

# Kai Graf

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## EDUCATION

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### Texas A&M University

*Master of Science in Finance  
Mays Business School*

College Station, Texas

*December 2022*

*Cumulative GPA: 3.55/4.00*

### Texas A&M University

*Bachelor of Science in Industrial Distribution  
College of Engineering*

College Station, Texas

*December 2021*

*Cumulative GPA: 3.38/4.00*

Honors: Distinguished Student 2019-20, Sigma Delta Honors, STEM to Stocks Fellowship Award

### CFA – Passed Level I

*May 2022*

## PROFESSIONAL EXPERIENCE

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### Citi

*Incoming Corporate Banking Analyst*

Houston, Texas

*February 2023*

### Citi

*Corporate & Investment Banking Summer Analyst*

Houston, Texas

*June 2022 – August 2022*

- Worked on deal teams on an acquisition finance deal, refinancing of a revolving credit facility, and two annual reviews
- Assisted on Asset-Backed Securities issuance by dropping cash flow generating PDP assets into a Special Purpose Vehicle and issuing cost-efficient debt against the assets

### Rhame & Gorrell Wealth Management

*Summer Financial Analyst*

The Woodlands, Texas

*July 2021 – August 2021*

- Utilized DCF and comparable company valuation methods to value large cap equities in the \$500M portfolio
- Interfaced with the Bloomberg terminal to provide weekly reports to clients for the funds and equity positions held

### EOG Resources

*Marketing & Finance Intern*

Houston, Texas

*May 2021 – July 2021*

- Developed a slide deck for incoming accounting employees to understand the movement of oil & gas from well to end user
- Tested a hypothesis on oil exporting that determined whether ICE Brent or Nymex WTI was the best pricing benchmark

### Bank of America

*Modern Markets Diversity Forum*

New York, New York

*April 2021*

- Selected as one of 700 candidates to participate in technical skills workshops and gain exposure to client-facing roles

## LEADERSHIP & INVOLVEMENT

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### Sigma Delta Honor Society

*Vice President*

College Station, Texas

*September 2019 – December 2021*

- Created sponsorship packages and communicated with sponsors for events providing 25-50 internships or full-time offers
- Tracked member attendance using Excel; increased semester participation 30% by implementing incentives for events including a point system and gift cards

### Aggie Men's Alliance

*Treasurer*

College Station, Texas

*August 2019 – December 2021*

- Led a team of 4 to create new ways for alumni to connect and donate through LinkedIn, GroupMe and a website, increased fundraising 50% year over year
- Utilized Excel to limit spending of certain executive groups and renegotiate agreements with sponsors to cut costs and expand semester cash from \$5k to \$30k

### Texas A&M Consulting Group

*Mergers & Acquisitions Team, Lazarus Ammunitions*

College Station, Texas

*January 2021 – January 2022*

- Conducted research into prospective manufacturers on behalf of Lazarus Ammunitions, assisting revenue generation and expanding investor relations with private investors

## SKILLS, ACTIVITIES & INTERESTS

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**Skills:** Wall Street Prep (Excel, PowerPoint), Bloomberg, FactSet, BamSEC, Spanish, C++, MatLab, LabVIEW

**Activities:** Aggie Investment Club, Delta Zeta House Worker, PAID, Engineers Serving the Community

**Interests:** Amateur Boxing, Basketball, Kitesurfing, 3D Printing, Snowboarding, Weightlifting, Cincinnati Bengals