

# Demetrius Johnson, Jr.

300 Country Club Lane, Scotch Plains, NJ 07076 | [demetrij03@uchicago.edu](mailto:demetrij03@uchicago.edu) | 732.648.5939 | [linkedin.com/in/djohnson1103](https://www.linkedin.com/in/djohnson1103)

## EDUCATION

### The University of Chicago, Chicago IL

B.A. in Economics (Specialization in Business); *Cumulative GPA: 3.3/4.0*

### Odyssey Scholar

Expected Graduation: June 2022

**Honors/Scholarships:** Dean's List (2018-2019), Forbes Under 30 Scholar (2019), Student Leadership and Access Award (2020), Chicago Urban League Scholar (2020), 2x MWC Academic All-Conference (2020), UChicago Diversity Leadership Award (2021)

**Relevant Coursework:** Booth School of Business: Competitive Strategy, Financial Accounting

*Financial Markets Program (formerly, UCIB: FM)*

Sep 2019 – Present

- Accepted as 1 of 25 into a selective, three-year program focused on building business acumen for quantitative roles in the financial markets through weekly workshops, and curriculum at the Booth School of Business

## PROFESSIONAL EXPERIENCE

### Morgan Stanley

New York, NY

*Investment Banking Summer Analyst | Global Power and Utilities Group | Richard B. Fisher Scholar*

Jun 2021 – Aug 2021

- Created public information books, developed M&A market update materials, and recorded key notes on client calls
- Selected Transaction Experience
  - Project NICKEL** | Responsible for due diligence, analysis on ROE and rate cases, and development of full client presentation representing the buy-side for acquisition of a subsidiary of a \$9.3B southeastern renewable energy provider

### BDT Capital Partners

Chicago, IL

*BDT Scholars: Apprenticeship Program*

Aug 2020

- Calculated valuation ratios such as same-store sales growth and payback period while examining Krispy Kreme's acquisition of Insomnia Cookies with the goal of building a portfolio of top dessert brands and leading digital capabilities
- Analyzed BDT's investment in KIND Snacks by assessing the company's primary growth drivers such as increased distribution, marketing, and new product offerings

### Bank of America Securities

New York, NY

*Sophomore Equity Capital Markets Summer Analyst | Real Estate, Gaming, and Leisure (REGL) Group*

Jun 2020 – Jul 2020

- Presented a market update and case study on Penn National Gaming's \$600 million dollar up-sized follow-on public offering
- Summarized current events to craft a real estate market update email sent daily internally to ECM team and externally to investors

### BLK Capital Management

Cambridge, MA

*Equity Research Analyst | TMT/Consumer Retail Sector*

Oct 2019 – Present

- Selected as 1 of 50 to be an analyst in 100% Black-owned and student-ran hedge fund with 100k+ assets under management
- Conducted research and "bottom-up" analyses on TMT and Consumer Retail sectors, concentrating on media and fashion subsectors

### Management Leadership for Tomorrow (MLT)

Washington, DC

*Career Prep Fellow*

Jan 2020 – Present

- Selected as one of ~350 for an 18-month professional development program consisting of analytical case studies and qualitative projects, in addition to four interactive conferences hosted by industry leaders such as Google and Goldman Sachs

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

### UChicago Private Equity

Chicago, IL

*Analyst*

Oct 2020 – Present

- Selected as 1 of ~30 to be in the inaugural class of analysts to endure a 10-week intensive course on LBO modeling and case studies in preparation for the Silver Lake and Chicago Booth Private Equity Case Competition in the spring

### Sponsors for Educational Opportunity (SEO)

New York, NY

*SEO Success Fellow | Investment Banking Career Trainee*

Jul 2019 – Present

- Completed 100+ hours of online and in-person training covering MS Office skills and basic accounting skills, in addition to professional development skills relevant to Investment Banking

### The Black Letterwinning Athletes Coalition (B.L.A.C.)

Chicago, IL

*Founder*

Jun 2020 – Present

- Founded a growing coalition for Black student-athletes at UChicago which garnered 40 current and former athletes within 2 days of creation with the goal to maintain a stable and transparent relationship between Black student-athletes and UC administration
- Developed an open letter to the UChicago athletics department and university administration listing demands for coaches, staff, and the university to abide by in response to their lack of acknowledgment towards their Black student-athletes

### Alpha Phi Alpha Fraternity, Inc. – Theta Chapter

Chicago, IL

*President; Assistant Area Director for Illinois*

Mar 2019 – Present

- Revived the fraternity by becoming the 1<sup>st</sup> initiate since 2014, created long-term relationships with staff, advisors, and 8 student organizations on campus, while coordinating 15+ service and social events generating an average turnout of 30 people per event

### University of Chicago Varsity Football

Chicago, IL

*NCAA Student-Athlete | Defensive Back and Return Specialist*

Aug 2018 – Present

- Balanced 30+ hours per week of practice, film studies, and competition in addition to rigorous academic courses
- Selected to be on search committee to hire University's first black woman as Athletic Director

## OTHER SKILLS & INTERESTS

MS Excel • MS PowerPoint • Capital IQ • Dealogic • FactSet • Dallas Cowboys • Music Production • Roller Skating • Rubik's Cubes