

Sofi Leroux

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Dear Recruiting Team,

Currently, I am finishing my senior year of Mechanical Engineering at University of Colorado Boulder. My education has provided me with an excellent framework and skill set to go after new challenges, making me a strong candidate for the Women in Capital Markets summer internship at Scotiabank. I am from Vancouver, but change is what attracted me to Boulder: throwing myself into new environments excites me because I am willing to learn and adapt to new cultures. I chose to study engineering because I thrive in challenging situations and interested in the marriage between the creative freedom of design and the structured logic of math and science. After four years in the United States, I am ready to return to Canada to explore career opportunities in the financial industry.

Specifically, the proposed Investment Banking and Capital Markets positions peak my interest due to my exposure to the financial industry through two separate summer internships. While working at Haywood Securities, I analyzed company financials, performed market research, and prepared presentations in the Investment Banking sector. Most significantly, I planned the Growth & Income Conference, where companies seeking private financing presented to over one hundred potential investors. At the second internship, I focused mostly on extensive market research, and company comparisons and valuations for Capital West Partners. Additionally, I helped determine transaction multiples and perform business valuations for several merger and acquisition deals through the firm. I truly enjoyed my introduction to the financial industry, and would love to continue working in the field.

As a fourth year Mechanical Engineering student, I am currently working on my Senior Design Project. The Advanced Medical Technologies Laboratory selected our team to develop a novel wick and fan design for a new innovative evaporative humidifier. Our work aims to alleviate infrequent and inadequate maintenance and the dispersion of mold and fungi particles into the air with a patentable design and minimal number of parts, which are all dishwasher or washing machine safe. As Project Manager, I hold myself to a higher standard than my teammates: not only I am responsible for keeping my team on task, on schedule, and under budget, I am heavily involved in the technical parts of the project. Precisely, I am leading the metal manufacturing due to my experience as a machine shop assistant. This opportunity presents teams with hands-on real world experience: clients determine the success of the project and students are individually graded based on hireable qualities.

Though my academic workload takes up most of my time, I still manage to compete as an alpine ski racer for the University of Colorado Boulder USCSA Ski Team. I have been a competitive athlete for over a decade, highlights of which include my time on the BC Women's Ski Team, competing at Senior Canadian National Championships and NorAm's, and placing 7th overall at the 2016 USCSA Nationals. Ski Racing has fostered impeccable work habits and time management skills in me, as well as the determination to excel in all aspects of my life. As captain of the USCSA Ski Team, these skills are tremendously useful. Myself and another teammate adopted the responsibility from a full-time employee, and we are in charge of providing training, lodging & travel, and insurance for 41 athletes, as well as maintaining our teams' winning streak in the USCSA Rocky Mountain Conference. This leadership experience



has taught invaluable communication and interpersonal skills, as well as how to gain and maintain respect as an individual and superior from team mates.

Both my strong record of academic achievement and extracurricular activities are exemplary of my hard work and drive to succeed: qualities that make me an excellent candidate for this position. The idea of gaining insight to the trading & sales floor at a highly acclaimed financial institution, and improving my financial analysis skills through formal training and new deals is extraordinarily thrilling. Specifically, this internship will allow me to use the problem solving and analytical skills learnt in engineering to grow my knowledge of finance. Though I am deeply immersed in engineering until early May, I am adamant about pursuing a career in the financial industry, and this opportunity at Scotiabank would enhance my hirable qualifications and propel my career forward.

Sincerely,

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Education

Mechanical Engineering at the University of Colorado, Boulder

2013 – 2017

Cumulative GPA of 3.516

International Engineering Certificate in French

Skills

Bilingual in English and French

Proficient in Excel, PowerPoint, Word, Outlook, and Capital IQ

Introductory programming experience in Matlab and Mathematica

SolidWorks Associate Certification and experience using mills and lathes

Relevant Work Experience

Research Assistant at Capital West Partners (Vancouver, BC)

05/2016 – 08/2016

Performed extensive research on public and private companies, and their respective industries, that was used for business valuations and deducing company transaction multiples. Working for a merger and acquisition firm requires the utmost confidentiality.

