

Ari Siegel

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Education

Yale School of Management New Haven, Connecticut
Candidate for Master of Business Administration (MBA), 2004.

- Focus in Finance, 730 GMAT
- Academic Distinction in Financial Statement Analysis; Teacher's Assistant for finance department
- 4 industry and equity research reports selected to be on Yale's Security Analysis public website

New York University New York, New York
Bachelor of Arts in Music (Sound Engineering), 1993

Experience

- Summer 2003 **American Stock Exchange** New York, New York
Summer Associate, ETF Marketplace
- Developed proprietary model to measure ETF liquidity
 - Worked closely with specialists and other market makers
- Research Works, Inc.** Sea Girt, New Jersey
Research Analyst, Microcap Equities
- Wrote research reports on microcap equities
 - Extensive analysis of SEC filings, financial documents and management interviews
- 2003 **Regent Retirement Planning** Woodbridge, Connecticut
Financial Analyst, Foundations and High Net Worth Individuals (\$120MM under management)
- Met with clients to determine risk profiles and investment goals
 - Analyzed client portfolios to ensure consistency with investment policy; utilized Ibbotson software
 - Analyzed outside active fund managers and made go/no-go decisions
- 1999-2002 **ArtSelect Inc. and Aeron Lifestyle Technology Inc.** Fairfield, Iowa
Sales Director, Consumer Products
- Analyzed international market for new product, developed program that grew sales from \$30K to \$4.5MM
 - Developed clients in the U.S., Asia, Australia, Europe, Africa and Middle East
 - Worked closely with management of these two startups to ensure consistent growth under budget
- 1997-1999 **Taj Mahal Casino** Atlantic City, New Jersey
Professional Poker Player
- Generated significant profits over a two-year period
 - Under pressure, performed statistical calculations and go/no-go assessments involving thousands of dollars
 - Developed emotional discipline to maintain winning strategies even under negative circumstances
 - Exploited market inefficiencies by analyzing players and tables
- 1994-1997 **Memco Software Inc.** New York, New York
Director of Finance and Operations
- Managed all corporate finance and operations from startup to successful IPO
 - Forecasted yearly budgets of \$1-5MM and controlled costs within 3% of budget
 - Designed quantitative financial models to project cash flows and prepare budgets
 - Hired, motivated and supervised highly effective team in extremely fast growth environment, seeing sales rise from \$0 to \$20MM and employees increase from 2 to 50 within two years
- 1993-1994 **Whale Securities** New York, New York
Broker/Equity Analyst
- Wrote microcap equity research reports based on financial statement analysis and management interviews
 - Series 7 and 63 registered; opened new client accounts

Skills and Interests

- Executive Committee, Yale 2003 Private Equity Conference. Increased attendance by 100%
- Sachem Ventures, New Business Development. Increased deal flow for student-run venture capital fund
- Student Host. Represented Yale School of Management to outside recruiters
- Enjoy the stock market, games, music, golf, basketball, dog training