

Mikhail Glukhov

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EDUCATION

University of Southern California - Marshall School of Business

Los Angeles, CA

Bachelor of Science in Business Administration (STEM-Designated)

May 2028

GPA: 3.84/4.00; Dean's List; CFA Level I Candidate - exam scheduled February 2027

Relevant Coursework: Advanced Business Finance, Financial Accounting, Applied Business Statistics, Microeconomics, Macroeconomics, Operations Management

EXPERIENCE

Voglio - Proximity-Based Social App (live on the iOS App Store)

Los Angeles, CA

Core Team, Growth & Strategy

Nov 2025 - Present

- Built the company's 3-year pro forma financial model in Excel (linked revenue, CAC, COGS, and P&L schedules) projecting \$4.4M Year-3 revenue across subscription and venue-advertising streams, supporting a \$325K seed raise
- Modeled unit economics (CAC, LTV, churn, app-store fee impact) and market sizing (TAM/SAM/SOM) underpinning the investor deck; advanced past the first round of USC's New Venture Seed Competition (\$150K prize pool)
- Led a 3-person team for a VC-style pitch, assigning workstreams across product, market, and financials
- Co-led execution of three international marketing campaigns across European cities, including experiential activations, and recruited and onboarded two interns to scale the growth function

USC Marshall School of Business - Finance & Business Economics Department

Los Angeles, CA

Research Assistant to Professor Rodney Ramcharan

Nov 2025 - Present

- Serve as sole research assistant on a faculty project studying competition in historical U.S. bank deposit and loan markets; own the full workflow from data sourcing through analysis and presentation of results
- Built a Python ETL pipeline (OCR block segmentation, anchor-based rate detection and FDIC-lexicon name matching on AWS SageMaker) that processed 1.3M+ ProQuest newspaper documents spanning 1950-2002 into 18.1M candidate rate observations
- Benchmarked institution name matching at 99.2% recall with zero false matches against 3,600 junk strings; delivered written reports and statistical summaries to faculty each research cycle
- Designed the tiered evidence system - block-level institution/product binding, regulatory and plausibility bounds, and a three-tier confidence scheme that retains every rejected row with its reasons - yielding 401,597 offers that pass every test, a 2.8x gain over the prior run with no loosening of standards

Brave - Early-Stage Consumer Startup

Los Angeles, CA

Marketing & Outreach Intern

May 2025 - Sep 2025

- Built and maintained the company's outreach database and wrote an automation script that generated personalized messages from it, contacting 550+ influencers, engineers, and partner organizations
- Sourced and screened the founding technical team, including two CTO-level engineers; organized partner calls and closed one influencer partnership
- Built partnerships with university IT clubs and student networks

LEADERSHIP & INVOLVEMENT

Global Investment Society (GIS) - Investment Academy

Los Angeles, CA

Member

Sep 2024 - Present

- Led a 4-member team pitching Overweight on Northrop Grumman (NYSE: NOC) at a \$698 price target (47.5% upside); built a 10-year DCF valuation (WACC build, perpetuity-growth and exit-multiple terminal values, sensitivity analysis) and EV/Revenue comparable companies analysis
- Analyzed six years of income statement, balance sheet, and cash flow performance via Capital IQ to underpin the investment thesis; participate in weekly discussions on investment banking, asset management, and macro trends

SKILLS, CERTIFICATIONS & INTERESTS

Certifications: CFA Level I Candidate (Feb 2027); Wall Street Prep - DCF Modeling, Accounting Crash Course; Bloomberg Market Concepts (in progress)

Technical: Excel (financial modeling), PowerPoint, Capital IQ, Bloomberg Terminal, Factiva, Python (pandas, ETL/data pipelines)

Languages: English (fluent), Russian (native), Mandarin (HSK 3)

Interests: Competitive chess