

## JOYCE S. MENG

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### Oxford University, Balliol College

- **MSc Financial Economics** (Said Business School) June 2010
  - Graduated with distinction (given to approximately ~10% of class), Dean's List, served as Course Representative
  - Studied asset pricing models, corporate finance theory, and financial econometrics (volatility modeling and time series analysis in Matlab)
- **MSc Economics for Development** (Awarded Distinction, given to approximately ~10% of class) June 2009
  - Awarded the *George Webb Medley Prize for Best Overall Performance* and *Arthur Lewis Prize for Excellence in Development Economics*
  - Extended Essay: "Aspirations and Schooling: The formation and intra-household impact of educational aspirations in rural China"

### University of Pennsylvania: Huntsman Joint Degree Program: Graduated summa-cum laude (4.0 GPA)

May 2008

- **The Wharton School: B.S in Economics; Concentration: Finance**
- **College of Arts and Sciences: B.A in International Studies, Minors: Mathematics, Spanish**
- **Universidad Pontificia Comillas** (ICADE: Facultad de Ciencias Económicas y Empresariales) Madrid, Spain Fall 2006
- **Awards Achieved:** Phi Beta Kappa, Beta Gamma Sigma, Joseph Wharton Scholar, Benjamin Franklin Scholar, University Scholar, Wharton Research Scholar, StartingBloc, Premio Ellacuria (Prize in Studies of Social Interest at ICADE), James Howard Weiss Memorial Award (given to one Penn senior demonstrating academic excellence), Delta Sigma Pi Scholarship Key (presented to graduating senior with the highest GPA at Wharton)

### Undergraduate GPA: 4.0/4.0

**Honors: Rhodes Scholar 2008** (Virginia / Balliol), **Selected as a Marshall Scholar 2008**, **Forbes 30 Under 30 Changing the World 2014** (Education), **Wharton 40 under 40 2015**, Philadelphia 76ers "Heroes Among Us" Recipient 2013

### PRIVATE SECTOR EXPERIENCE:

#### **Vernier Capital (New York City), Partner and Managing Director**

January 2014 – present

- Joined former GSIP colleagues to launch a global long/short fundamental hedge fund focused on consumer-facing businesses. Vernier has a philosophy of investing in high quality compounding companies with business moats and strong capital allocation track record at a discount to intrinsic value
- Identified and made investments globally in global healthcare companies, US/EMEA retail/consumer businesses, and secular emerging markets share gainers. For shorts, developed a proprietary negative momentum and earnings inflection screen which has generated alpha, as well as utilized a fundamental approach to identify companies facing secular headwinds, negative S&D dislocations, and escalating competition
- Started as a co-founding member and senior analyst, promoted to partner in January 2016

#### **MSD Capital (New York City), Investment Analyst**

February 2012 – December 2013

- Conducted due diligence and made long/short investments in global chemicals, midstream/MLP, E&P, basic materials, and other energy subsectors
- Delivered differentiated investment valuations and returns by identifying attractive risk-reward opportunities across the global energy value chain, investing in structural global winners and losers from shale oil and gas development in the United States for long and short themes
- Developed proprietary screens for idea generation, leveraged statistical knowledge for portfolio analytics and risk management

#### **Goldman Sachs Investment Partners (New York City), Analyst**

Summer 2009, August 2010-February 2012

- Built financial valuation models and analyzed equity, derivatives, and debt investment opportunities in the industrials and energy sectors
- GSIP is a \$9bn long-short equity fund utilizing fundamental investing strategies
- Focused particularly on short themes and bottoms-up supply and demand analysis to identify over-earning industries and structural changes

#### **Bain Capital, Sankaty Advisors (Boston), Summer Analyst**

Summer 2008

- Analyzed credit investment opportunities in the automotive and healthcare sectors at Sankaty Advisors, a \$30bn credit hedge fund of Bain Capital
- Created valuation models, analyzed industry fundamentals, and prepared sensitivity cases to determine investment positions

#### **Goldman Sachs (New York City), Investment Banking Summer Analyst in Natural Resources Leveraged Finance (Commodity Finance)**

Summer 2007

- Created LBO and construction financing models, prepared sensitivity cases and industry analyses about the power and O&G sectors
- Aided in the preparation of transaction marketing materials, analyzed financial statements, assisted in the execution of various live deals

