

DAVID GRISWOLD

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EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Bachelor of Business Administration, May 2019 <ul style="list-style-type: none">• GPA: 3.60/4.00• Ross Global Ambassador, supported semester exchange student from Lebanon	Ann Arbor, MI
	UNIVERSITY OF MICHIGAN College of Literature, Science, and the Arts <ul style="list-style-type: none">• Minor in Applied Statistics• GPA: 3.80/4.00	Ann Arbor, MI
EXPERIENCE	MASCO CORPORATION Market Research Analyst <ul style="list-style-type: none">• Independently led evaluation of Merillat brand's product, pricing, and positioning strategy, discovering Merillat's pricing exceeded target market average by more than 18%• Assessed product offering against six competitors in mid-level cabinetry space, discovering brand's complex product strategy limiting ability to compete in price-sensitive market• Analyzed over 12,000 rows of sales data using Excel's PowerPivot data modeling, identifying significant increase in sales of mid-toned finishes, directing product development process• Spearheaded modernization of sales data analytics using Excel and stack of four different technologies, reducing sales data retrieval and analysis time by over 40%	Ann Arbor, MI
2016	BLACKFORD CAPITAL Summer Analyst <ul style="list-style-type: none">• Conducted cost analysis for acquisition of industrial bakery, discovering correlation between then unusually low wheat pricing and high EBITDA was inflating valuation more than 8%• Collaborated with team of summer analysts creating two 50+ page offering memoranda, articulating investment considerations, ultimately raising nearly \$15M in equity• Evaluated potential e-commerce platform investment for heavy equipment parts supplier, discovering low profitability in online market, preventing expensive roll out• Performed initial LBO-based valuation on three new investment opportunities, isolating highest IRR deals which become Blackford's next generation investment opportunities	Grand Rapids, MI
2016-Present	COMMUNITY CONSULTING CLUB - UNIVERSITY OF MICHIGAN MOM Power Project Consultant; Associate Vice President of Education <ul style="list-style-type: none">• Analyzed clinical psychology client's list of over 25 concerns, uncovering root cash flow issue created by lack of consistent pricing policy• Conducted consumer pricing analysis by contacting over 30 non-profit organizations to gauge willingness to pay, creating lower bound for final recommended pricing structure• Coordinated Fall 2017 educational programming including four consulting skills workshops and newsletter content, maximizing CCC member fulfillment and engagement	Ann Arbor, MI
2016-Present	ALTERNATIVE INVESTMENT CLUB Senior Vice President of External Communications <ul style="list-style-type: none">• Mobilized email-based outreach strategy, targeting underclassmen interested in finance careers, driving 67% increase in early applications over previous years' average• Reviewed over 125 candidate applications during club's most competitive recruiting season, admitting club's strongest recruiting class based on GPA, experience, and interest in finance• Established first AIC-exclusive internship recruiting event with one of Michigan's top private equity firms, generating first official talent pipeline for AIC members	Ann Arbor, MI
ADDITIONAL	<ul style="list-style-type: none">• Intermediate Python and R programming skills; proficient in HTML, CSS, SCSS, and JavaScript• Competed in national sailing competitions as member of Lauderdale Yacht Club team• Created publication on women and entrepreneurship in Moroccan cultural context after conducting fieldwork in Morocco over spring break• Utilized programming skills to create personal site: www.dgriswold.com• Enjoys incredible coffee, trying to cook new dishes, and reading about the tech industry	