

SALLY H. ROGERS

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EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business Durham, NC
Master of Management Studies 2017

DUKE UNIVERSITY Durham, NC
Bachelor of Arts, Political Science, Economics and History Minor 2016

Dean's List with Distinction, Phi Eta Sigma Honor Society, The National Dean's List. Study Abroad:
Conducted comparative research on village and county politics in Beijing and Shandong Province with
\$5000 travel grant from Duke Asian Pacific Studies Institute, May-June 2009.

EXPERIENCE

GOLDMAN, SACHS & CO. New York, NY
Summer Analyst, Fixed Income Research & Principal Strategies 2016

- Utilized proprietary software applications to conduct research and comparable analyses on investment grade companies' credit ratings, debt leverage, debt spreads, event risk, and industry trends.
- Generated credit model for metal company providing debt analysis, future earnings, and cash flows, using data from annual reports, 10-K, 10-Q and industry-wide input prices.
- Updated 38 financial models for coverage of European financial institutions with data from annual reports.
- Produced comprehensive report on steel scraps industry for firm's proprietary trading desk.

KINGHORN, HILBERT & ASSOCIATES, LLC Washington, DC
Legislative Intern 2015

- Researched the legislative history of bills and analyzed business issues for government consulting firm.
- Attended session of the House Committee on Small Business, the Ways and Means Committee, and the National Association of Manufactures; wrote hearing summaries on issues affecting client interest.
- Drafted firm's response to RFP by analyzing client needs and articulating firm's resources.
- Lobbied with congressional staff to promote legislative initiatives on behalf of firm's clients.

LEADERSHIP AND INVOLVEMENT

ROUND TABLE Durham, NC
Selective Living Group 2014

- Elected to coordinate weekly community service activities for 50+ member selective living group.
- Established and maintained relationships with local organizations such as Duke-Durham Partnership, St. James Baptist Church, Duke University Hospital, and various neighborhood associations.

FIRST-YEAR ADVISORY COUNSEL (FAC) Durham, NC
Counselor 2014

- Counseled and mentored ten first-year students with training in counseling and event planning.

ADDITIONAL INFORMATION

Fluent in Spanish and English, with basic knowledge of German. Other interests include running, golf, documentary films, theater and non-fiction literature.

DON SMITH

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EDUCATION

DUKE UNIVERSITY, THE FUQUA SCHOOL OF BUSINESS Durham, NC
Master of Management Studies 2017

Health Sector Management Certificate. Elected Co-President of the International Business Club.
Member of the Energy Club and Health Care Club.

UNIVERSITY OF VIRGINIA Charlottesville, VA
Bachelor of Arts, Public Policy, Economics Minor 2014

Dean's List, ACC Honor Roll freshman and sophomore year.

EXPERIENCE

DOMINION TELECOM Glen Allen, VA
Intern 2015

- Coordinated information exchange between state and federal government regulation commissions and Dominion to ensure compliance and limit liabilities.
- Created and executed a Contract Management System to track the current language and terms of all Master Service Agreements to verify cash flow

NEWELL RUBBERMAID Atlanta, GA
Key Account Representative Summer Intern 2009-2014

- Executed strategic merchandising plans to generate sales growth of 30%.
- Established and sustained positive customer relations and brand recognition through training, product demonstrations, and new product launches.
Collected and analyzed data from team members for effective project management reporting.

ACTIVE.COM Fairfax, VA
Marketing Intern 2011

- Performed market research and competitive analysis identifying 30 potential clients and \$10m potential revenue.
- Assisted with specialized projects including sales proposals and edited PowerPoint presentations for the Vice President of Marketing.

LEADERSHIP AND INVOLVEMENT

UNIVERSITY OF VIRGINIA CROSS COUNTRY AND TRACK TEAM Charlottesville, VA
Captain 2010-2014

- Obtained highest point total of UVA men's track team and placed 8th at the ACC Championships.
- Broke a 36-year-old record (still standing) and played a major role in the team moving up 4 rankings in ACC.
- Played an instrumental role in the recruitment process to attract the team's top athletes.

BETA THETA PI, OMICRON CHAPTER Charlottesville, VA
Recorder; Social Chair 2011-2014

- Planned 30+ fraternity events and sorority mixers and balanced a \$20,000 budget each semester.
- Promoted strong brotherhood through a series of team building and philanthropic activities.

RONALD MCDONALD HOUSE OF CHARLOTTESVILLE Charlottesville, VA
Volunteer 2011-2012

- Created and wrote a business plan for the organization to attract potential investors.
- Collaborated with the Ronald McDonald House to help the UVA Cross Country Team adopt a child.

ADDITIONAL INFORMATION

Continued interest in running and coaching, devoted volunteer for Capuchin Soup Kitchen and Gleaner's Food Bank; avid traveler.