#### **Credit Suisse (Hong Kong), Investment Banking Summer Analyst in Debt Capital Markets**

Summer 2006

- Wrote daily and weekly market commentary, created pitch-books covering all of Non-Japan Asia, created Asia bond database and analytics with VBA

#### **Taishin International Bank (Taipei), Intern in the Retail Banking Marketing and Product Development Division**

Summer 2005

- Applied data mining techniques using SAS and SQL to perform marketing campaign post-mortem analysis for CRM, created database models

### ECONOMIC DEVELOPMENT AND RESEARCH EXPERIENCE:

#### **Givology ([www.givology.org](http://www.givology.org)), Co-Founder and Chief Executive Officer**

Spring 2008-present

- Founded an online P2P giving marketplace that connects donors to grassroots education projects and student scholarships in the developing world. Givology emphasizes transparency in philanthropy, maximizing impact per dollar, and creating a community of giving
- Raised ~\$500,000+ to help ~3,600 students in 30+ countries through 50+ grassroots partnerships. Givology has 23,000+ donors and receives ~30,000 web hits daily, with 20 chapters worldwide, 200+ volunteers, and a partnership with the M Night Shyamalan Foundation
- Selected as one of the "Top 100 Student-Run Companies" by the Kairos Society and won the Intelius Award for Social Entrepreneurship
- Featured by Nicholas Kristof in the NYT and *Half the Sky*, Forbes Magazine (30 under 30 in Education), Philadelphia 76ers, Redbook, Knowledge@Wharton, MTVAct, among others
- Co-authored a book *A Guide to Giving* (available on Amazon.com) – sold 6,000+ copies; launching product line [www.giveinspiration.org](http://www.giveinspiration.org)

#### **General Enterprise ([www.generationenterprise.org](http://www.generationenterprise.org)), Co-Founder and Chief Financial Officer**

Spring 2007-Fall 2010

- Founded a microbusiness incubator for street youth in Lagos, Nigeria, which piloted in August 2009 (Formerly named YouthBank)
- Developed the business plan and operational model, conducted market analyses, created budget and accounting system, raised \$43,000+ for launch

#### **Opportunity International, Intern**

Fall 2008-Summer 2009

- Used econometrics to evaluate a financial literacy campaign in Malawi, designed child savings product and baseline surveys for Mozambique

**World Bank, Consultant in the Finance and Private Sector Development Research Group**

Summer 2008-Fall 2008

- Analyzed patterns of international capital raisings and determinants of debt issuance. Performed cross sectional and multinomial logit regressions
- Built statistical models and panel regressions in STATA to analyze remittance data from Mexico

**Foundation for International Community Assistance (FINCA) Microfinance, Client Assessment Fellow, Data Analyst**

Spring 2006- Summer 2007

- Conducted 800 client interviews in rural villages of four different Mexican states, presented poverty reach findings to FINCA Mexico head
- Performed quantitative statistical analysis of social metric impact assessment data of village banking programs in Latin America

**Nantik Lum Microfinance Institute (Madrid), Project Manager/Scholar Grant Recipient**

Fall 2006

- Created an action plan for changing the Chiapas collective projects into a full group solidarity lending model
- Supervised the writing, translation, and publication of the Nantik Lum research monograph for the European Microfinance Network

**OTHER COMMUNITY EXPERIENCES:**

**Speech and Debate (National Forensics Association), Debate Captain & Coach**

Fall 2000-Spring 2008

- Placed 1<sup>st</sup> and 2<sup>nd</sup> respectively in the 2006 and 2007 Pennsylvania State Championship Tournament, led team to 4<sup>th</sup> place victory in the 2007 National Forensic League Championships
- Captained the only student-led team in the National Forensics League Circuit, serving dual roles as coach and captain

**Computer Skills** – Proficient with Microsoft Suite, STATA, Matlab, SQL, html, CSS, VBA, Photoshop, basic Java, elementary SAS

**Language Skills** – Fluent in Spanish (11 years intensive training), Heritage speaker of Mandarin Chinese

**Other Interests** – Ice Hockey (Awarded Most Valuable Player at Oxford University, continues to play at Chelsea Piers), Violin, Piano, Social Entrepreneurship, Development Economics