

Katelyn Falciani

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Education

Samford University, Birmingham, Alabama. Graduating December 2026.

- **Degree:** Bachelor of Science, Business Administration
 - Majors: Finance and Marketing
 - Concentrations: Risk Management/ Insurance and Professional Sales
 - **Leadership:** Phi Mu Alpha Gamma
 - Internal Recruitment Committee Member (January 2025–Present)
 - Tailgate Committee Member (January 2024– December 2024)
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Work Experience

Asset Liability Management/ Investment Portfolio Intern – Regions Bank,
Birmingham, AL

May 2026 - July 2026

- Conducted research on former Federal Open Market Committee (FOMC) chairpersons, analyzing their tenures, economic environments, key challenges, monetary policy tools, and resulting outcomes.
- Developed and delivered a presentation to a group of approximately 20 banking professionals, facilitating discussion through strategic questioning and engagement techniques.
- Improved the Net Interest Sensitivity reconciliation process by reviewing, updating, and streamlining Excel templates, increasing efficiency and consistency in reporting.
- Performed research and statistical correlation analysis on non-interest income categories to evaluate their sensitivity to changing interest rate environments.
- Strengthened analytical, presentation, and financial research skills through collaboration with banking and finance professionals.

Professional Sales Internship – Curiteva, Huntsville, AL

January 2026 - May 2026

- Prospected new business opportunities through research, cold calling, email outreach, and distributor partnerships.

- Built relationships with prospective and existing clients through product presentations and consultative sales conversations.
- Strengthened business development, communication, and relationship management skills through direct client engagement.

Financial Analyst Internship – Curiteva, Huntsville, AL

May 2025 - July 2025

- Accounts Receivable: applying cash to customer accounts; contacting customers for payments; reconciling customer AR accounts; and calculating DSO's (Days Sales Outstanding) for the company and customer accounts.
- Assisted with reconciling daily cash balances and reporting them weekly to senior management.
- Assisted Chief Financial Officer in analyzing monthly revenue comparing last year 2024 versus 2025 revenue by Distributor, Doctor, and Customer (Hospital or Surgery Center).
- Assisted Vice President of Finance with preparing costing models for Curiteva's new Inspire implant (3D printing of trabecular PEEK implants) which included calculating raw materials, direct labor, indirect overhead and outside processing cost for each product.

UAB St. Vincent One Nineteen – UAB St. Vincent Hospital, Hoover, AL

March 2025 - May 2026

- Patient & Visitor Liaison (PRN): Deliver exceptional customer service while assisting patients, visitors, and hospital staff in a fast-paced healthcare environment.

Skills

- **Technical Skills:** Microsoft Excel (PivotTables, formulas, data analysis), Microsoft Word, Microsoft PowerPoint, R Programming
 - **Professional Skills:** Financial Analysis, Business Development, Relationship Management, Presentation Skills, Data Analysis, Team Collaboration
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