

**Jared Drakeley**

516 Dawson Rd. #119

Austin, TX 78704

(214) 478-1188

Jared.Drakeley@mba09.mcombs.utexas.edu

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<b>Education</b>	<b>The University of Texas at Austin, McCombs School of Business</b>	Austin, TX
May 2009	Master of Business Administration, Full-Time Program Concentration in Finance, Specialization in Global Business; GPA 3.67; GMAT 690	
	<b>The University of Texas at Austin</b>	Austin, TX
May 2004	Bachelor of Arts in Economics; GPA 3.53 Business Economics Option Program	
<b>Experience</b>		
1/08 – 3/08	<b>FK Biotecnologia S.A.</b> <i>Team Leader – McCombs Global Project</i>	Rio de Janeiro, Brazil
	<ul style="list-style-type: none"><li>• Evaluate the feasibility of a potential IPO in the U.S. and Canada for an early-stage Brazilian biotech firm by analyzing historical IPO results of comparable firms in various exchanges</li><li>• Conduct valuation analysis in order to determine the optimal method for initial equity pricing</li></ul>	
10/07 – 2/08	<b>National Basketball Association</b> <i>PLUS Project – National Basketball Association Development League</i>	Austin, TX
	<ul style="list-style-type: none"><li>• Compile NBA Development League fan demographical statistics for the Austin, Ft. Wayne, and Sioux Falls franchises, the first NBADL market research project conducted since 2002</li><li>• Analyze statistical trends in various mediums of fan research in order to identify new revenue streams and develop marketing strategies for NBADL and NBA Senior Executives</li></ul>	
1/05 – 7/07	<b>Zurich Financial Services</b> <i>Account Executive (10/05 – 7/07)</i>	Dallas, TX
	<ul style="list-style-type: none"><li>• Authorized \$1M - \$50M of insurance coverage for large construction contractors and project developments in the United States and abroad</li><li>• Developed and maintained \$10M portfolio of insurance accounts ranging from \$100,000 to \$1,250,00 in annual account premium</li><li>• Analyzed loss performance, financial statements, and contractor safety methods in order to price risk and set collateral requirements, resulting in a consistently profitable premium/loss ratio</li><li>• Designed Excel rating tools to streamline the project certification process for large customers, improving internal processing efficiency and reducing input errors by more than 90%</li><li>• Directed each account's annual lifecycle process by determining annual service budgets and communicating account objectives to specific Zurich service partners</li><li>• Utilized technical specialization in builder's risk and casualty business lines to negotiate and acquire previously unattainable accounts, strengthening our national market position as the top insurer of ENR Top 400 Contractors</li><li>• Managed marketing and service relationships for 15 brokerages and agencies throughout Texas</li></ul>	
	<i>Executive Training Associate (1/05 – 10/05)</i>	Schaumburg, IL
	<ul style="list-style-type: none"><li>• 1 of 16 candidates selected out of approximately 1,000 applicants for 2005 program year</li><li>• Completed program with a dual specialization, providing the authority to negotiate and price both contractor's builder's risk and casualty insurance programs</li><li>• Evaluated Zurich's financial performance and industry trends with the national actuarial team and upon completion, made a quarterly analysis presentation to the senior leadership team</li><li>• Conducted national jobsite inspections with Zurich engineers to learn the methods of appropriate on-site risk assessment and project-specific construction standards</li></ul>	
<b>Additional</b>	<ul style="list-style-type: none"><li>• McCombs: Member of Graduate Finance Association, Energy Finance Group</li><li>• Volunteer: YMCA of Austin, Ladies of Charity of Dallas</li><li>• University of Texas MIS Business Fair Winner</li></ul>	