

# COURTNEY E. WILKINSON

225 Willard Way, Ithaca, NY 14850  
617.699.8497 / cew226@cornell.edu

<b>Education</b>	<b>CORNELL UNIVERSITY, Johnson Graduate School of Management</b> <i>Master of Business Administration, May 2010</i> <ul style="list-style-type: none"><li>• Park Leadership Fellow – Merit-based, 2-year full tuition scholarship; selection based on demonstrated leadership, professional achievements, and academics</li><li>• SC Johnson Case Competition – Placed 1<sup>st</sup> in 65 team, class-wide competition</li></ul>	<b>Ithaca, NY</b>
	<b>UNIVERSITY OF VERMONT, College of Arts and Sciences</b> <i>B.A. International Relations, May 2003</i> <ul style="list-style-type: none"><li>• Named as 3-time Dean’s Honor recipient; awarded NCAA academic scholarship</li><li>• Nordic Ski Team; NCAA Division I athlete on top-ranked national team</li><li>• Sailing Team Captain &amp; President; crew of “A” boat; directed \$35,000 capital fundraising campaign</li></ul>	<b>Burlington, VT</b>
<b>Experience</b>	<b>CAPITAL IQ</b> <i>Senior Account Manager/Business Development</i> <ul style="list-style-type: none"><li>• Led internal coverage teams for 74 international accounts, 519 clients, and \$2.4MM account base</li><li>• Coverage verticals included hedge funds, asset managers, private equity analysts, investment bankers, and consultants</li><li>• Conducted detailed analysis of public and private deal flow, structured products, and investment processes</li><li>• Developed and implemented regional marketing campaign targeting 300 buy-side clients</li><li>• Generated over \$500,000 in new business, including two large asset management firms in the U.S.</li><li>• Led U.K based CIQ team on European buy-side opportunity that generated \$100,000 in revenue and added 20 new European users</li></ul>	<b>Boston, MA</b>
2006 – 2007		
2004 – 2006	<b>UBS INVESTMENT BANK</b> <i>Global Equity Sales &amp; Trading Associate</i> <ul style="list-style-type: none"><li>• Support coverage for 52 European, Asian, and U.S. asset management firms and hedge funds</li><li>• Managed regional client distribution of international deal allocation, equity syndicate trades, and multi-sector analyst access with UBS global product teams</li><li>• Point person for 36 member team; responsible for client distribution of international deal allocation and multi-sector analyst access</li></ul>	<b>Boston, MA</b>
2003 – 2004	<b>ROPES &amp; GRAY, LLC</b> <i>Paralegal, Corporate Securities Division</i> <ul style="list-style-type: none"><li>• Performed due diligence and drafted Blue-Sky incorporation documents for 4-member, senior partner team</li></ul>	<b>Boston, MA</b>
<b>Leadership</b>	<b>HEDGE FUNDS CARE</b> <i>Regional Board of Directors, Promotions Committee Chairperson</i> Served on Board of Directors for Annual Galas of Hedge Funds Care (HFC). Chair of HFC Promotions Committee; coordinated coverage in over 30 national print and online publications	<b>Boston, MA</b>
2005 – 2008		
2004 – 2006	<b>PLAYBALL! FOUNDATION</b> <i>Board of Directors</i> Led 5 member board that raised \$5,000 for Dorchester Middle School athletic programs	<b>Boston, MA</b>
2001 – 2002	<b>RACING TEAM DIRECTOR</b> <i>Coronado Yacht Club Sailing Program</i> Race director for 200+ member sailing program. Managed \$8,000 budget, and served as liaison between program staff and Board of Overseers. US Sailing Coach Level I & II Certified	<b>San Diego, CA</b>
<b>Personal</b>	<ul style="list-style-type: none"><li>• Boston Marathon finisher, 2004-2006</li><li>• Alpine and nordic skiing, mountain biking, and yoga enthusiast</li><li>• NASD Series 7, 63, and 66 licensed</li><li>• Independent study and NCAA ski training and competition program – Otago University, Dunedin, New Zealand, 2002</li></ul>	