

# Connor Knight

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## EDUCATION

### Memorial University of Newfoundland

St. John's

Honours Bachelor of Commerce (Co-op)

Sep 2019 - Expected May 2024

GPA: 3.88 / 4.00 ; Average: 87% ; Honours: Dean's Lists 2019 - 2023, Centenary of Responsible Government Scholarship.

## PROFESSIONAL EXPERIENCE

### Cenovus Energy

St. John's

Procurement & Contracts Co-op

May 2023 – Aug 2023

- Supported change orders, contract negotiations, and other amendments to agreements in coordination with partners.
- Managed materials reports on incoming, held, and late items through contact with vendors, business units, and couriers.
- Presented a work term research project on supply chain diversity policies and their effects on small, local businesses.

### Mackenzie Investments

Toronto

Institutional Client Sales Co-op

Sep 2022 – Dec 2022

- Completed institutional RFPs and investment adding to the firm's over CAD 190b in AUM.
- Analyzed fund performance across 17 internal boutiques versus universes, peers, and indices to highlight outperformers.
- Prepared a 42-page report on ESG valuation and carbon emissions earning a 'Pass with Distinction' for the term.

### Government of Newfoundland and Labrador

St. John's

Department of Finance, Tax Auditor Co-op

Jan 2022 – Apr 2022

- Advised small and medium businesses on tax programs and economic incentives offered by the provincial government.
- Audited financial submissions against records, expectations, and ensured compliance with program requirements.
- Prepared a 45-page report on digital government policy on small business earning a 'Pass with Distinction' for the term.

### ClearRisk

St. John's

Business Development Specialist

May 2020 – Aug 2021

- Drafted client and prospect emails for use in B2B SaaS marketing campaigns, with measured above-average engagement.
- Assisted in whole-pipeline sales calls for a targeted software product using Salesforce, Zoominfo, and LinkedIn.
- Led data massaging and creation of demo software instances for use in sales calls along with software engineering team.

## LEADERSHIP EXPERIENCE

### The Fund at Memorial University

St. John's

Sector Manager

Sep 2021 – Present

- Pitched successful buys for a 300k portfolio; two stocks were highlighted in the annual report for highest FY2023 returns.
- Prepared DCF, ESG, comparables, and other analysis on equities in support of pitches to mentors, peers, and advisors.
- Managed incoming analysts, advising on pitches, position reviews, and responsibilities within the group.

### Memorial University Law & Mooting Society

St. John's

Vice President

Oct 2019 – Present

- Prepared and presented moot submissions at NL Supreme Court and Court of Appeal competitions.
- Researched and organized SCC decisions into oral presentation format for use in moot court challenges.
- Guided new members through and judged informal practice submissions to fit format and style of a mooting competition.
- **Honours:** Best Speaker (O'Dea Earle Moot Cup 2023, *R. v. Tessier*), Best Team (O'Dea Earle Moot Cup 2023, *R. v. Tessier*), Runner-up Team (O'Dea Earle Moot Cup 2020, *Groia v. LSUC*)

## ADDITIONAL INFORMATION

**Technical Skills:** Ariba, DocuSign, Bloomberg, Salesforce, SAP, eVestment, Loopio, ZoomInfo, LinkedIn Sales Navigator.

**Certifications:** Marquee Group DCF & Financials, Bloomberg Market Concepts, ATIPP Compliance & Anti-Fraud.