

Carter Johnson

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School Address: Harnwell College House, 3820 Locust Walk MB 261, Philadelphia, PA 19104

Permanent Address: 11 Palm Lane, Umm Sufeim 3, Dubai, U.A.E.

EDUCATION

- University of Pennsylvania, Jerome Fisher Program in Management and Technology** Philadelphia, PA
- School of Engineering and Applied Science:* BSE in Computer Science, Minor in Mathematics May 2018
 - The Wharton School:* BS in Economics, Concentrations in Finance and Management May 2018
 - Cumulative GPA:* 3.98/4.00 | *Honors:* Wharton Dean's List & Engineering Dean's List (May 2015)
- Dubai College (High School)** Dubai, U.A.E.
- SAT Scores:* Math 800 | Writing 760 | Reading 730 June 2014
 - A Levels:* Mathematics A* (581/600), Physics A* (597/600), Chemistry A* (594/600), Economics A* (396/400)
 - AS Levels:* Further Mathematics A (290/300)

PROFESSIONAL EXPERIENCE

- Wharton Small Business Development Center, Consultant,** Philadelphia, PA October 2015 - Present
- Consulted for real estate appraisal management software company (\$7MM annual sales revenue) and identified potential growth opportunities for diversification in revenue streams
 - Analyzed market space for commercial real estate appraisal management software industry and estimated an upper bound for potential revenue generation for new product in this space (\$30MM annual revenue)
 - Developed Excel interactive sales tool to communicate economic value to customer given set of inputs, such as cost of appraisals and cost of Full Time Equivalents (FTEs)
- Management & Technology Summer Institute, Residential Teaching Assistant,** Philadelphia, PA July 2015 - August 2015
- Supervised 50 high-achieving high-school students through completion of college course in Engineering Entrepreneurship that involved thinking of a technology-related business idea and creating an associated market plan
 - Advised students on appropriate business plans for their product concepts and discussed getting to market strategies for prototypes
 - Facilitated successful construction of product prototypes by acting as technical resource in lab

LEADERSHIP EXPERIENCE

- Penn Cricket Club, Vice-President,** Philadelphia, PA August 2014 - Present
- Elected by other board members to promote growth and success of club at Penn
 - Coordinated weekly training sessions to develop players' skills and assisted with team selection
 - Worked to increase campus awareness of club and gain recognition for its achievements as Penn's most successful sports club between 2014 and 2015
- Dubai College, Deputy Head Boy,** Dubai, U.A.E. May 2013 – May 2014
- Elected by 100 staff and 120 students as leader of Senior Student Body due to outstanding academic achievement, social involvement, and sporting excellence
 - Managed multiple administrative duties and was highly involved with academic changes in school, particularly those involving student life
- UAE U-19 National Cricket Team, Vice-Captain,** Dubai, U.A.E. February 2012 – May 2013
- Selected by coaching staff to assist captain with on-field leadership
 - Supported captain with organizational duties and input for tactical decision-making
 - Captained Dubai College Senior Cricket Team involving tactical decision-making and motivational abilities

HONORS and AWARDS

- PennApps, 'Best Use of Plaid API' Prize Winner,** Philadelphia, PA September 2016
- Developed back-end of *Pava*, an interactive website that displays bank statements based on importance and interest of transactions rather than chronology, with two other team members
 - Employed Stochastic Gradient Descent on training set of data to predict interest level of new transactions
- Penn Cricket Club,** Philadelphia, PA August 2014 - Present
- Selected as MVP American College Cricket Ivy League Championship (2014)
- Dubai College Cricket,** Dubai, U.A.E. January 2010 – May 2014
- Recognized 4x MVP DC Senior Team (2011-2014), UAE U-17 National Cricket Team Player (2010)

SKILLS and INTERESTS

Language: Conversational French

Computer Skills: Fluent in Java; proficient in C, OCaml and Arduino; familiar with Python; proficient in Microsoft Office Suite

Interests: Basketball | Squash | Soccer | Badminton | Gaming