

# Ashraf Abouchacra

## EDUCATION

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**Rotman School of Management & Department of Economics, University of Toronto** Toronto, Ontario  
*Master of Financial Economics* Expected June 2026

- **Award:** Graduate Entrance Scholarship (\$7,000)
- **Upcoming Relevant Courses:** Corporate Financing II, Econometrics, Financial Economics, Options & Futures Markets

**Smith School of Business, Queen's University** Kingston, Ontario  
*Honours Bachelor of Commerce* Sep 2018 – Apr 2023

- **Academics:** cGPA 3.7/4.0
- **Awards:** Graduated with First Class Honours, Dean's List Scholar All Years
- **Relevant Courses:** Finance II (A+), Financial Accounting (A), Managerial Economics (A+), Mathematical Analysis for Mgmt. (A+)
- **Exchange:** Completed semester abroad at IE Business School in Madrid, Spain for Fall 2022 semester
  - Coursework in Comparative Economic Systems, Corporate Finance, Experimental Research Methods

## INDUSTRY CERTIFICATIONS

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- Bloomberg Market Concepts (BMC): Equities, Fixed Income, Foreign Exchange, Options 2024
- Corporate Finance Institute (CFI): DCF Valuation Modelling, Fixed Income, 3-Statement Modelling 2024
- Marquee Group: Financial Statements, DCF Valuation, Merger Modelling 2024

## PROFESSIONAL EXPERIENCE

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**Razorhorse Capital** (Buy-side M&A advisory firm for software-focused acquirers) Toronto, Ontario  
*Analyst* Jan 2024 – May 2024

- Conducted due diligence screening on companies by examining business model, financial performance, top-down TAM
- Built Power BI dashboard and SAS program using SQL to analyze 30+ LegalTech companies for UK-based software acquirer
- Assessed 10+ acquisition targets across healthcare, software and advanced manufacturing for \$1B AUM buyout firm
- Conducted sensitivity analyses on Excel to evaluate profitability of investment opportunities based on performance changes
- Created industry-specific business development reports used by management to steer client investment strategy

**UnitedMasters** (Apple-backed music distribution company) New York, New York  
*Corporate Development Intern* May 2023 – Aug 2023

- Assisted in development of dynamic pricing model to optimize subscription revenue through scenario-based analysis
- Analyzed historical performance and forecasted 7 years of streaming data for 5 artists to aid signing and calculate deal advancements
- Automated news sourcing using Excel tool DiffBot for programmatic news tracker; created bi-weekly leadership news update
- Conducted market landscape analysis of music distribution and analyzed 20+ competitors' pricing, total users, M&A, long-term strategy
- Executed bottoms-up analysis for new tier ideation process, conducting market sizing and revenue forecasting

**Convictional** (Y-Combinator backed supplier enablement startup with \$40M+ raised) Toronto, Ontario  
*Revenue Intern* Sep 2021 – Dec 2021

- Managed all inbound deal flow and executed outbound initiatives targeting 300+ enterprise retailers and growth accounts
- Researched competitor product offerings and created analysis grid comparing platform features, integrations, pricing

## EXTRACURRICULAR ACTIVITIES

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**Front Row Ventures** (Student-operated VC fund backed by leading Canadian VC, Real Ventures) Toronto, Ontario  
*Investment Associate* Apr 2021 – Aug 2022

- Managed \$600K fund alongside 20+ student associates; investing \$25K cheques into early-stage student-founded startups
- Conducted market research and competitive analysis to identify trends and investment opportunities in early-stage startups
- Engaged in deal sourcing efforts by networking with student founders and attending startup pitch events across Ontario
- Crafted investment memo evaluating early-stage digital healthcare startup including competitive landscape, TAM/SAM analyses

**Smith School of Business, Queen's University** Kingston, ON  
*Managerial Economics Teaching Assistant* Sep 2020 – Apr 2021

- Managed office hours, tutorials, and grading for class size of ~160 students

## PERSONAL

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- **Technical Skills:** Familiar with Excel, PowerPoint, Bloomberg Terminal Services, Capital IQ, FactSet, SQL, VBA
- **Interests:** DJing (afro house, amapiano, trance), Avid A.C. Milan fan