

Olorato Johnson

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SUMMARY

Detail-oriented Financial Analyst graduate with hands-on internship experience in wealth management and financial planning. Developed skills in quantitative modeling, data analysis, and preparing detailed financial reports. Proven ability to support financial analytics and collaborate with diverse teams, while continuously honing technical and analytical abilities in fast-paced environments.

EDUCATION

Lake Forest College, Lake Forest, IL

Aug 2021 - May 2025

Bachelor of Science Data Science, concentration in Finance and Bachelor of Arts Econometrics, Qualitative Economics.

- **Coursework:** Quantitative Finance, Behavioral Economics and Finance, Econometrics, Investments, Corporate Finance, Money & Banking, Computer Science II, Computer Science, Intro to Statistical Programming, Introduction to Computational Mathematics, Applied Statistics, Software Application, Managerial Accounting, Financial Accounting

SKILLS

- **Technical:** Python, RStudio, Stata, Excel, Data Science, Data Analysis, Microsoft 365 Apps, E-commerce, SQL, Statistics

WORK EXPERIENCE

Office Of Intercultural Relations

Jun 2023 - Apr 2024

Student Worker

Lake Forest, IL

- Offer support for issues students may face during college.
- Assisting in creating programs that will allow for easier transition into college.

Extern

May 2024 - Jun 2024

Market Research Analyst – HappySneeze

Remote

- Market Analysis: Conduct secondary research to understand the market size, structure and trends in integrative women's health
- Partnership strategy: Establish criteria for potential partners based on strategic alignment with Happy Sneeze's objectives
- Communication & Outreach Strategy: Develop an outreach strategy to engage potential partners for initial discussions
- Analysis & Presentation: Compile the findings and insights into a comprehensive report or presentation, ensuring clarity, conciseness, and relevance to Happy Sneeze's strategic objectives.

Faro Associates LLC

Aug 2023 - Dec 2023

Wealth Management Intern

Chicago, IL

- Supported consulting projects in business insurance, employee benefits, and payroll solutions, assisting advisors with financial and operational analysis.
- Built payroll and benefits cost models to evaluate employer expense trade-offs and employee outcomes under different plan scenarios.
- Conducted comparative analysis of insurance and benefits packages for clients in industries such as education, construction, and healthcare.
- Assisted in preparing client-facing reports, proposal decks, and market research summaries used in advisory presentations.
- Gained exposure to integrated HR technology platforms (HRIS) that streamline payroll, insurance, and benefits data management.

Happilyfe

Aug 2023 - Dec 2023

Financial & Strategic Planning Intern

Chicago, IL

- Developed a detailed 5-year financial plan, which included revenue projections, expense forecasts and cash flow analysis.
- Utilized financial modeling and scenario analysis to provide insights into potential financial outcomes and to support strategic decision making.
- Conducted market research and competitive analysis to inform the strategic planning process, ensuring alignment with industry trends and opportunities.

- Developed strategic partnerships to leverage existing networks and enhance our outreach within the educational and mental health sectors.
- Collaborated with cross-functional teams to articulate the company's value proposition, growth potential and financial projections to attract potential investors and partners.

Chicago Public Schools Program

Mar 2023 - Apr 2023

Mentor

Chicago, IL

- Mentored students from the Mogul Academy and Gage Park High School.
- A member of a student-led panel in which mentees can inquire about different aspects of college

Wolffe Inc.

Oct 2025 – Present

Account Executive & Sales team lead

Washington, D.C.

- Acquired 224 new customer accounts over an 8-month period, averaging 28 new accounts per month and generating over \$1.0M in total contracted revenue through 5-year customer agreements.
- Served as the primary point of contact for prospective and existing clients, building long-term relationships that drove customer satisfaction, retention, and repeat business.
- Led, trained, and mentored a team of sales representatives by providing onboarding, coaching, and performance feedback while fostering a collaborative, high-performing team culture.
- Directed territory planning and daily field operations by assigning sales regions, coordinating travel logistics, and optimizing market coverage to maximize team productivity.
- Planned and executed company events and team initiatives, managing logistics, scheduling, and cross-functional coordination to strengthen employee engagement and operational effectiveness.

CERTIFICATION

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- **Forage Virtual Experience Program, Remote:** Participant in Goldman Sachs virtual experience program
Basic excel skills, Forecasting operation assumptions, Translating Assumptions to the P&L, Forecasting Cashflows, creating outputs in excel.
 - **Forage Virtual Experience Program, Remote:** Participant in J.P Morgan Investment Banking Virtual Experience Program Identify M&A targets, Target information and auction process, Financial analysis – run the numbers, provide an investment recommendation.

HONORS AND AWARDS

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- **Presidential Scholarship, Lake Forest College:** Awarded to students exhibiting excellent academic potential and talent.
 - **Deans List:** Awarded to students that exhibited exceptional levels of academic success