

# TARUN JAIN

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## PROFESSIONAL EXPERIENCE

**STARTUP INSTITUTE**, Boston, MA

**Technical Marketing Track**, March 2014 – April 2014

- Selected by Startup Institute in a highly competitive process to attend an intensive career accelerator program focused on developing the core skills in technical marketing to make an immediate and meaningful impact at a startup.
  - Focus areas include Data Analysis, SQL, A/B Testing, HTML/CSS, Customer Segmentation, Google Analytics/Adwords, SEO, Email Marketing, Content Creation, Paid Placements and Brand Awareness.

**HIGH IMPACT INNOVATIONS**, Boston, MA

**Co-Founder**

2013 - Present

- Formed a product development and business consulting company: representative work includes market research, conducting competitor analysis and creating financial projections and operating budgets.

**UPS GROUP TRUST**, Atlanta, GA

**Portfolio Manager**

2011-2012

- Responsible for managing \$1bn+ private equity portfolio which included performing risk analytics, investment due diligence and outlining a going forward investment strategy.
- Developed periodic trustee presentations designed to review multiple portfolio metrics, summarize key initiatives and conduct a portfolio performance analysis.

**KENDALL INVESTMENTS**, Cambridge, MA

**Vice President**

2009-2011

- Reviewed prospective private equity investment opportunities focused on primary and secondary limited partnership investments across various investment styles.
- Analyzed private equity market data to understand industry trends and identify potential target areas for future investment.

**SUNTRUST ROBINSON HUMPHREY**, Atlanta, GA

**Summer Associate**

2007

- Completed valuation analysis for transactions in a variety of industries; included reviewing public and private financial statements, completing precedent transaction and public company comparable analysis and building discounted cash flow, leveraged buyout and merger models.

**BEAR STEARNS ASSET MANAGEMENT**, New York, NY

**Associate**

2004-2006

- Part of an investment team that successfully launched a London Stock Exchange listed investment trust focused on private equity investing; played key role in defining and implementing investment strategy.
- Led due diligence activities including forecasting investment returns through scenario analysis, building financial and valuation models and drafting investment memorandums.

**BDC FINANCIAL**, Boston, MA (acquired by Bear Stearns)

**Senior Investment Analyst**

2000-2004

- Principal member of investment firm responsible for structuring, investing and managing two private equity investment vehicles; company acquired by Bear Stearns and member of core team that formed new investment group within Bear Stearns Asset Management.

## EDUCATION

**DUKE UNIVERSITY, The Fuqua School of Business**, Durham, NC

**Master of Business Administration**, May 2008

- Coursework comprised of Decision Models, Strategy Implementation, Entrepreneurial Execution, Corporate Finance, Private Equity & Venture Capital and Financial Statement Analysis.

**TUFTS UNIVERSITY**, Medford, MA

**Bachelor of Arts**, May 1998