

Juan Carlos Vargas

(301) 755-7793 ▪ juancvargas10@gmail.com ▪ [linkedin.com/in/jcvargas10](https://www.linkedin.com/in/jcvargas10)

EDUCATION

Georgetown University, McDonough School of Business

Master of Science in Finance

Certificate: *International Private Equity and Social Impact (August 2019)*

Certificate: *Product Pricing and Financial Consulting (August 2020)*

Washington, D.C.

May 2020

University of Maryland, Robert H. Smith School of Business

Master of Science in Accounting

College Park, MD

December 2017

University of Maryland-Global Campus

Bachelor of Science in Business Administration

Adelphi, MD

August 2015

PROFESSIONAL EXPERIENCE

New York University – New York, NY

Adjunct Instructor, Financial Analysis

May 2020-Present

- Teach both undergraduate and graduate level courses in Sports Finance at the Preston Robert Tisch Institute for Global Sport NYU.
- Cover topics such as Financial Statement Analysis and Ratios, Risk Analysis and Investment Returns, Time Value of Money, Capital Budgeting, Debt and Equity Financing, Stadium Financing, and Discounted Cash Flow Valuation.
- Create presentation materials in preparation for weekly class lectures.

National Basketball Association – New York, NY

Associate Manager, Finance – Latin America

September 2019-Present

- Manage LATAM's expense actuals, publishing monthly dashboard reports for LATAM, and flagging any risk/opportunities to LATAM's Senior Leadership team.
- Prepare monthly P&L analysis: highlight key variances vs. expectations and provide accurate analysis
- Support the annual business planning cycle including budgeting, forecasting, consolidated financial reporting, and communication with relevant budget stakeholders.
- Lead the region's FX analysis in partnership with the revenue accounting team to determine the impact on revenues due to FX rates volatility in the Latin America markets.
- Manage and successfully reduced LATAM's accounts receivable balances through efficient collections management and improved partner communication in collaboration with the A/R team and LATAM's revenue departments.

NFL Players Association – Washington, D.C.

Finance Associate

July 2016-September 2019

- Managed a \$38 million group licensing royalty account and responsible for cash disbursement to players.
- Prepared monthly (historical and forecasted) financial reports for Athlete Content & Entertainment (ACE) Media, the NFLPA's media production subsidiary, including weekly revenue pipeline reporting, creating P&Ls, and approving deal memos.
- Supported month-end bank, investments, and intercompany reconciliations for five separate entities under the NFLPA including preparing general ledger journal entries (expense accruals, re-classes, and intercompany transactions) and balance sheet reconciliations.
- Supervised, trained and mentored two finance department interns.

CONSULTING EXPERIENCE

International Finance Corporation (IFC) & Georgetown University – Washington, D.C.

Student Consultant, Latin America Renewable Energy Investment Team

June-August 2019

- Researched a variety of investment opportunities in Latin America that fit within the IFC's investment framework for the region and made recommendations for the total investment of \$100M in private equity investment by the organization into the Latin America Region.
- Carefully balanced investment in a variety of industries and sectors that leveraged IFC's framework, mitigated risk, and incorporated important developmental impacts into investment decisions.
- Presented to senior investment officers overseeing Latin America PE investments; making recommendations for the allocation of the \$100M in investment funds, examining exit opportunities, and describing social and developmental impact by sector and region

LEFA Namibia & Georgetown University – Windhoek, Namibia/Washington D.C.

Student Consultant, LEFA Expansion Strategy Team Lead

March-May 2020

- Researched and identified growth opportunities, business model innovation, and strategic business planning for LEFA's long-term expansion plan into Southern African markets outside of Namibia.
- Identified and developed optimal revenue and cost-saving models, pricing, and new business development strategies.
- Provided financial and quantitative analytical modeling to support strategic business development, partnerships, and new market penetration.
- Recommended and presented entry strategy into Gaborone, Botswana and Maputo, Mozambique with a five-year financial plan.

Microsoft Corporation & Georgetown University – Redmond, WA/Washington D.C.

Student Consultant, Microsoft's International Deal Pricing and Empowerment Team

June-August 2020

- Developed a Foreign Exchange (FX) Pricing Model to assist Microsoft in systematically updating product pricing globally in order to remain competitive in a product's segment market and maximize financial return.
- Worked collaborative with leaders at Microsoft to understand products, customer demographics, international sales trends, and pricing challenges in order to craft solutions for possible implementation.
- Provided an executive-level presentation to Microsoft executives outlining recommendations, sharing observations, and demonstrating how the model could be utilized in various global markets.

SKILLS & RELEVANT EXPERIENCE

- Professional Development: CFA Level 1 Candidate (Scheduled August 2021).
- Language Skills: Fluent in Spanish.
- Excel Skills: Pivot tables, VLOOKUPs, XNPV, XIRR, MIRR, PMT, RATE, PV, FV functions.
- Financial Modeling Skills: Discounted Cash Flow (DCF) Valuation models, Mergers & Acquisitions (M&A) models, Leverage Buyout (LBO) models, and Foreign Exchange (FX) Pricing Optimization Models.
- ERP Systems: Microsoft Dynamics Great Plains, Workday Financial Management, and SAP.
- International: Experience working in Latin America.

VOLUNTEER EXPERIENCE

- Mentor – Carlos Rosario International Public Charter School (May-September 2019)
- Mentor – StreetWise Partners NYC (September 2020-Present)
- Mentor – South Bronx United (September 2020-Present)
- Mentor – Latinos in Finance (February 2021-Present)