

Louis Gaye

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EDUCATION

Columbia University in the City of New York- *Cumulative GPA: 3.3*

New York, NY

Double Major: Bachelor of Arts, Financial Economics, East Asian Studies

Expected Graduation: Dec 2021

Honors: Dean's List

Relevant Courses: Corporate Finance, Econometrics, Economics of NYC, Economics of Uncertainty & Information, Financial Crises

EXPERIENCE

BLK Capital Management

Equity Research Analyst

Sep 2020 – Present

- 100% black owned and student run long/short equity hedge fund that strives to promote the financial education of talented black students around the nation through active money management
- Work with fellow analysts from around the nation to manage a portfolio, perform equity research, and prepare for a career in the financial services industry
- Led a team to pitch a stock in front of investment professionals at the February 2021 BLK Conference and won first place amongst 13 teams at the end of a rigorous, six-month introductory investing education program

Merrill Lynch Wealth Management

San Mateo, CA

Summer Client Associate, Ting & Associates Financial Advisors

May 2019 – Aug 2019

- Constructed valuation and strategic analysis for the DouYu (NASDAQ: DOYU) IPO as well as analysis of an investment grade fixed income closed-end fund; reported written findings to HNW clients
- Participated in internal research calls and reported weekly summaries to two Managing Directors and three Financial Advisors
- Conducted prospective calls and generated a funnel of HNW clients in the San Mateo area

Citron Research

New York, NY

Short-selling Project

Oct 2018 – Jan 2019

- Conducted extensive financial and strategic analysis of Ligand Pharmaceuticals (NASDAQ: LGND) in coordination with a major hedge fund to evaluate its portfolio of 178 licensing programs
- Independently produced a 10-page detailed report of my research findings, contributing to the 23-page final report published to investors; Following the release of the report, LGND was down 32% and lost over \$600M in shareholder value, resulting in Citron Capital's most profitable short in 2019; LGND remains one of the top 5 most shorted stocks nearly two years later

Vyera Pharmaceuticals

New York, NY

Analyst, Business Development

Jan 2015 – Jun 2016

- Conducted extensive investment research and valuation for 20+ public and private firms and clinical assets in the Infectious Diseases and CNS disease areas for potential acquisition, including forecasting patient populations and drug pricing
- Co-authored a 44-page short-selling thesis on a \$700M public biotech company (NASDAQ: VTL) detailing the short-comings of a liver dialysis device ahead of a Phase III clinical trial; Following the release of the report, VTL was down 25% and lost over \$175m in shareholder value; Executed a \$7M trade through a combination of options and naked short sales to yield a 178% return
- Convinced senior management to forego an ongoing deal with a major pharmaceutical company upon finding weaknesses in relative drug efficacy, saving the company \$5M in acquisition costs

LEADERSHIP & PROFESSIONAL DEVELOPMENT

SEO Career

New York, NY

SEO EDGE Participant

Jul 2020 – Present

- Receive coaching and online instruction to achieve targeted interview, technical, and professional developmental goals
- Learn business fundamentals to compete successfully for internship opportunities
- Complete industry-specific training and assessments to develop technical skills, institutional knowledge, and attention to detail

Other Affiliations: Capital Group Summer Investment, COVID-19 Student Ambassador, CU eSports (Captain & Coach), CU Financial Investment, Goldman Sachs Virtual Immersion, Damodaran Valuation class, Wall Street Prep (100+ hours)

OTHER SKILLS & INTERESTS

Computer: Proficient in Microsoft Office (Excel, Word, PowerPoint & Outlook), VBA, SQL, Python, Tableau

Language: Fluent in French; Conversational in Korean

Interests: Competitive Gaming, E-commerce Business, Korean Hip-Hop, Short Selling