ANDREW DICKERMAN

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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 Investment Management; First Semester GPA: 3.96; GMAT: 700

VANDERBILT UNIVERSITY, Vanderbilt School of Engineering, Nashville, TN **May 2008**
Bachelor of Engineering in Mechanical Engineering
- Minors in Economics and Mathematics
- Graduated *magna cum laude*; GPA: 3.7

EXPERIENCE

FAYEZ SAROFIM & CO., Houston, TX **Summer 2013**
Investment Management Firm
Summer Associate

MBA INVESTMENT FUND, LLC, Austin, TX **2012-Present**
Portfolio Manager
- One of fifteen students selected through a formal application and interview process to actively manage large cap value and growth portfolios with total assets under management of approximately $16M
- Appointed by advisors as team lead for the Consumer Staples & Consumer Discretionary sectors

PUTNAM ASSOCIATES, Burlington, MA **2009-2012**
Strategy Consultants to Pharmaceutical Industry, clients include four of top five global pharmaceutical firms
Senior Associate Consultant (2011-2012)
- Modeled financial impact of pending generic entry on client's $500M product franchise; successfully implemented contracting strategy to redistribute discounts to price-sensitive customer segments
- Managed four analysts and associates in designing pricing strategies to drive profitability for hospital anti-infective agents with over $300M in annual revenue; communicated strategies to client brand teams
- Led taskforce in coordination with client's legal department and sales force to identify and address hospitals infringing on company's patent, resulting in $75M revenue gain
- Delivered training modules to new analysts and redesigned Excel training to incorporate hands-on case examples; training method adopted as company standard
- Proactively assumed recruiting responsibilities, including participation in career fairs and on-campus interviews at the Massachusetts Institute of Technology, Tufts, and Boston College

Associate Consultant (2009-2010)
- Conducted hundreds of complex clinical interviews with physicians, including surgeons, infectious disease specialists, and hospitalists to gain in-depth understanding of market dynamics that influenced client products

AUDAX GROUP, Boston, MA **2008-2009**
Private Equity firm focused on leveraged buyouts of middle-market companies, $4B under management
Analyst
- Worked directly with senior executives at portfolio company to restructure sales force compensation; implemented new compensation structure based on profitability, aligning sales force incentives with company's objectives
- Created customer-level profit and loss statements to determine price increase candidates; presented findings to head of region, who implemented recommendations
- Increased efficiency of portfolio-company employees by teaching Excel to assist with daily work-streams; training program received praise from CEO

ADDITIONAL

- CFA Level II Candidate
- Interests: Skiing, Tennis, Vandy Football
- **Work Eligibility:** Eligible to work in the United States with no restrictions