

William Waters

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EDUCATION

Howard University | *Washington D.C.* | **Major GPA: 3.76**
B.A., Strategic Communications, Poli Sci Minor, May 2024
Hampton University | *Hampton, Virginia*
Attended June 2019 to May 2021
Relevant Courses | Management and Organizational Behavior, Statistical Analysis, Advanced Calculus, Principles of Persuasion, Conflict Management and Negotiation

HONORS

-2022 ELC Scholar: Award for Excellence in Business Commentary
-2021 Johns Hopkins Business Academy Scholar
-2021 Liberty Excel Scholar
-2019 Hampton University Presidential Scholar
-National Merit Scholarship Commendation
-TEDx Talk Symposium Speaker

TECHNICAL SKILLS

Data Analysis (Tableau/ Alteryx) | Microsoft Excel | Communication Expertise | Adobe Photoshop | Canva | SharePoint | Project Management | Product Management | Postman | Intermediate Spanish Language Skills | Strategic & Management Consulting

WORK EXPERIENCE

JP Morgan Chase | *Product Management Intern - CADP Program* | New York City, New York *June 2023 to August 2023*

- Worked within the bank's Corporate Investment Banking Division on the Product Management team targeting E2E management for JP Morgan Wallet, focusing on optimizing business processes for the product through API development and transactions around global currency compatibility
- Constructed weekly research reports and data spreadsheets concerning internal and external currency compatibility for various operating systems in JP Morgan Wallet across 40+ currencies, eight international branches, and three continents

JP Morgan Chase | *Operations Intern - CADP Program* | New York City, New York *June 2022 to August 2022*

- Worked within the bank's Corporate Investment Banking Division on the SPG (Securitized Product Group) team within Operations, focusing specifically on major company transactions within the Debt Capital Market
- Developed expertise on ABS (Asset-Backed Securities) and their functions through partnership with several different teams in SPG, including Residential & Commercial Mortgage-Backed Securities, and the ABS Auto, Esoteric, and CCSL teams
- Collaborated closely with the UCC to structure firm-wide deals ranging from \$100MM to \$10B in valuation

Bryson Gillette | *Strategic Communications Intern* | Washington D.C (Remote) *September 2021 to November 2021*

- Facilitated campaign strategy development for several political candidates nationwide, including the direct management of Caroline Simmons' policy research, resulting in her election as the first woman to serve as mayor of Stamford, CT
- Designed press releases and media graphics for release across four social media platforms on a biweekly basis to expand constituent outreach efforts; employed critical analysis and technical writing skills to identify issues and generate content

PWC | *Management Consulting Intern - START Program* | Dallas, Texas (Remote) *June 2021 to July 2021*

- Conducted financial data modeling using applications Alteryx, UiPath, and Tableau to analyze donor trends for several million dollars' worth of donations collected by a firm's client and target outreach methods during a three-week project
- Developed a thorough comprehension of PWC's services through shadowing weekly client calls under my mentor's supervision, successfully completed 14 digital technology courses, and networked with numerous partners in both the HR and the M&A sectors

PROJECTS

Liberty Mutual Case Competition | First Place *Liberty Excel Scholar Program | November 2021*

- Formulated a proposal with a team of four to acquire insurance group in Ghana to maximize revenue for Liberty Mutual expansion in global market; model created profit margin of \$36M through cost analysis and highlighting product differentiation in the region

Stanley Black & Decker Case Competition | Third Place *Johns Hopkins Summer Business Academy | June 2021*

- Designed a proposal with a team of three for utilization of e-commerce platform to augment Stanley Black & Decker's growth domestically and internationally, focusing on expanding their consumer base through partnership with top construction companies for greater exposure, and cutting costs through cyber-physical integration and outsourcing production supplies

ORGANIZATIONS, SKILLS, AND INTERESTS

Organizations: Howard Speech and Debate Team, Howard University Senate- Student Advocacy Committee, National Association of Black Journalists, NBMBAA, INROADS, Hampton Honors College, Hampton Leadership Institute, Travel, International Affairs