

WILL CONTRERAS

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2014**

Master of Business Administration, Full-Time Program

- Concentration in Finance
- Member of Graduate Finance Association

OKLAHOMA STATE UNIVERSITY, Spears School of Business, Stillwater, OK **May 2008**

Bachelor of Science in Business Administration, Finance

- Alumni Relations Officer, Honors Finance Management Association
- Student Chair, Judicial Affairs Committee

EXPERIENCE

MBA INVESTMENT FUND, LLC, Austin, TX

- One of fifteen students selected for the McCombs class of 2014 to actively manage value, growth, and fixed income portfolios with total assets under management of \$16MM

CONOCOPHILLIPS, Houston, TX

Natural Gas Trading – Financial Analyst (2011 – 2012)

- Analyzed revenue, gross profit and net income information, representing \$20M in East region trading activity, and presented to senior managers in monthly earnings review to ensure P&L flowed properly to GAAP Earnings
- Validated and reconciled revenue and trading metrics provided by risk management and accounting departments by evaluating authenticity and accuracy of trading positions, found over \$1M incorrectly modeled

Power Trading – Real Time Power Trader (2009 – 2011)

- Traded an average of \$100K worth of daily Value-at-Risk in financial swaps in physical regions ranging from Ohio to New Jersey; finished second in overall gross profits out of trading team
- Effectively communicated trading information to senior traders with portfolios averaging \$5 million by gathering relevant market data by building and maintaining trusting relationships with market participants
- Marketed and traded \$1M annually in physical power for Eastern United States by routinely capitalizing on arbitrage pricing between Southeastern and Midwestern states, leading to 15 – 20% profit margin per megawatt

Power Trading – Power Scheduler (2008 – 2009)

- Properly executed daily fulfillment of physical power obligations averaging \$250,000 of gross margin by interacting with clients and confirming the flow of physical electricity
- Communicated with various business entities whose job was ensuring proper functioning of the electricity grid of intended physical power flows and redirected the physical paths when necessary
- Created a profitability and P&L breakeven model to track relevant trading data - volume, net profits, losses and forecasted prices, which was utilized across the whole trading team

Power Trading – Analyst (2008 – 2009)

- Coordinated sourcing and reconciliation of information from marketing, accounting, and financial planning and analysis departments to ensure accurate reporting and efficient monthly closing
- Originated model that calculated threshold for 450 megawatt plant and streamlined data so plant was easier to understand and trade around; model was later used to report profitability to senior managers

ADDITIONAL

- First out of the fifteen Summer 2008 ConocoPhillips Trading Development program inductees to make trader
- Studied Abroad, Switzerland, Summer 2007
- **Work Eligibility:** Eligible to work in the United States with no restrictions