

# Kimberely Climo

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## EDUCATION

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**Bachelor of Advanced Finance and Economics (BAFE)** - The University of Queensland **Feb 2022 – Nov 2026**

Studies: Corporate Finance, Financial Markets, Portfolio Management, Financial Analysis and Economics

Accumulated GPA: 6.15/7.0

**Exchange Program** - The University of Hong Kong (HKU Business School) **Jan 2024 - May 2024**

Studies: Venture Capital and Private Equity, Business Transformation, Venture and Entrepreneurship Management

**International Baccalaureate Diploma** - Queensland Academies of Health Sciences (QAHS) **Feb 2019 – Nov 2021**

IB Score: 41 (ATAR Equivalent 99.95)

## WORK EXPERIENCE

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**Operations and Growth - Alysha Maree Makeup, Gold Coast** **Feb 2022 – Present**

- Built and shipped internal workflow tools, including an artist travel fee calculator that reduced quote turnaround by ~90%; currently extending the stack with Claude Cowork to streamline booking request workflows.
- Co-led platform transition from a legacy CRM to support scaling and growing operational complexity, including accounting software integration and booking automations.
- Supported national and international expansion to 4 new cities and 2 new countries, owning pricing analysis, local artist sourcing and onboarding, and go-to-market for new regions.
- Co-led launch of AMM BeautyCo, contributing to product design, go-to-market strategy, Shopify build and UI/UX optimisation, enhancing customer experience and conversion.

**Investment Banking Summer Analyst - Macquarie Capital, Melbourne** **Dec 2025 - Feb 2026**

- Worked within the Technology, Media, Entertainment & Telecom (TMET) team across live transactions and pitch materials.
- Staffed on the sell-side of a multinational edtech transaction alongside the US software and services team; supported end-to-end deal execution including due diligence, investor materials (IM and teaser), and valuation analyses (ARR build, revenue growth, retention, churn and cohort metrics) for strategic buyer discussions.
- Conducted a strategic acquisition review of REA Group, identifying and screening potential targets (EV \$1B+) based on strategic fit, market positioning and synergies for inorganic growth opportunities amidst evolving industry dynamics.

**Investment Banking Summer Analyst - Grant Samuel, Melbourne** **Dec 2024 - Feb 2025**

- Developed a take-private proposal for Macquarie Technology Group, delivering an investment recommendation supported by a full financial model and illustrative LBO with key assumptions, projected returns, and scenario analysis.
- Contributed to live mandates, pitch work, and sector coverage across Australian technology and resources markets.

**Trade and Investment Intern - Investment NSW, Singapore** **Jun 2024 - Jul 2024**

- Performed market and industry research on Singapore's technology and startup landscape to inform NSW trade strategy.
- Conducted initial screening of Australian startups for inclusion in trade mission delegations, identifying candidates that fit challenge areas defined by the Singaporean government and corporate stakeholders.
- Facilitated cross-border partnerships across a fintech and cleantech trade mission, connecting delegate startups with Singaporean investors, corporates, and stakeholders through networking events, pitch nights, and curated introductions.

## Extracurriculars

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**Marketing Director - UQ Economics Society** **Feb 2023 - Nov 2025**

- Coordinated marketing streams across internal portfolios and with other UQ clubs to host events, competitions and programs.
- Led marketing initiatives and managed social media platforms, growing the society to 1,100+ members.

**New Colombo Plan (NCP) Scholar and Alumni** **2024**

- Selected by the Department of Foreign Affairs and Trade to complete a year program including an exchange semester at HKU, an internship in Singapore, and intensive Mandarin language study in Taiwan.

**Student Advisor - REE Coffee (UQ Ventures)** **Feb 2023 - Jun 2023**

- Advised a coffee startup on its expansion plan, including financial forecasts, pricing analysis and rollout strategy.

## SKILLS AND INTERESTS

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- **Skills & Tools:** Industry and Market Research; Investor Presentations; Financial Modelling; Financial Databases (FactSet, Capital IQ, PitchBook); Web Design; Shopify; AI Tools and Agent Workflows
- **Hobbies & Interests:** Travelling; Hiking; Yoga; Graphic Design