

IBRAHIM KABA

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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.

Accounting Bookkeeper Intern | Pierre-Shortall & Associates, LLC | Pelham, NH — Feb 2025 - Jul 2025
• Organized the books, receipts, and tax write-offs for a consulting firm specializing in research grants and IT infrastructure.
• Recorded journal entries in QuickBooks and supported bookkeeping and tax accounting, applying tax law to deductions.

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, Bookkeeping, Journal Entries, Tax Accounting | Microsoft Excel, Microsoft Office, QuickBooks
Professional: Customer Relationship Management, Project & Time Management, Teamwork & Collaboration, Critical Decision Making, Effective Communication, Conflict Resolution, Problem Solving