



Alumni Spotlight: Kyle Yousif '19

1. When were you a member of LLC and what positions did you hold?

I joined LLC in Spring 2017 as an Associate in the REGL-FIG sector. Following that semester, I became Lead of the REGL-FIG sector and Director of Recruiting prior to becoming Vice President for the 2019 calendar year.

2. How did LLC help prepare you for your career?

LLC exposed me to the PSU wall street network and surrounded me with some of my closest friends who have not only helped me throughout my career but also worked closely with me in the trenches during our time in LLC. Another big thing LLC helped prepare me for in terms of my career was helping establish a foundation for my technical skillset while also exposing me to the mindset of an investor and how to think about potential investment opportunities. My experience as Vice President more than anything else exposed me to what it is like collaborating with and managing a large team setting with diverse individuals and personalities. I realized the best skills I picked up that translate to my job today were how to be agile in various situations, how to motivate myself and others to get things where they need to be, and how to absorb new material rapidly.

3. What advice would you give to the new members of LLC?

Any advice I would share with new members comes back to you get out what you put into LLC, as is everything in life. You are now in a position where you can start building your professional reputation in the tight-knit finance community at PSU. The sooner you get in front of people like Robin and Dr. Woolridge, find mentors in LLC, and learn how to utilize the resources available to you, the quicker you will become comfortable and find your voice. The knowledgebase you see upperclassmen in LLC have today does not come to you right out of the gate. It takes repetition and experience. You have to be willing to fail a few times before you truly

progress in this club and learn from your mistakes. Nobody is perfect. All that means is you have to be a workhorse, and if you are not passionate about what you are learning in LLC, do not be scared to voice this!

4. What advice would you give to current LLC members for their internships this summer?

There were a few pieces of advice passed to me heading into my internship that really resonated and I want to share. First, attitude is critical to being successful. Staying positive and interacting with people throughout the internship is imperative and something all full-time staff and decision-makers remember about you. Yes, the long hours and intensity of these internships will take its toll, but try your best to not let it get the best of you! Second, be the rock that people can rely on. What I mean is try to be that intern who always throws their hand up first to do the one-off tasks. Will these be tedious and time-consuming? Yes, most likely. But again, full-time staff remember the interns who always volunteered time to make their lives easier. This can also lead to you being looped into interesting projects that other interns won't be considered for. Third, take advantage of the time you have prior to your internship, especially the month or so between the end of the spring semester and the start of the internship. You can only prepare so much for what the job will throw at you, but utilize the resources at your disposal to tighten up your skills. If you can find a way to create/automate something that your team will utilize down the line, it will not go unnoticed. Also, by doing this you are making your future life easier! Lastly, I'd say try to get yourself familiar with processes, where things are, and what resources are used immediately. Every bank is different, so the quicker you pick up on this, the more efficient and helpful you can be out of the gate. Also, try writing down as much as you can. This includes keeping a running list of any comments/feedback you receive, any detailed explanations of concepts, etc.

Kyle is an Investment Banking Analyst in the Equity Capital Markets Group at Goldman Sachs, focusing on Healthcare and Consumer/Retail clients. Kyle graduated from Penn State in 2019 with a Bachelor's in Finance and in 2020 with a Master's in Accounting. He served as Vice President of Leveraged Lion Capital for the 2019 calendar year. Kyle interned with UBS during the summer of 2019 in the Financial Institutions Group before joining Goldman Sachs full-time as an analyst.