Martin McMurray

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# EDUCATION

## University of Illinois at Urbana-Champaign Graduated: May 2023

*BS Finance Cumulative GPA: 3.70*

 *James Scholar – Gies College of Business; Dean’s List Spring 2022 Major GPA: 3.75*

# PROFESSIONAL EXPERIENCE

## Caterpillar, Inc. Peoria, IL

***Pricing Analyst*** *August 2023 – April 2025*

* Designed and maintained 10+ dashboards using SQL, PowerBI to support data-driven decisions in Global Machine Pricing.
* Updated 750+ price segments across articulated truck, surface rock drill and NPI models to ensure consistency and alignment.
* Actively managed a portfolio of 50+ attachment families for ART and SRD models, driving over $250m in revenue.
* Presented pricing strategies and insights across 10+ projects, aligning internal stakeholders around profitable growth metrics.
* Performed profitability analysis on 600+ ART deals and delivered actionable recommendations to the Product VP, shaping pricing decisions that impacted $1B+ in revenue.
* Maintained core pricing processes including biannual Price Plans, tire pricing, margin monitoring and deal analysis tools.

## Invenergy, LLC Chicago, IL

***Treasury, FP&A Intern*** *May 2022 – August 2022*

* Automated weekly funding forecast process using VBA, saving the treasury team 1-2 hours per week.
* Recovered over $350K in interconnection refunds and supported capital transactions exceeding $400M via JPM Access.
* Built FX charts in Bloomberg and transitioned LIBOR forward curves to SOFR, improving accuracy and compliance.
* Developed supplier database for 60+ interconnection vendors, streamlining data access and reporting in PowerBI.
* Scrubbed development pipeline and lending instrument portfolio, ensuring accuracy in bond and LC documentation.

# LEADERSHIP AND INVOLVEMENT

## UIUC Investment Portfolio Organization Champaign, IL

 ***Investment Manager*** *January 2022 – May 2023*

* + Mentored 5 analysts through Capital IQ and Excel-based valuation training, resulting in higher-quality equity pitches.
	+ Refreshed curriculum materials and pitch templates in PowerPoint, resulting in increased analyst retention and engagement.
	+ Generated a 12% return on a simulated portfolio using DCF modeling and macro analysis with Capital IQ and Bloomberg.
	+ Led 5-member team to place first out of 12 in an internal stock pitch competition judged among 60+ analysts.

## Illinois Business Consulting Champaign, IL

***Senior Consultant*** *February 2022 – May 2023*

* + Advised mobile app startup on branding and user engagement strategy through market research and competitor analysis.
	+ Planned project timelines and deliverables using Miro to coordinate team responsibilities and execution.
	+ Conducted primary and secondary research to inform strategic recommendations for client growth.
	+ Designed client-facing dashboards and presentations using PowerBI, Tableau, and PowerPoint.
	+ Delivered final whitepaper with actionable strategies for market entry and user acquisition.

# SKILLS AND RELEVANT COURSEWORK

 **Technical Skills:** Snowflake | SAP | SQL | Excel | VBA | Capital IQ | Microsoft Azure | PowerBI | Bloomberg | Refinitiv

 **Other Skills:** Strategic Planning | Competitor Analysis | Process Improvement | Project Management | Project Accounting

 **Coursework:** Business Data Analytics | Financial Reporting | Financial Planning | Financial Analysis | Business Strategy

# OTHER INTERESTS

 Nature/Aerial Photography | History/Literature | Technology | Geopolitics | Nutrition | Economics | Animation | Financial Literacy