

# SCOTT SOKOLOFF

3425 SW 2<sup>nd</sup> Ave, #130 Gainesville, FL 32607 – Scott.Sokoloff@ufl.edu – (407) 782 3278

## EDUCATION

**UNIVERSITY OF FLORIDA – Hough Graduate School of Business Administration** Gainesville, FL  
**Masters in Business Administration** May 2009  
Concentrations: Finance and Management

**UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
**Bachelor of Arts in Mathematics** May 2005

## EXPERIENCE

**Senior Analyst** July 2006 – August 2007  
First Annapolis Consulting Baltimore, MD

- Conducted statistical analysis of loan portfolios to determine current value and provided recommendations for account management strategies designed to maximize net present value
- Utilized international census and economic data to conduct country level analysis on future revenue, profit, and market size for one of the largest worldwide financial services corporations
- Developed cluster analysis for use in segmenting credit and debit card portfolios and provided marketing recommendations for leading banks in Europe and South America
- Project lead for creation of methodology to evaluate and contrast risk and costs associated with pricing models for traditional and internet merchants

**Business Analyst** June 2005 – July 2006  
Capital One – *Small Business Solutions* Richmond, VA

- Developed initial Customer Management marketing test plans for a portfolio of over 3.5 million accounts and analyzed results to determine most effective and profitable marketing strategy
- Enhanced Small Business Balance Build strategy that resulted in 700% growth; half a billion dollars in incremental loans
- Developed revolutionary new credit product for Small Business owners and responsible for coordination between IT, production services, marketing, legal, and finance departments during initial testing
- Developed management reports to ensure monitoring of portfolio risk related to credit limits and total loans
- Constructed and maintained financial models and forecasting models using MS Excel and SAS
- First ever recipient of “Small Business Class Act Award”

**Summer Actuarial Analyst** June 2004 – August 2004  
New York Life Insurance New York, NY

- Created model based on company experience that led to modifications in underwriting procedures
- Designed new underwriting rules and ran analysis of risk change to ensure changes were revenue neutral
- Worked in Financial Management Department which prepared projected income and financial statements

## CAMPUS LEADERSHIP

**Manager, Information Technology Advisors** August 2002 – May 2005  
University of Pennsylvania, Residential Computing Philadelphia, PA

- Awarded Most Valuable ITA 2002 – 2003 out of a pool of over 200 students
- Network administrator to over 850 users and managed staff of 20 in University College House
- Delegated responsibility to staff, processed payroll, oversaw customer service

**Leadership Board Member** December 2001 – May 2005  
Hillel, University of Pennsylvania Philadelphia, PA

- Served two terms as community chair and facilitated communication with other organizations
- Coordinated activities between all umbrella organizations

## ADDITIONAL EXPERIENCE

**Head Page / Overseer** June 1999 - August 1999  
United States House of Representatives Washington, DC

- Selected to manage entirety of Page program, oversaw 100 other pages; prioritized and delegated work
- Coordinated activities of Majority page desk on floor of U.S. House of Representatives