

Franklyn Estrada

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EDUCATION

Rutgers Business School

Newark, NJ

Bachelor of Science: Finance and Supply Chain Management

Graduation Date: Dec 2027

- **Certificates:** Wall Street Financial Modeling | Bloomberg Market Concepts (BMC) | Wells Fargo Forage Simulation
- **Relevant Courses:** Corporate Finance, Investment Analysis, Financial Analysis, Financial Accounting

PROFESSIONAL & WORK EXPERIENCE

Worthington Enterprises | Financial Supply Chain Analyst Internship | Closter, NJ

Jun 2026 – Aug 2026

- **Streamlined reporting processes for \$60M+** in inventory across **2,375 SKUs**, cutting data clutter by **89%** and improving stakeholder reporting accuracy.
- **Disaggregated \$2.6M+ in tariffs**, duties, freight, and logistics fees across **100 recently** imported SKUs.
- **Analyzed CBP Form 7501s, commercial invoices**, and shipping records to identify per-SKU tariff codes, duties, freight-in, and logistics costs.

Project Destined | Commercial Real Estate Analysis (Virtual) Internship | Remote

Jun 2026 – July 2026

- **Underwrote commercial real estate investment opportunities** using cash flow projections, NOI, cap rates, and projected returns to evaluate investment viability.
- **Reviewed operating statements** and property-level financial data to identify value-add opportunities and reduce investment risk on target properties.

TD Bank | Bank Teller | East Rutherford, NJ

Sep 2025 – May 2026

- **Improved client satisfaction with banking solutions**, as measured by **100+ successful product referrals**, by taking time to understand each customer's financial goals before recommending services.
- **Supported customer adoption of TD's digital banking tools** by assisting with online account setup, troubleshooting, and recommending features like autopay and e-statements during customer interactions.
- **Increased monthly product sign-ups by 15%**, as measured by account growth, by matching customer needs to banking products through conversation and account history review.

Extern | HP Tech Ventures Deal Sourcing & Startup Analysis Externship | Remote

Jun 2026 – Aug 2026

- **Conducted due diligence on 10+ prospective investment opportunities**, evaluating fundraising history, team, and financials for IC recommendations.
- **Assessed market sizing and growth potential** across target industries using AI research tools to inform deal team decisions.
- **Analyzed competitive positioning** and technology **landscapes across 10+ companies** to identify differentiation, market risks, and potential

Big Snow | Retail & Customer Service | East Rutherford, NJ

Jan 2023 – Aug 2025

- **Increased retail sales by 10-20%** by upselling merchandise and rental packages, tailoring recommendations to guest needs and experience.
- **Resolved customer complaints** and de-escalated complex situations, improving satisfaction scores by **25%** based on manager feedback.

LEADERSHIP EXPERIENCE

Association of Supply Chain Management (ASCM) | Chief of Administration | Newark, NJ

Sep 2026 – Present

- **Maintain attendance and participation records for 60+ members** using Excel, providing the executive board with accurate data to inform event planning and member engagement strategies.
- **Report chapter budget status to the executive board**, tracking a **\$500 operating budget** to support informed spending decisions across chapter initiatives.

Association of Latino Professionals for America (ALPFA) | Committee Member, Professional Development | Newark, NJ

Oct 2025 – Present

- **Expanded campus recruiting access for 250+ students**, as measured by the number of participating firms, by presenting campus recruiting research to a Big Four advisor.
- **Drove 200+ attendee turnout at the ALPFA Rutgers-Newark Summit**, as measured by employer participation, by partnering with 50+ recruiters across **10+ firms** including Deloitte, KPMG, Vanguard, and Accenture.

Association of Supply Chain Management (ASCM) | Committee Member, Finance | Newark, NJ

Oct 2025 – May 2026

- **Supported professional development programs serving 100+ students** by managing budgeting, resource allocation, and financial forecasting for ASCM events.
- **Tracked event expenses and analyzed budget variances** to maintain accurate financial records and support cost-effective spending decisions.

PROJECT EXPERIENCE

Capstone Project: Burlington Stores Supply Chain & Financial Benchmarking Analysis

- **Unlocked \$11.55M in projected annual COGS savings and 92.5% ROI**, as measured by inventory allocation and markdown optimization, by delivering data-driven recommendations to improve operational efficiency.

Case Study Project: Polar Sports Production Strategy Analysis

- **Recommended transitioning Polar Sports from seasonal to level production**, as measured by a projected \$418K increase in net income and a 9.1% reduction in COGS, by building a pro forma income statement and benchmarking operational performance.

SKILLS, ACTIVITIES & INTERESTS

Skills: Microsoft Office | Excel (PivotTables, Macros, VLOOKUP, Power Query) | G-Suite | Power BI | Tableau | Basic SQL | Generative AI

Activities: ALPFA | ASCM | Finance Society | SHPE | EY College MAP

Interests: Lifelong Snowboarder | Indoor & Outdoor rock climbing | Hiking | Competitive Soccer | Photography & Editing