Investment Banking at Haywood Securities Inc. (Vancouver, BC)

05/2015 – 08/2015

Assisted the Vice President of Investment Banking in the Technology and Special Situations sector by coordinating conferences and meetings, programming excel templates to analyze company financials, and performing due diligence on companies of interest.

Engineering & Work Experience

Senior Design: Energy-Efficient Evaporative Humidifier (CU Boulder)

08/2016 – Present

Working as Project Manager on a team tasked to create a marketable, easy-to-clean evaporative humidifier with a novel wick and fan design for patent opportunities. This specific project is heavy in product development and the application of thermodynamics and heat transfer principles.

Teaching Assistant for Component Design (CU Boulder, MCEN 3025)

08/2016 – 12/2016

Mentored students as they designed and manufactured drill-powered vehicles, and aided the professor with grading and teaching lectures. Component design requires in-depth understanding of mechanics of materials and fundamental mechanical components.

Mechanical Engineering Shop Assistant (CU Boulder, MCEN 1025)

01/2015 – 12/2015

Taught students how to use a manual mill and a lathe to manufacture mechanical components for a slot car and a quadcopter in the Computer Aided Design & Fabrication lecture. This position led to improved knowledge of mechanical design, and how to apply manufacturing processes.

Interests & Leadership Experience

Elite Alpine Ski Racing

12/2014 – 12/2015

Competing as an individual elite athlete fosters impeccable time management skills and helps the individual develop exemplary work ethics. After a decade of competing on a national level in Canada, I am now simultaneously competing for and managing the USCSA Ski Team at the University of Colorado. Skiing is my passion, and I plan to enjoy the sport for as long as my body can support it.

Captain of the USCSA Ski Team at the University of Colorado Boulder

06/2016 – Present

Member of BC Women's Ski Team

06/2011 – 05-2012

Active Member of Chi Omega – Zeta Chapter (CU Boulder)

09/2013 – Present

Sororities require extensive communication, networking, and cooperation to function. Directors are in charge of event programming for all members and are selected based on leadership skill. The specific position mentioned below organizes substance abuse, and health & wellness education, as well as providing career services and networking events for the chapter.

CU Boulder Panhellenic Award: Chi Omega Outstanding Senior

12/2016

Career and Personal Development Director

01/2015 – 12/2015

CapitalWest

P A R T N E R S

January 24, 2017

To whom it may concern:

I am very pleased to provide a letter of reference for Sofi Leroux.

I am a partner with Capital West Partners, a mergers and acquisitions advisory firm serving corporations in Western Canada. I have been with Capital West Partners for seven years and have worked in the M&A industry for over 20 years.

I had the opportunity to work with Sofi when she joined Capital West Partners as a summer intern in 2016. Sofi worked with me on several client assignments and research projects during the three month period.

Sofi was a fantastic addition to our firm. She is a quick learner, with the ability to gain deep insight of a variety of situations in very short order. She is extremely hard working, thorough and thoughtful in all her work. Sofi demonstrated great initiative, consistently seeking out opportunities where she could contribute, with a genuine desire to learn as much as she could, reflecting her keen interest in business.

At Capital West we work on assignments in teams, and Sofi displayed an outstanding ability to work well in a team environment. She was a strong contributor, driven by her ability to think critically and creatively, and clearly articulate results from her findings and analysis. Additionally Sofi demonstrated great attention to detail on each task.

I was very impressed by Sofi's maturity beyond her years. For example, she has the ability to think about situations from many angles and view them from multiple perspectives.

I have no doubt that Sofi will be extremely successful in any career she chooses to pursue, given her impressive determination, intelligence and focus. I strongly recommend Sofi to anyone considering hiring her and I know my colleagues at Capital West who worked with her would do the same.

If you have any questions regarding this letter, please feel free to contact me 604.718.6809.

Yours very truly,



Paul Langley
Partner