

Matt Lang

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EDUCATION

Memorial University of Newfoundland

Bachelor of Commerce, Concentration in Finance

Sept. 2019 – Dec. 2024

St. John's, NL

- **Concentration GPA:** 3.8/4.0
- **Relevant Coursework:** Corporate Finance, Applied Equity Valuation, Financial Accounting, Managerial Accounting, Quantitative Decision Modeling, Calculus, Statistics, Macroeconomics, Microeconomics.

PROFESSIONAL EXPERIENCE

RBC Capital Markets

Investment Banking Summer Analyst

May 2024 – Aug. 2024

Toronto, ON

- Incoming Investment Banking Summer Analyst at RBC Capital Markets' Toronto Office.

RBC Dominion Securities

Summer Portfolio Analyst

May 2023 – Aug. 2023

St. John's, NL

- Created sample portfolios through detailed backtesting on various investment models to analyze their performance and viability. Utilized FactSet for all aspects of analysis in conjunction with its Excel add-in for the creation of live models.
- Created, implemented and circulated 4 Excel models for innovative portfolio construction/analysis and comprehensive estate analysis.
- Supported portfolio management team with implementation, rebalances, transition events and daily monitoring.
- Prepared attribution reports, MoM/QoQ reports, performance analysis, investment commentary and ad-hoc reports.
- Conducted research on individual securities (particularly high-yield fixed income), delivering actionable insights to Portfolio Managers.

The Fund Memorial University

Equity Analyst/Sector Manager – Energy

Sept. 2022 – Present

St. John's, NL

- Mentored and managed a team of 3 Equity Analysts while overseeing, revising and providing comments on deliverables.
- Conducted comprehensive research on the energy sector to identify market trends, competitive landscape, and company financials to produce actionable investment proposals for a student-managed endowment fund of over CAD 350,000. Utilized DCF and fundamental valuation.

Modern PURAIR

Business Development Manager

Jan. 2022 – Apr. 2022

Kelowna, BC

- Collaborated with the BD team to increase the acquisition of large commercial contracts and augment business development activities.
- Leveraged unique value propositions to win new business with public/private organizations and achieve the quarterly revenue target of \$1M.
- Conducted in-depth market research to enhance competitive advantage, and managed and optimized marketing campaigns and sales processes.

Student Works Management Program

Franchise Operator – St. John's West Division

Oct. 2019 – Nov. 2021

St. John's, NL

- Personally sold and produced \$509,423 total revenue while operating a sole proprietorship for two consecutive years in conjunction with a full-time university curriculum. Provided commercial and residential painting services.
- Personally recruited, trained, and managed a team of 16 MUN students in labour positions and paid a total of \$146,755 in student wages.
- Drove substantial scaling of operations by personally onboarding and coaching a fellow MUN business student to assume the role of production manager in 2021, resulting in \$408,360 total revenue for the fiscal year and YoY revenue growth of 304%.
- Built a reputable and trusted brand in the local community, servicing 138 clients with 95% satisfaction.
- Completed 195 in-person sales consultations with a 71% acquisition rate and generated over 650 leads.
- Managed all capital allocation, budgeting, accounts receivable, payroll, sales and marketing, scheduling, and logistics, while maintaining a 27% pre-tax profit margin on total produced revenue.
- Conceived and executed a digital marketing campaign which achieved an ROI of ~ 1,100% on an \$8,500 investment and an outreach of over 100,000 utilizing Meta Business Suite and Google SEO.

LEADERSHIP & ACTIVITIES

MUN Consulting and Advisory Club

President

Sept. 2022 – Present

St. John's, NL

- Facilitated workshops for 50+ members and provided pro-bono consulting and advisory services for student start-ups and local companies.

MS Society of Canada

Sponsor

Jan. 2020 – Nov. 2021

St. John's, NL

- Raised over \$4,000 to help create a world free of MS. Personally donated \$10 of every sold contract associated with painting business.

ADDITIONAL INFORMATION

Certificates: “Excel for Financial Modeling” and “DCF Valuation” (The Marquee Group), “Bloomberg Market Concepts” (Bloomberg).

Interests: Soccer, fitness, capital markets, golf, reading, travelling, skiing, chess, Breaking Bad.