Michael Netta

mnetta@optonline.net • http://mnetta.tripod.com

Objective:

MBA Candidate with professional experience in business modeling, forecasting and planning seeking a position in which I can combine and utilize my business skills and my educational pursuits

Experience:

Prudential Retirement Services   Newark, NJ
Planning Analyst   May 1999 to Present
- Create and manage various models used to forecast the strategic plan of a $600 million profit center
- Forecast and analyze business drivers such as sales, assets and participants
- Create seasonal sales estimates of over $1 billion by product for planning horizons from 1 to 5 years
- Perform trend and sensitivity analysis on business drivers to assess business risk exposure
- Perform expense allocation analysis to determine product profitability

Prudential Global Asset Management   Newark, NJ
Operations Analyst   Sept. 1997 to Apr. 1999
- Assisted in the management of a $5 billion portfolio of loans made by the Prudential Capital Group
- Acted as the first point of contact for clients and provided resolutions to client questions and problems
- Forecasted and verified cash flows associated with the holdings of my assigned investment portfolios
- Prepared and distributed monthly reports detailing asset and cash flow activity
- Calculated the market values and prices of the Prudential Asia portfolio

Education:

Rutgers Graduate School of Management   Newark, NJ
Masters of Business Administration   2002
- Areas of concentration: Marketing & E-commerce
- Relevant Coursework included Interfunctional Team Consulting, Marketing Management, Determining Optimization Models, Financial Management, Strategic Management in E-commerce

Rutgers School of Management   Newark, NJ
Bachelors of Science, Finance   1997

Special Projects:

Manufinish.com   Dumont, NJ
Project Leader   Sept. 2000 to Mar. 2001
- Coordinated and managed the development of models which analyzed the effectiveness and efficiency of the organization's current marketing environment
- Worked with senior management to develop a strategy to create revenue streams through the organization's existing client base
- Managed a team whose primary objective was to ensure that the organization's business strategy was in-line with the most current Web-based business environment
- Lead an initiative to develop value-added services to enable the organization to retain their existing client base.

Prudential Global Asset Management

PAM System Conversion   Dec. 1998 to Jan. 1999
- Maintained accuracy of assigned information during a database conversion

Prudential Global Asset Management
FASB Data Clean-Up   May 1998 to Dec. 1998
- Maintained various models used to calculate asset yields
- Created and monitored a process to centralize information being analyzed

Technical Skills:

Microsoft Excel (macros, solver and data analysis), Microsoft Word, Microsoft PowerPoint, Microsoft Access (relational databases), Microsoft FrontPage (web page design), Lotus Notes, Microsoft Works, Word Perfect, Lotus 1-2-3, Pam Accounting System, Bloomberg

Volunteer/Outside Activities:

CyberOpen.com   Navesink, NJ
Advisor   Feb. 2001 to Present
- Work with President to find prospective investors

Springfield Minutemen Organization   Springfield, NJ
President   Jan. 2000 to Dec. 2000
- Developed and implemented new strategies and initiatives for marketing and fundraising programs for a youth recreation program which increased revenues by 200% and created cost savings through vendor negotiations
- Established a web-based strategy for marketing and to streamline the organizations operating processes