

SUSAN BROWN

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Education

The Wharton School, University of Pennsylvania, Philadelphia, PA

- Candidate for Bachelor of Science in Economics, May 2009
- Concentrations in Finance and Operations and Information Management
- Cumulative Grade Point Average: 3.6
- Honors: Dean's List (2006 – 2007), Wharton Research Scholar

Experience

Bain & Company, Inc., Boston, Massachusetts

Associate Consultant Intern, Summer 2008

Developed state-by-state economic model. Created competitor profile through telephone interviews with sales representatives and sales management, focused on competitors' differentiation strategies. Created corporate cash flow model, working with various divisions to project revenue, EBITDA and cash flow adjustments.

The Wharton School, Philadelphia, Pennsylvania

Operations Information Management Department: Research Assistant, Spring 2008

Refined coding process and began coding for an analysis of data from car insurance investigations. Coded data focused on lying during an acquisition experiment.

Management Department: Research Assistant, Fall 2005 - Spring 2008

Performed statistical analysis (factor analysis, correlations, and regressions) using SPSS for project focused on diversity of rock bands. Completed data clean-up and descriptive analysis for Disciplined Imagination Study.

Joint Program in Survey Methodology, Washington, DC

National Science Foundation – Division of Science Resource Statistics Intern, Summer 2007

Conducted first ever analysis on individuals who obtained two research PhDs from an American university. Wrote Information Brief currently in publishing process at the NSF. Published internal brief on undercoverage problems involving individuals who obtain two doctoral degrees. Researched multiple race reporting and conducted analysis on multiple race data. Published internal paper on inconsistency of race reporting. Wrote general Information Brief currently under review at the NSF.

Federated, Cincinnati, Ohio

Financial Planning Division Intern, Summer 2006

Created Excel spreadsheet and maintained monthly Cash Flow Report, a detailed finance-based cash flow summary. Created demand-price model for Bridal Gift-Wrap Restructuring Project. Concluded that company's profit would decrease \$1mm if proposed bridal gift-wrap changes occurred. Based on analysis, decision was made to forgo changes.

University Activities and Leadership

Beta Alpha Chapter of Chi Omega

President (2007-2008), Model Initiate (2006)

Reported directly to Chi Omega Regional Director as well as the Office of Fraternity and Sorority Affairs. Held weekly Executive Board meeting. Facilitated weekly chapter meetings. Attended bi-weekly president round tables for all sorority presidents. Participated in disciplinary proceedings. Appointed cabinet positions and reviewed and approved \$30,000 budget. Winner of Chi Omega National Elizabeth Carmichael Orman Memorial Scholarship.

Wharton Women

VP Membership Development (2007-2008), Internal Communications Chair (2006-2007)

Organized freshman mailing and internship panel. Updated website and handled member communication.

Women's Club Tennis Team

Special Skills

Computer: Experienced with Office, SPSS, JUMP, SAS; programming skills in VBA and Java

Foreign Languages: Proficient in German (6 semester college equivalent)