

# NATHAN ERICKSON

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## QUALIFICATIONS PROFILE

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Skilled individual leveraging exceptional educational and professional background, with strengths in finance and capital markets.

- CFA Level III Candidate (June 2009).
- Accredited Asset Management Specialist (AAMS). Series 7 and 63 Licensed.
- Highly motivated, with areas of interest including equity analysis, fixed income, funds / wealth management, and portfolio modeling. Consistently welcome new challenges.
- Educational experience includes utilization of CAPM, Modern Portfolio Theory, multi-factor models, statistical analysis, cash flow modeling, as well as extensive accounting.
- Experienced in equity analysis as well as sales and market research database management. Experience completing valuation work through comparable company analysis, Discounted Cash Flow analysis, and other industry metrics. Able to integrate scenario analysis incorporating macro and micro economic trends.
- Demonstrate outstanding work ethic, with keen detail orientation. Effectively multitask to achieve goals, and quickly master new concepts. Technologically proficient with various software programs.
- Excellent communicator, interacting effectively through both speech and writing.

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## EDUCATIONAL BACKGROUND

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### **Master of Finance, December 2007**

UNIVERSITY OF SYDNEY – Sydney, Australia, NSW

*Coursework: Quantitative Finance, Fixed Income Securities, Portfolio Theory, Econometrics, Micro/Macro Economics  
Competed in UBS Investment Banking Challenge, placing 3rd among 30 teams on campus*

### **Master of Accounting / Financial Management, 2006; GPA 3.8, Magna Cum Laude**

KELLER GRADUATE SCHOOL OF MANAGEMENT – Bellevue, Washington

*Earned perfect score on analytical portion of GMAT and GRE exams; areas of concentration included Corporate Accounting, Federal Taxes and Management, and External Auditing*

### **Master of Business Administration (MBA), 2005; GPA 3.8, Magna Cum Laude**

NORTHWEST UNIVERSITY – Kirkland, Washington

*Areas of concentration included Global Management, Project Management, and Personal and Organizational Ethics*

### **Bachelor of Arts in Psychology, KENYON COLLEGE – Gambier, Ohio**

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## PROFESSIONAL EXPERIENCE

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Charles Schwab Corporation, Phoenix, Arizona

### **Registered Broker (Series 7/63), 2008**

Utilized a passion for customer service, positive energy, and problem solving skills to connect with clients via inbound and outbound calls. Assessed and resolved client issues at a moment's notice, helping them navigate Schwab products and services. Delivering unparalleled value and outstanding service to clients in order to build and maintain client loyalty. Placed trades, uncovered business development opportunities, discussed the latest market trends, responded to research requests and provided investment advice/education to clients.

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Kaplan Funds Management, Sydney, New South Wales, Australia

## **Equity Analyst, 2007**

Collaborated with portfolio managers of a \$2B boutique fund manager, supporting investment analysis and decision making based on cash flow modeling, company and industry research, IPO and earnings presentations, and monitoring of portfolio holdings. Analyzed potential investment opportunities and consistently reviewed current holdings. Attended company and analyst presentations, IPO and earnings reports; interacted with diverse company management including CEOs and CFOs. Established positive relationships with investment banking analysts regarding institutional research and valuation methods. Built numerous financial models, primarily DCF, using Excel.

- Provided a weekly summary of fundamentally undervalued companies using a third party valuation tool, providing fresh recommendations for new investment.
- Statistically analyzed risk exposure to heavily weighted industries relative to recent performance.

STERLING SAVINGS BANK / INTERVEST MORTGAGE, Kirkland, Washington

## **Senior Income Property Loan Analyst, 2005–2006**

Delivered complete analysis and underwriting on investment properties valued between \$1M and \$50M. Evaluated returns and asset performance to determine potential risk relative to debt-coverage ratio as well as return on equity constraints. Completed due diligence for all 3<sup>rd</sup> party documentation, market research, and borrower financial statements. Interacted with loan officers regarding each loan proposal; prepared reports for banking and finance executives. Communicated regularly with property owners. Requested proposals from vendors, including appraisers, environmental technicians, and assessors. Prepared submission packages and defended analysis for senior executives and credit committees. Supervised 4 other analysts while manager was on maternity leave.

- Quickly gained knowledge of appropriate valuation techniques for various property types.
- Analyzed and closed \$200M+ in construction, retail, office, and apartment loans, including the largest loan in Intervest history.

NORTHWEST UNIVERSITY, Kirkland, Washington

## **Adjunct Professor, 2006**

Developed syllabi and overall structure for 2 courses: *Introduction to Business* and *Personal Finance*. Delivered relevant lectures and led discussions, prepared appropriate assignments, and encouraged use of online learning tools for up to 30 students. Administered all student assessments and evaluations, scheduling to ensure required learning. Also utilized online discussion forum and provided online assessments. Tracked grades for up to 60 students concurrently. Created weekly exams, term projects, and final exams.

- Presented guest speakers to provide students with real world examples and experiences, including the CEO of a local software company, a venture capitalist, and a global oil/gas company executive.
- Educated students regarding business and personal finance, providing direction for future study and experience.

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*Additional experience includes Commercial Real Estate Agent for Marcus and Millichap in Seattle, WA; Case Manager for Sunderland Family Treatment Services in Kennewick, WA; Residential Counselor for Jubilee Youth Ranch in Prescott, WA, and Lead Residential Counselor for Seattle Children's Home in Seattle, WA.*