

Will Dundon

Associate, Corporate Finance / Business Development

New York, NY | [LinkedIn](#)

Corporate finance and business development associate at Berkeley Research Group, focused on advisory pitchbooks, client prospecting, and capital structure analysis. Previously worked on BSA/AML and crypto regulatory engagements and ran events for a Boulder music label.

EXPERIENCE

Associate, Corporate Finance / Business Development
Berkeley Research Group (BRG)
Builds pitchbooks and client presentations that have contributed to 20+ engagement wins, each generating roughly \$1M to \$4M in advisory revenue. Prospects across hundreds of potential clients through company research and outreach. Builds capital structure analyses and budget forecasts for \$1B+ companies, and authors a publicly published monthly macroeconomic report and a quarterly peer analysis for senior management.

Aug 2024 — Present
New York City Metropolitan Area

Consulting Extern
APIA Scholars
Scholarship Program - Strategy/Consulting

May 2024 — Jul 2024

Summer Associate
Berkeley Research Group
Financial Institution Advisory

May 2023 — Jul 2023
New York City Metropolitan Area

Vice President, Events and Marketing
Big Table Records
Led planning and execution of monthly live music events, handling artist booking, venue logistics, and promotion for audiences of up to 300+. Managed ticketing strategy and event budgets to drive sales and attendance. Designed promotional graphics and event materials.

Sep 2022 — May 2024
Boulder, Colorado, United States

Summer Associate, Financial Institution Advisory
Berkeley Research Group (BRG)
Supported BSA/AML engagements for an asset manager, a bank, and a cryptocurrency exchange through transaction analysis, financial research, and review of large datasets. Researched crypto market and regulatory conditions for a report the exchange needed to obtain special government licensing.

May 2022 — Aug 2023
New York City Metropolitan Area

Summer Analyst
Paragon Theaters
Ran trend analysis and forecasting for box office and concession sales across a regional movie theater and family entertainment center chain. Analyzed nationwide competitors to assess the luxury theater market, regional share, and promotional opportunities around major post-COVID film releases.

May 2021 — Aug 2021
Deerfield Beach, Florida, United States

Marketing Consultant
Illegal Pete's
Mission-style & Fast Casual Restaurant Chain - Marketing/Strategy

Sep 2020 — Dec 2020
Boulder, Colorado, United States

Board Member
University of Colorado, Boulder Student Government
Volunteer Resource Center

Jan 2020 — Jan 2021
Boulder, Colorado, United States

Instructor
Scarsdale Department of Parks, Recreation & Conservation

May 2019 — Jul 2019
Scarsdale, New York, United States

EDUCATION

University of Colorado Boulder - Leeds School of Business
Bachelor of Business Administration in Finance and Marketing
GPA: 3.7/4.0

Aug 2020 — May 2024

University of Colorado Boulder

Aug 2020 — Jan 2024

Scarsdale Senior High School

Jan 2016 — Jan 2020

CERTIFICATIONS

BEST SINGER 2024, La Cantina

Apr 2024

Google Analytics Certification , Google	Feb 2024
Career Essentials in Business Analysis by Microsoft and LinkedIn , Microsoft	Jul 2023
Corporate Finance Foundations , LinkedIn	Jul 2023
Corporate Financial Statement Analysis , LinkedIn	Jul 2023
Excel Essential Training (Microsoft 365) , LinkedIn	Jul 2023
Excel: Advanced Formulas and Functions , LinkedIn	Jul 2023
Finance Foundations , LinkedIn	Jul 2023
Finance Foundations: Business Valuation , LinkedIn	Jul 2023
Financial Accounting Part 1 , LinkedIn	Jul 2023
Financial Accounting Part 2 , LinkedIn	Jul 2023
Financial Modeling and Forecasting Financial Statements , LinkedIn	Jul 2023
SQL for Finance Professionals , LinkedIn	Jul 2023

SKILLS

Microsoft Office · Bloomberg · S&P Capital IQ · PACER · Adobe Creative Suite · Event Planning & Promotion · Skiing · Basketball · Adobe Creative Cloud · Microsoft Excel · Adobe Photoshop · Reporting & Analysis · Financial Reporting · Product Development · Advertising · Salesforce.com · Presentations · Graphic Design · Photography · Creative Marketing · Business Development · Leadership · Digital Marketing · Social Media Marketing · Social Media · Marketing Strategy · Google Ads · Google Analytics · Report Writing · Sales Processes · Financial Analysis · Team Leadership · Volunteer Management · Event Production · Budget Management · Media Production · Marketing · Market Research · Financial Planning · Revenue Forecasting · Research · Communication · SQL · Business Analysis · Project Management · Financial Modeling · Financial Statement Analysis · Corporate Finance · Finance · Business Valuation · Financial Accounting