

## JUSTIN BRAUN

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### BUSINESS AND DATA ANALYST

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Highly strategic MS Business Analytics candidate at UCLA Anderson with over three years of financial analytics and management experience in banking, now pursuing a deliberate career change as a Business or Data Analyst. Prior work with multi-industry clients drove \$275K in divisional profit gains and \$18M in new business growth.

**Technical Languages:** Python, SQL, MySQL, R

**Software:** Tableau, Power BI, Adobe Analytics, GitHub, Excel, PowerPoint

### EDUCATION

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#### UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

##### *Master of Science in Business Analytics (MSBA)*

*Expected December 2023*

- Customer Analytics, Competitive Analytics, Operations Analytics, Prescriptive Modeling & Data Analytics, Machine Learning for Decision Making, Database Management, Optimization

#### UNIVERSITY OF SAN DIEGO, Knauss School of Business

San Diego, CA

##### *Bachelor of Business Administration, Finance*

*May 2018*

- Statistics for Business & Economics, Foundations of Business Analytics, Financial Statement Analysis, Financial Modeling and Analysis

### PROFESSIONAL EXPERIENCE

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#### WELLS FARGO & COMPANY

San Diego, CA

##### *Relationship Manager – Commercial Banking*

*Aug. 2021 – Jul. 2022*

- Represented Wells Fargo by managing ~45 client relationships consisting of private and public C&I companies with revenues of \$20M to \$2B and high net worth real estate investors.
- Strategically communicated with customers to understand ongoing business needs and leverage key partners where appropriate, resulting in 2022 loan and profitability growth goals being met by mid-year.
- Leveraged financial data to gain insights that influenced strategy regarding origination and execution of customer transactions related to traditional commercial lending, treasury management, and financial derivatives.
- Ensured compliance of all applicable risk programs (credit, market, financial crimes, operational, regulatory compliance) in order to make sound decisions that conformed with Wells Fargo's operational policies.

##### *Portfolio Manager – Commercial Banking*

*Apr. 2021 – Aug. 2021*

- Managed a complex credit portfolio of middle market customers within Wells Fargo's Southern California Commercial Banking market, a portfolio that included leveraged lending borrowers and investor real estate centric clients.
- Provided data analysis to senior management, relationship managers, and credit teams that allowed the team to originate, monitor and grow middle market relationships with companies who produce revenues of \$20M to \$2B.
- Sourced seven different investor real estate relationships with loan sizes ranging from \$9.5M to \$86M, and provided ongoing analysis of these relationships that required evaluation of data produced by ~14K apartment units to influence Wells Fargo business decisions.

Charlotte, NC & San Diego, CA

##### *Senior Financial Analyst*

*Jan. 2019 – Apr. 2021*

- Graduated from the Wells Fargo Banking Financial Analyst Program, a regimented early talent program that teaches core fundamentals of financial analysis, risk identification, and lending management.
- Supported a ~\$900M lending portfolio by analyzing financial and operational strengths and weaknesses of clients to identify potential capital, balance sheet, and reputational needs.
- Partnered with relationship teams to structure and propose new credit transactions, including syndicated \$1.2B credit facilities, through the coordination of customer due diligence collection, legal documentation, and loan closing processes.
- Prepared quarterly company financial reviews and annual underwriting memos that analyzed clients' leverage, risk factors, repayment sources, cash flow, and covenant compliance.

### DATA ANALYTICS PROJECTS AND CHALLENGES

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#### *UCLA MSBA x Amazon Hackathon 2022, Amazon*

*September 2022*

- Competed in an Amazon-sponsored case competition that offered UCLA MSBA students the opportunity to showcase analytical skills and business competencies by producing a product recommendation model using real consumer data.

#### *Hilton x Adobe Analytics Challenge 2022, Adobe*

*October 2022*

- Led team that took part in business competition where university students utilized Adobe's analytics tools to analyze real-world data from Hilton to produce recommendations for business improvements.