

NIKKI BRAR

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EDUCATION

Wilfrid Laurier University – Lazaridis School of Business & Economics

Waterloo, ON

Bachelor of Business Administration; Finance Major

Expected 2026

- **Competitions:** 2023 Burgundy Bull VS Debate Stock Pitch – 1st Place, 2023 LWIS Stock Pitch – 3rd Place

WORK EXPERIENCE

Constellation Software Inc.

Mississauga, ON

Mergers & Acquisitions Analyst – Volaris Group

May 2023 – Aug 2023

- 12-week internship at Canadian software consolidator, focused on evaluation acquisitions; closed 3 acquisitions
- Select Transaction Experience:
 - **Closed Tuck-in Acquisition of Data Management Software Company**
 - o Played a key role in assessing the strategic fit of the target within the broader Constellation Software portfolio, through assessing cross-selling opportunities between existing portfolio companies and the target
 - o Evaluated the company's financial statements and participated in the financial due diligence process, identifying strong customer retention trends while flagging high customer concentration levels

Woodward Capital

Toronto, ON

Private Equity Analyst

Jan 2023 – Apr 2023

- 16-week internship at Woodward Capital's search fund, working with four other interns and supporting one principal
- Conducted primary research with business operators to evaluate industry dynamics and the business models of selected targets

Bay Street Capital Investments

Toronto, ON

Private Equity Analyst

Sept 2022 – Dec 2022

- Researched buy-side investment opportunities in the international payroll and compliance industry
- Performed qualitative and quantitative research on HR companies based in Latin America, concluding that it would be an attractive industry to pursue based on its growth, B2B orientation, strong regulatory tailwinds, and high cash flows
- Sourced over 150 remote companies that are candidates for acquisition based on the sustainability of cash flows, historical revenue growth, and company maturity and conducted qualitative analysis on 3 exceptional candidates
- Select Transaction Experience:
 - **Potential ~20MM Acquisition of a Remote Staffing Company:**
 - o Worked on initial small-sized company screening, industry research and evaluated that the company was not suitable due to their inadequate revenue mix, unusually high expenses, and low EBITDA

Social Hour Inc

Caledon, ON

Entrepreneur

May 2022 – Present

- Worked in a team of 2 to provide professional photo booths and quality event engaging services for all types of clients, including students, business professionals, and event planners
- Proactively participated in all facets of the business and worked closely with other vendors and venue owners in order to sustain growth and stabilize the business
- Streamlined service offering by surveying 30 top clients, gathering feedback, and recrafting product list
- Generated \$8000, in revenue per month with a 75% referral rate leading to a strong business pipeline

EXTRACURRICULAR ACTIVITIES

Laurier Investment & Finance Association (LIFA) - Women in Finance

Waterloo, ON

Incoming Analyst

Sept 2023 – Present

- Scheduled to complete LIFA's Analyst Program, refining financial skills under the guidance of senior finance mentors and industry leaders

Burgundy Asset Management - Women in Investing Club

Waterloo, ON

Member

Sept 2022 – Present

- Practiced the analysis of businesses through a quality value investing framework and utilized this framework to complete assignments centered around one company
- Proactively sought out training on financial statement analysis, the role of price in investing, behavioral finance, investments reports, and delivering a stock pitch
- Explored investment portfolios to private individuals, charitable foundations, endowments, and pension funds

ACTIVITIES, SKILLS & INTERESTS

- **Technical Skills:** Microsoft Office Suite, IBISWorld, Salesforce CRM, Prospecting Data Platforms

- **Interests:** Real estate, Formula 1, Cars, History, Travelling, Curating Playlists, Biking