- Initiated partnerships with professors at UCSD and Cornell University; hired, trained, and managed 12 graduate students
- Independently approached and secured 6 new BOOST clients (Stone Brewery, Crane Aerospace, Hygiene Medical Packaging, San Diego Food Bank, BumbleBee, and ThyssennKrupp) by pitching the value BOOST will add to their company
- Researched manufacturing constraints and drafted 9 articles explaining how PT's software addresses and mitigates constraints

LaneOPX, *Business Development and Marketing Intern*

San Diego, CA, December 2016 - June 2017

- Conversated with partners to develop understanding of lean-sigma methodology and LaneOPX's key services (turnaround management, operational excellence, applied learning); drafted content for LaneOPX's website
- Employed databases (Hoover, Thomas Reuters) to research/determine best manufacturers for client needs

Cornell Consulting LLC, *Business Analyst*

Ithaca, NY, September 2015 - January 2016

- Consulted for a tech startup; analyzed trends in mobile web and app spaces, performed in depth industry analysis to determine the client's product's impact on various markets by conducting surveys and research; developed market entry strategy
- Created and delivered a pitch to a Fortune 500 energy company; analyzed the impact of potential currency fluctuations on financials, conducted/presented competitor case studies, and examined investor relations
- Organized Spring 2016 recruitment, held information sessions and interviews, accepted 4% of applicants

ADDITIONAL EXPERIENCE

Giveology, *Treasurer*

Ithaca, NY, September 2015 - Present

- Approached Forefront, a non-profit, and secured a partnership to construct a primary school in India
- Spearheaded fundraising drive, raised over \$12,000 to support students and schools worldwide
- Hosted essay contest for students on the difficulties of obtaining an education in developing countries, received 85 applications

Art Beyond Cornell, *Advisor/Therapist*

Ithaca, NY, September 2016 - Present

- Led weekly art therapy session at MacCormick Detention Center; developed delinquents' confidence and interpersonal skills

Pi Sigma Epsilon Professional Business Fraternity, *Active Member*

Ithaca, NY, September 2016 - Present

- Strengthened management, sales, finance, and research skills through hands-on business experiences
- Served as a mentor to new pledge class; spoke at industry round tables, mentored new members

Cornell University Bear's Den, *Event Coordinator*

Ithaca, NY, October 2015 - January 2016

- Consulted on revenue maximization for Bear's Den, an on-campus restaurant; proposed partnering with clubs to host events
- Recruited 40 clubs to host events at The Bear's Den; assisted with event promotion and preparation, increased revenue by 125%

SKILLS/INTERESTS

Languages: English (native), Spanish (fluent), American Sign Language (proficient)

Extracurriculars: College Mentors for Kids, Cornell Nordic Ski Team, Cornell Thrift, Delta Delta Delta Fraternity

Awards: National AP Scholar Award, Presidential Gold Service Award

Interests: Exploring (getting lost in) new places, Learning ethnic dances, Baking (but not cooking), CrossFit, Hiking