

Aklilu Grant

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EDUCATION

University of Maryland at College Park - GPA: 3.63/4.0

College Park, MD

Majors: *Bachelor of Science, Finance and Information Systems*

Expected Graduation: May 2028

Relevant Coursework: Business Statistics, Financial Accounting, Managerial Accounting, Microeconomics, Macroeconomics, Applied Calculus I, Personal & Family Finance

WORK EXPERIENCE

CYCLED! – Business Analyst Intern

Silver Spring, MD | July 2026 – Present

- Analyze 400+ member engagement, credit usage, and conversion data to surface retention gaps and revenue opportunities
- Develop data-driven recommendations on discount strategy by identifying the most effective customer conversion programs
- Segment the customer base into retention tiers to prioritize member outreach and inform business strategy

EMI Advisors – Data Visualization Intern

College Park, MD | July 2026 – Present

- Design dashboards and visualizations to transform complex data into actionable insights for government and commercial clients
- Support creation of reports communicating key performance indicators to internal project teams and stakeholders
- Collaborate with data scientists and developers to support analytics initiatives for Navy and DoD clients

Handshake AI – AI Trainer

Remote | January 2026 – Present

- Authored and evaluated 100+ AI prompts across 50+ hours, applying quality frameworks to improve model output
- Designed prompts to stress-test model reasoning, expose failure modes, and identify hallucinations across complex multi-step tasks

Breaking Games x Extern – Data Analytics Extern

Remote | July 2026 – Present

- Build a SQLite database unifying six e-commerce data sources into one queryable system, using Claude AI as a coding co-pilot
- Attribute \$37K in ad spend across 400+ referral sources to revenue, informing next quarter's marketing budget allocation
- Audit 1,000+ abandoned carts to isolate bot traffic, then build an HTML/Chart.js dashboard presenting a Game Plan to leadership

Mealswap – Founder

College Park, MD | July 2026 – Present

- Identified operational inefficiency in restaurant meal trading that reduced staff availability and increased customer wait times
- Building a peer-to-peer meal trading app with user authentication, trade matching, and scheduling to minimize workplace disruption

PwC x Extern – AI Non-profit Consulting Extern

Remote | June 2026 – August 2026

- Built a \$200K+ institutional funding pipeline by scoring 26 prospects across 5 search strategies and deep-diving 5 finalists
- Reduced quarterly prospect research time by 95% by building a replicable AI-assisted fundraising workflow
- Identified a \$50K-\$75K funding gap by benchmarking against 3 competitors and delivering strategic recommendations to leadership

Attronica x Extern – FP&A Extern

Remote | May 2026 – July 2026

- Analyzed audited financials across Sales, Operations, and Finance to build segment-level income statement and growth projections
- Built a driver-based financial model and DCF valuation with sensitivity analysis; cross-validated against comparable multiples
- Synthesized valuation and strategic analysis into a 4-page executive recommendation delivered to company CEO

P.B. Wash Exterior Cleaning Services – Co-Founder

Salem, VA | May 2025 – August 2025

- Launched a local service business and generated \$12,000+ in revenue, managing cash flow and budgeting to ensure profitability

PROFESSIONAL AFFILIATIONS & LEADERSHIP

Alpha Kappa Psi – Professional Business Fraternity – Investment Fund Analyst

College Park, MD | November 2025 – Present

- Conduct equity research and fundamental financial analysis on individual securities for a \$10,000 student-managed investment fund

Tau Sigma National Honors Society – VP of Finance

College Park, MD | February 2026 – Present

- Manage \$5,000 in chapter finances and plan professional development events for members

Abay Impact – Founder

College Park, MD | January 2026 – Present

- Founded a student-led initiative to advance education and community development in underserved regions
- Raise funds for Girls Gotta Run, supporting 200+ girls in Ethiopia through education and economic empowerment

Smith Business Academy – Director of Membership

College Park, MD | April 2025 – Present

- Lead recruitment and selection process for an organization of 60+ members, designing and executing 10+ member events

SKILLS

SQL, Database Design, Microsoft Excel, Power BI, Tableau, Data Visualization, Prompt Engineering, Financial Modeling, Market Research, Competitive Analysis, App Development

AWARDS & HONORS

- Attronica FP&A Top Performer Award, Extern.com 2026 – top 10% of cohort
- Letters and Sciences Award, University of Maryland 2026 – \$7,000 merit scholarship
- OMSE Academy of Academic Excellence Award, University of Maryland 2026