

DAVID JAMES NELSON

95 Mount Vernon Street
Boston, MA 02108
515-556-6019
nelsond@mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2008 - Present

Candidate for MBA, June 2010

- Participant in Entrepreneurship and Innovation option
- Co-organizer of 2009 MIT Venture Capital Conference
- Venture Capital & Private Equity Club, Media Tech Club and Sales Club

UNIVERSITY OF MICHIGAN

Ann Arbor, MI
2000 - 2004

Bachelor of Business Administration, Finance and Computer Information Systems Emphases

- GPA 3.6/4.0
- Beijing Language and Culture University (Summer 2002) – Mandarin Chinese Study Program
- Sigma Alpha Epsilon Fraternity

EXPERIENCE

GATEROCKET, INC.

Bedford, MA
Summer 2009

Summer Intern

- Interviewed prospective customers, potential partners and industry experts
- Attended largest industry trade show to conduct market research
- Developed marketing strategy to expand the company's customer base beyond early adopters
- Presented go-to-market strategy to all employees
- Implemented compliance system for exporting company's products

PRUDENTIAL CAPITAL GROUP

Chicago, IL
2004 - 2008

Senior Investment Analyst

- Provided company, credit and industry analysis for senior debt, subordinated debt and equity investments
- Underwrote over 40 investments totaling over \$2.0 billion
- Recommended, structured and closed a \$50 million management buyout of a middle market company
- Built projection models to determine investment return and cash out expectations
- Reviewed and analyzed an investment portfolio totaling over \$1.0 billion and consisting of 30 companies on a daily basis
- Developed an automated model to summarize performance metrics of portfolio companies that saved time for analysts and allowed for more frequent management review
- Created investment pitches and presented to senior management of prospect companies
- Oversaw training and development of three investment analysts
- Led modeling training for over 20 investment analysts at a company conference
- Received highest possible performance rating during all review periods
- Promoted to Senior Investment Analyst in 2006
- Achieved CFA designation in June 2008

YOUNG LEADERS FUND (CHICAGO COMMUNITY TRUST)

Chicago, IL
2006 - 2008

Venture Philanthropy Fund

Organization Lead

- Networked to identify early stage, innovative non-profit organizations in Chicago
- Led non-profit site visits, interviewed management and evaluated financial statements
- Presented grant recommendations to 75 members of Young Leaders Fund
- Proposed and closed highest grant for 2008 grant cycle - \$10,000 for Camp of Dreams
- Organized clothing drive for a non-profit not receiving a grant

ADDITIONAL

- Proficient in Chinese Language (Mandarin)
- Tutored 3rd and 4th grade students at the Cabrini Green Tutoring program in Chicago
- Mentor a high school student through Daniel Murphy Scholarship Foundation
- Completed 2007 Chicago Marathon
- Interests include guitar, running, golf and basketball