

Obed Antoine

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EDUCATION

- University of Pennsylvania, The Wharton School of Business** Philadelphia, PA May 2022
- Major: Strategic Management & Finance, Cumulative Major GPA: 3.40/4.0
 - Relevant Coursework: Strategic Management, Financial Accounting, Managerial Accounting, Negotiations, Corporate Finance, Business Statistics, Macro & Microeconomics, Marketing, Managing Global Business & Financial Uncertainty
- Braden River High School** Bradenton, FL May 2018
- Rank 6 of 500, National AP Scholar, 13 years perfect attendance, Harvard Book Award recipient, Cumulative GPA: 3.9/4.0
 - SAT: 1400 (710 M, 690 R)

PROFESSIONAL EXPERIENCE

- Jackson Hewitt Tax Service – Product Management & Development Intern** May 2019 – August 2019
- Analyzed problems for key stakeholders (franchisees, clients, tax preparers) involving operations, sales growth, and marketing promotions for tax products and recommended appropriate courses of action for the company to take
 - Shadowed members of the development team (Scrum Master, Product Owners, UI/UX designers, and Executive Management) to understand company SOP, Agile application, and culture surrounding relationships with stakeholders
 - Developed company Product Development Internship Program by facilitating first ever open house for 13 local students, creating program learning objectives, and surveying prior interns to find room for future improvement
- Red and Blue Call Center – Student Caller** September 2018 – September 2019
- Called 2,169 distinct Penn alumni across different schools (Wharton, Nursing, Perelman Medicine, etc.) to update the Penn Alumni Network with contact information and eventually convince alum to donate to their alma matter
 - Generated \$55,297.25 in revenue with a donation pledge rate of 34.7% which was allocated to various sectors of the school such as financial aid, tutoring services, residential housing renovations, and security initiatives
- Five Star Staffing Service – Sales & Marketing Intern** April 2019 – September 2019
- Segmented, updated, and maintained database of 396 clients using Nimble, a client relationship management platform
 - Drafted new promotional content for brochures, emails, and the company website in an effort to establish brand clarity

LEADERSHIP AND EXTRACURRICULAR EXPERIENCE

- Pi Kappa Alpha Fraternity, Beta Pi Chapter – President, Health & Safety Chair, Alumni Relations Chair** May 2019 – Present
- Oversaw all operations within the chapter by managing and delegating responsibilities within an 8-person cabinet, while simultaneously maintaining healthy relationships with university administrators through constant communication streams
 - Coordinated venue & merchandise logistics for the Founder's Day Banquet with an operating budget of \$2,750, contacted 920 alumni to boost Founder's Day attendance, created event programing, established an alumni donation fund, and facilitated a wine & cheese tasting for over 80 returning alum (Penn c/o '69 to c/o '19)
- SEO Career – SEO EDGE Participant** April 2020 – Present
- Receive coaching and online instruction to achieve targeted interview, technical, and professional developmental goals
 - Learn business fundamentals to compete successfully for internship opportunities
 - Complete industry-specific training focused on developing technical skills, institutional knowledge, and attention to detail
- Penn Barbell Club – Treasurer, Fundraising Committee Chair** January 2020 – Present
- Worked in a 3-member committee to secure sponsorships from nutrition companies (NutraBio, Quest Nutrition, & BSN)
 - Obtained \$2k in funding from Penn administrators to fund club equipment, social events, and subsidize travel/ registration fees for members competing in state or national powerlifting and bodybuilding competitions
- African Community Leadership Program – Curriculum Developer** June 2020 – Present
- Developed a nine-week curriculum designed to teach 15 high school students of the African Diaspora core-skills needed to succeed professionally, gain admission to college, and take pride in their cultural identity
 - Created a framework to evaluate Lead Tutor performance and assess student growth/ development throughout the program
 - Collaborated with a seven-member Leadership Team to develop the program's website, syllabus, and outreach/ fundraising initiatives
- Consult for America – Associate Consultant** January 2020 – August 2020
- Consulted local landlord-tenant relationship company on their pricing structure, STP strategy, and market sizing initiatives
 - Attended weekly training seminars on consulting best practices, case frameworks, Agile, Excel, R, Python, and PowerPoint

SKILLS AND INTERESTS

- Computer** – Proficient in MS Office Suite, Confluence; Modeling: LBO, M&A, DCF, Financial Statement, REIT
- Certifications** – Bloomberg Market Concepts, Solidworks (Associate), Adobe Photoshop, Professional Scrum Master (PSM I)
- Interests** – Weightlifting/bodybuilding, jogging, nutrition, jazz performance, NBA & NFL commentary, self-development audiobooks
- Key Values** – Intellectual honesty, humility, curiosity, respect, empathy, intrinsic motivation, growth mindset, teamwork