



# IBRAHIM KABA

Lowell, MA | 508-641-9677 | brahimkaba655@gmail.com

## PROFESSIONAL SUMMARY

Seasoned, results-oriented master collaborator with demonstrated expertise in customer acquisition and retention processes. Leverages top-tier critical thinking skills to maximize efficiency and consistently deliver exceptional client experiences within highly fast-paced, competitive, and dynamic environments.

## EDUCATION

**Master of Public Administration (MPA)** | University of Massachusetts Boston Expected May 2028  
**B.A. Economics** | University of Massachusetts Boston May 2025  
Dean's List - Fall 2022 | GPA: 3.053  
**Prior Coursework:** Assumption University - Economics, Business Concentration (2020 - 2021) | Ohio Wesleyan University - Economics (2018 - 2020); Dean's List - Fall 2018; Men's Soccer Team, 2019 NCAA DIII Sweet 16

## CERTIFICATIONS

**Financial Modeling & Valuation Analyst (FMVA)** | Corporate Finance Institute  
**Certified Banking & Credit Analyst (CBCA)** | Corporate Finance Institute  
**Capital Markets & Securities Analyst (CMSA)** | Corporate Finance Institute  
**Business Intelligence & Data Analyst (BIDA)** | Corporate Finance Institute  
**Microsoft Excel Professional Certificate** | Coursera Aug 2026

## PROFESSIONAL EXPERIENCE

**Universal Banker I** | Align Credit Union | Lowell, MA Jul 2025 - Present  
• Deliver personalized financial service across all teller functions while ensuring strict compliance with regulatory policies.  
• Guide members to the most appropriate resources to attain their financial goals; 3 product referrals converted into implemented financial solutions to date.  
• Transform routine transactions into meaningful member experiences in which members feel secure, accepted, and valued.  
**Assistant Manager** | Planet Fitness | Billerica, MA Oct 2024 - Feb 2025  
• Led daily operations and mentored staff in customer-centered philosophies emphasizing personalized engagement and long-term relationship building.  
• Maintained at least a 60% closing rate on the organization's most popular premium membership (Black Card) throughout tenure.  
• Played a key role in delivering a 4% increase in total club membership from a 4,800-member baseline.  
**Team Lead** | Planet Fitness | Billerica, MA Aug 2024 - Oct 2024  
• Earned a 97% score on the company's sales tour evaluation, the organization's most critical measure of a team member's sales proficiency.  
• Raised over \$1,000 for the company's annual Boys & Girls Club donation campaign during October.  
**Team Member** | Planet Fitness | Billerica, MA May 2024 - Aug 2024  
• Finished first company-wide in a summer membership upgrade contest (Jul 31 - Aug 31) with 17 upgrades.

## FINANCIAL MODELING & ANALYTICS PROJECTS

**Planet Fitness (PLNT) Integrated 3-Statement Model & DCF Valuation** | Excel Sep 2026  
• Built an integrated three-statement model from the FY2023 10-K with a five-year projection (FY2024E - FY2028E) of revenue, margins, EBITDA, and free cash flow.  
• Valued PLNT using DCF (perpetuity growth and exit multiple), Bear/Base/Bull scenarios, WACC and terminal-growth sensitivity tables, trading comps, and a valuation football field.  
• Wrote an investment committee memo presenting a valuation range and key risks, including terminal value at 86% of EV and roughly \$26/share of value per 50bp change in WACC.  
**ECON 452 - Econometrics Research Project** | UMass Boston Apr 2025 - May 2025  
• Designed and executed an empirical study, "The Run Support Riddle," testing whether team run production causally affects MLB pitcher win totals using econometric methods.  
• Presented findings in professionally formatted tables and visualizations, and delivered a written report synthesizing methodology, results, and limitations.

## SKILLS

**Finance & Analytics:** Financial Modeling, DCF Valuation, Scenario & Sensitivity Analysis, Econometrics, Data Analysis | Microsoft Excel, Microsoft Office  
**Professional:** Customer Relationship Management, Project & Time Management, Teamwork & Collaboration, Critical Decision Making, Effective Communication, Conflict Resolution, Problem Solving