

BLAKE H. STUCHIN

101 E. 16th St. Apt 4E

New York, NY 10003

blake@stuchin.com

(917) 459-3325

Experience

ACCESS CAPITAL, INC. (September 2006 – Present) New York, NY

Analyst. In first year at multi-strategy financial services boutique, highlights include: *Real estate.* Participation in year-long strategic planning and implementation of multiple sales of Manhattan residential apartment buildings to different institutional buyers, resulting in cash distributions to partners in excess of \$200 million. Developed multiple-scenario forecasts and ROI models, worked closely with property managers to satisfy extensive due diligence procedures and with numerous attorneys and advisors to close individual transactions and maximize pre- and after-tax proceeds. *Commercial finance.* (a) Playing a leading role on five-person team charged with achieving enhanced web presence and related direct marketing approach to attract new borrowers to company. (b) Managing portfolio of borrowers with daily cash needs under revolving lines of credit. Calculate loan availability, provide advances, review performance and report to head of department on borrowers' financial status. Created new, streamlined program now in use for all of the company's borrowers to calculate interest charges due.

DIGITAS, INC. (July 2004 – September 2006) New York, NY

Senior Associate, Time Warner – Turner GameTap account (2005-2006). Managed two direct reports and oversaw day-to-day retention marketing efforts for online PC-based video game service from Turner Broadcasting Systems (TBS). Had daily meetings with clients to develop strategies and creative tactics to acquire and retain customers. Played an integral role in GameTap's public launch in October 2005 and served as marketing lead in over a dozen creative marketing campaigns, including emails, online advertising banners, and website initiatives. Was intimately involved in GameTap short and long-term planning, and provided advice and insight into product enhancements and new features. **Associate, Pfizer – Viagra account (2004-2005).** First person in the history of the 800-person New York office hired into the marketing associate role directly out of college. As associate, worked on the development of a new wave of online marketing and direct mail initiatives for Pfizer's erectile dysfunction drug.

PALLADIAN RESEARCH, LLC. (Summer 2003) New York, NY

Summer intern. Research analyst for independent equity research firm run by former CIBC Oppenheimer investment bankers. Contributed to several company and sector reports, including a major analysis of Blockbuster Video.

CHRYSALIS GROUP, LLC. (September 2001 – Spring 2003) New York, NY

Founder and CEO. Information technology design and consulting firm founded to continue to provide services to NBC and to a limited number of other clients.

NBC OLYMPICS (Summer 2001; consultant, Fall 2001) New York, NY

Webmaster, Olyweb. Worked as NBC Olympics' full-time web designer and producer for internal company website (Olyweb). Redesigned and produced site and oversaw day-to-day online operations. At conclusion of internship, was asked by NBC to continue as a paid consultant, which led to creation of the Chrysalis Group.

YOUNG & RUBICAM, INC. (Summer 1999) New York, NY

Intern – Web Design. First high school intern in agency's history and youngest of the 12,000+ members of the Y&R staff. Designed and developed sites for several clients including Advil, Sony and Pfizer.

Education

NYU SCHOOL OF CONTINUING AND PROFESSIONAL STUDIES (2006-2007) New York, NY

Completed six business courses in accounting, finance, credit, and quantitative analysis. After completing *Fundamentals of Corporate Finance*, my professor invited me to give a presentation with him at The Fancy Food Show at the Javits Center on financing alternatives for emerging companies. I prepared and delivered a 30 minute lecture with accompanying PowerPoint slides.

UNIVERSITY OF PENNSYLVANIA (B.A., Communication, May 2004; Dean's List, 2003-2004) Philadelphia, PA

Fox Leadership, Delegation Director (2003-2004) – Directed 50+ members of largest and most prestigious academic club at Penn. *Steering Committee (2002-2004)* – Organized and coordinated leadership-related extracurricular events for Penn students, including public speaking workshops and guest lectures. *Undergraduate Communication Society (UCS), Vice President (2003-2004)* – Led Annenberg-funded group in communication-related events on and off-campus. *The Daily Pennsylvanian, Sales Representative, (2000-2001)* – Worked with 20 clients on advertising strategies and campaigns.

HORACE MANN SCHOOL (2000) Riverdale, NY

Intro to Web Design, Teacher (1999-2000) – At invitation of school administration, became the first person in school history to teach a full-credit course while still enrolled as a student. Developed curriculum and syllabus, and taught class three times a week. *The Mannikin (School Yearbook), Editor-in-Chief. Varsity Ultimate Frisbee, Captain.*