Martin Terskin

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EDUCATION

Earned Chartered Financial Analyst (CFA) Designation	December 2015
University of Maryland - Robert H. Smith School of Business	College Park, MD
Bachelors in Finance; Bachelors in Accounting	May 2012

PROFESSIONAL EXPERIENCE

General Assembly — Washington, DC
Web Development Immersive — March 2016 – June 2016
JavaScript and Ruby on Rails Student

- Collaborated with a small group of developers to design and implement an application which leverages Ruby-on-Rails backend paired with AngularJS front-end to query Ebay API based on user input, process response data and display results on a graph powered by High Charts. This application helps users identify below market priced Ebay listings on used cars.
- Designed and implemented a Ruby-on-Rails application paired with JavaScript driven front-end which leverages Google Maps API to geocode user inputted location and based on user's preferences, returns one-to-many travel time for points-of-interest (POIs) surrounding returned location. This application helps users differentiate between real estate locations based on proximity to POIs.
- Created a JavaScript driven math game which is optimized for mobile and allows users to test their math skills by rapidly answering simple math questions. Users can replay to achieve better results and share their accomplishments on social media.
- Leveraged JavaScript to create a personal website that uses several 3rd party JavaScript libraries to increase interactivity and user engagement.

FBR Capital Markets — Washington, DC
Equity Research – Financial Institutions Group — November 2014 – February 2016
Senior Research Associate

- Leveraged VBA to automate analyst's marketing book, saving approximately 39 hours on a quarterly basis, as well as standardized external email template that scraped and formatted data unique to each email distribution, greatly enhancing informational value while reducing time overhead
- Composed research reports for buy-side clients that articulated actionable conclusions regarding 20 banks, thrifts and specialty finance companies under coverage
- Led the creation of initiation reports for equity positions that would be added to the coverage, complete with models driven by net interest income analysis for EPS projections and sales-focused presentations
- Routinely interacted with C-level management of firms under coverage at analyst days and quarterly earnings calls for the purpose of investigating and dissecting firm performance

PwC — Washington, DC
Financial Instruments, Structured Products and Real Estate (FSR) — September 2012 – November 2014
Experienced Associate

- Developed a VBA based derivative netting solution for a major custodian bank (market capitalization in excess of $15B) that reclaimed 60 hours of manual work on a monthly basis and was subsequently used as a basis for a formalized solution that was repackaged and sold to multiple clients
- Designed and implemented an aggregation model that consolidated inputs from multiple regression forecast models into a complete set of financial statements in order to improve the reporting process under Dodd Frank Act Stress Test (DFAST). The aggregation model reclaimed an estimated 100 hours on a monthly basis as well as increased level of controls around the data supply chain for a mid-sized regional bank holding company (market capitalization in excess of $2B)
- Led an an on-site effort to assist a SIFI bank (market capitalization in excess of $100B) to come in compliance with Comprehensive Capital Analysis and Review (CCAR) regulation through model development, model implementation and documentation initiative. The project was completed under budget within the specified timeframe

Goldman Sachs — Philadelphia, PA
Private Wealth Management — June 2011 – August 2011
Summer Financial Analyst

- Generated a presentation detailing performance of a single stock position held by a $2 billion client complete with internal forecasts and currency exposure analysis
- Facilitated completion of a Request for Proposal (RFP) for a potential $50 million client by implementing the feedback from compliance department and editing the final version

EXTRACURRICULAR EXPERIENCE & SKILLS

Community of Aspiring Shareholders (CASH) – *Founder, Former President & Advisor*	May 2010 – May 2015
Lemma Senbet Fund - *Equity Analyst – Industrials & Materials*	April 2010 – May 2011

R (basic); **Excel/Word/PowerPoint** (expert); Business proficient in Russian