

Sofia Iuteri

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EDUCATION

Washington and Lee University (W&L)

Lexington, VA

Majors: Economics, Environmental Studies; Minor in Entrepreneurship

Class of 2027

- **GPA:** 3.98/4.0
- **Honors & Awards:** Phi Beta Kappa; Omicron Delta Kappa; President's List 2023-2025; Scholar-Athlete Honor Roll 2023-2025
- **Relevant Courses:** Micro/Macroeconomics, Statistics, Environmental and Energy Economics, Advanced International Finance

PROFESSIONAL EXPERIENCE

Synchrony Financial

Stamford, CT

HQ FP&A Intern

June 2026-Present

- Engineered automated FR Y-14M commentary pipeline using Hyperion, SmartView, Excel, and VBA, reducing recurring reporting time by over 95% from 2+ hours to under 5 minutes
- Modeled 3 key business drivers to build integrated financial forecast, presenting recommendations to 10+ SVPs during case competition
- Validated executive earnings and Q&A materials distributed to CEO and CFO, ensuring accuracy during quarter-end reporting
- Performed financial variance analysis supporting \$100B consumer lending portfolio across cost centers, receivables, and rewards
- Standardized onboarding across 4 platforms (SAS, Workiva, Hyperion, Data Warehouse) by creating reusable technical documentation

Hoxton Ventures

London, UK

Venture Capital Analyst

June-July 2025

- Sourced and evaluated 4 early-stage deals; led founder calls and built investment memos on market size, traction, risk, and diligence
- Curated and synthesized portfolio company data logs and updated 20+ tear sheets for quarterly LP reporting
- Created consolidated database from multi-currency datasets of 2 funds, ensuring comparable KPI information across funds/companies
- Built event pipeline for portfolio company by researching and scoring 100 industry events, delivering optimized schedule and budget
- Conducted start-up research and diligence to inform investment theses while identifying qualified prospects and initiating LP outreach

Leaf & Grain/Murray's Pizza & Wine

Houston, TX

Internal Consulting Analyst

August 2025

- Developed data-driven wine-pricing strategy projecting +~\$1.5K/month gross profit using publicly available competitor data sources
- Programmed algorithm in Python/Streamlit visualization app, increasing gross profit by >\$100 per bottle and identified cap constraints
- Created and customized Murray's Pizza & Wine website to showcase brand identity and support pre-opening hiring and marketing
- Orchestrated seat & slot model using staggered wave seating, table mapping, and spend analysis to maximize turnover & revenue
- Authored 40-page employee training manuals for bartender, server, host, and busser roles structured into 60-minute sessions

Hats4Healing Corp. (Nonprofit Organization)

Lexington, VA

President & Founder

February 2020-Present

- Organized donation of 2,415 handmade items and social visitation initiatives serving 2,000 pediatric cancer patients
- Wrote proposal and secured \$6K Johnson Opportunity Grant to re-incorporate business model by adding revenue streams
- Prototyped and launched 50+ "Knit-for-a-Cause" beginner knitting kits, engaging 30+ new volunteers in first three months
- Featured by Agency for Change, Westfair Business Journal, and Greenwich Chamber Radio; campaigns reached 2K users per post
- Led international team of 250+ volunteers and employees across 10+ countries with organizations such as the New York Islanders

The Experience Exchange, LLC

Lexington, VA

Founder & Editor-in-Chief

October 2024-Present

- Created student-run print environmental magazine and secured \$4.2K in ad and subscription revenue
- Lead 40-member team comprised of editors, graphic designers, photographers, and outreach, partnership, and social media coordinators
- Generated 50+ paid subscriptions, single-copy, and wholesale sales in first issue cycle
- Informed editorial strategy using survey data; 90.5% saw it as enriching W&L's intellectual community, with 81% referral rate
- Moderated alumni panel and elected out of 35 student teams to present at W&L Entrepreneurship Summit Pitch Competition

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Connolly Entrepreneurship Society

Lexington, Virginia

VP of Business Development & Venture Capital Lead

January 2024-Present

- Consult start-ups on securing \$15K of funding while evaluating 12+ pitches for market fit, viability, and scalability
- Manage \$25K investment fund, draft organizational bylaws, and seed fund contracts, while structuring cohort tiers
- Lead digital strategy and programming, including annual E-Summit, speaker events with 100+ alumni, and networking dinners

Varsity Track & Field

Lexington, VA

Pole Vault/Earth Action Leader Representative

August 2023-Present

- Train and compete 20 hours/week; ranked 5th in Outdoor ODAC Championships
- Collaborate with local organizations to engage community in sustainability efforts such as park cleanups and recyclables drives

Competitive Gymnastics

Greenwich, CT

Junior Olympic Level 10 Gymnastics

April 2012-December 2023

- Trained 35 hours/week as elite gymnast; International competitor (2021-22), 1st and 2nd place at US Nationals (2017-19)
- IGC "Hardest Worker" Award (2018); achieved a Top 100 U.S. beam score (9.9)

SKILLS AND INTERESTS

Technical Skills: Excel (VBA, PivotTables, INDEX/XMATCH), Python, Hyperion SmartView, Workiva, SAS Enterprise Guide, STATA

Certifications: Certified PADI Open Water Diver, Certified CrossFit Trainer (CCFT)

Interests: Writing, documentary film production, sustainability, entrepreneurship, fitness and nutrition, scuba diving