



Jay Balaji studied at Penn State from 2018 to 2021, majoring in Finance. He joined LLC in his sophomore year, participating in two sectors before becoming the Director of PSFIA. During his junior year, he interned as a Summer Analyst in the Technology Investment Banking group at J.P. Morgan in New York. After graduation, he returned to J.P. Morgan as a full-time analyst, where he worked for two years. He now serves on the investing team at SoftBank Investment Advisers.

Contact Information:

Email: vjbal8@gmail.com

Phone: 215.909.2500

J.P.Morgan



Alumni Spotlight: Jay Balaji '21

1. When were you a member of Leveraged Lion Capital and what positions did you hold?

I was in LLC from Spring 2020 to Spring 2021. I initially joined as an Associate Analyst in the IT sector and later transitioned to the Consumer sector in the same role. During my final semester, I served as the Director of PSFIA. This role was both enjoyable and rewarding, as I had the opportunity to teach and support younger members as they progressed in the organization. Since this period coincided with the COVID-19 pandemic, it was especially interesting to figure out the best ways to organize and manage PSFIA.

2. What did Leveraged Lion Capital mean to you when you were on campus?

LLC was my first real foray into Finance. I honestly didn't know anything about it except that I wanted to work with tech businesses and wanted to know more about them. I had liked the people I met in the club and decided to try to join a group of people that all seemed very smart and ambitious - which is something that drove me to be better, too.

The *400 Guide* was the first financial literature that I ever read. LLC helped me understand a lot of my basic financial knowledge and more. I still find myself using a lot of the basics I had picked up from my peers and mentors in LLC. Without LLC, I would not be where I am today.

3. What advice do you have for members of Leveraged Lion Capital who are currently recruiting for internships?

Lock down your technicals and make sure you feel good about interviews, then network forever. The first part is the easy part. The hard part is leaving a lasting and meaningful impression with people after just a 20-30 minute phone call, especially with someone anywhere from 3-30 years older than you - there's no cookie cutter approach to networking and it is a different scenario every time. Having a network via LLC, your classes, your friends, and then through cold emails and in internships will go a very long way. There are still people that I had cold emailed or cold called when I was a Sophomore that I keep in touch with, and a number of opportunities have come out of this network. There isn't really any "way" to network - it comes with practice. You have to totally mess up a few networking calls until it becomes fluid. I had several hundred networking calls until I got an offer - I was extremely bad at it when I started and by the end, I probably still had a long way to go, but I got better. So, my advice is just to start getting cold emails and scheduling calls as soon as possible and keep going until interviews come.