

James Laprocido

+1 214-755-7100 | jmjlaprocido@gmail.com | Austin, Texas | [linkedin.com/in/jameslaprocido/](https://www.linkedin.com/in/jameslaprocido/)

EXPERIENCE

Lightspeed Systems

Austin, Texas

Financial Analyst

June 2025 – Present

- Build and own the bi-weekly EBITDA forecast and month-end P&L, including a full three-statement financial model, unit-level cost and revenue per product, per license.
- Created revenue/EBITDA models and pro forma financial statements for 3 M&A targets, including 1 tuck-in acquisition.
- Semi-automated quarterly board reporting and monthly PE lender reporting via Python, Excel, and Claude skills, cutting ~8 hrs/week of manual prep, authoring the MD&A commentary on company financials with review.
- Prepare variance commentary for forecast and P&L for review with Accounting and Finance departments before distribution to the Executive Leadership Team (ELT).
- Lead and own monthly budget meetings with the ELT, presenting the P&L, driving variance analysis, and steering discussion on what changed and needs to change (compensation excluded).
- Build and present the full-year sales pipeline forecast (ACV bookings, ARR, gross retention) with week-over-week comparisons including waterfall charts and Salesforce-level driver analysis for \$100k+ opportunities by sales type, product, and team, used weekly by Sales Leaders and ELT as well as in board reporting.
- Rebuilt sales pipeline forecast as a live Sigma dashboard on Snowflake SQL for self-serve leadership visibility, saving ~5 hrs/week of manual reporting; led an intern through the integration build.
- Built the 2026 Sales Plan across every product, team, and sales type under low/mid/high retention scenarios.

El Toro Capital (ETC)

Los Angeles, California (Remote)

Private Equity Intern Analyst

December 2024 – May 2025

- Contributed via research and diligence focusing on Digital Marketing, SaaS, and Cybersecurity sectors for ETC 1, the firm's \$250M leveraged-buyout fund.
- Led proprietary marketing efforts to source new deals through targeted email marketing campaigns. Conducted management calls and performed financial and operational due diligence on fund candidates.

Tulane Ventures Fund

New Orleans, Louisiana

Venture Capital Analyst

August 2024 – December 2024

- Picked as one of five from a pool of 3000 business students in the inaugural class of the Tulane Ventures Program.
- Secured a \$250k investment for biotech startup BioPhoundry, Inc. Spoke with industry professionals and the company's C-suite in order to conduct an in-depth industry, market, and product analysis.
- Drafted and presented investment memos for startup companies in the healthcare and artificial intelligence/technology sectors ranging from \$50-250k to the Tulane investment committee.

CERTIFICATIONS

CFA - Chartered Financial Analyst

- Passed CFA Level 1. CFA Level 2 Candidate (exam Nov. 2026).

EDUCATION

Tulane University

New Orleans, Louisiana

Bachelor of Science in Management, Finance

Aug 2022 - May 2025

- Math Focus: Linear Algebra, Discrete Mathematics, Calculus II, Statistics for Scientists.
- Relevant Courses: Burkenroad Reports, Distressed Debt, Venture Capital & Angel Financing, Intermediate Accounting.
- Study Abroad Australia 2024: Classes focused on the financial operations of sports facilities throughout the country.

Tulane University Football Team

New Orleans, Louisiana

Outside Linebacker

August 2022 – February 2024

- Contributed to the greatest team in Tulane University history and the greatest turnaround in college football history, winning both the American Athletic Conference Championship and the Cotton Bowl.
- Scout Team Captain. Devoted an average of 40 hours per week to conditioning, meetings, and travel responsibilities.
- American Athletic Conference 2022-2024 All-Academic Team.

TECHNICAL SKILLS

Skills: Financial Modeling, FP&A, M&A, Variance Analysis, Process Automation, Data Visualization, Cross-Functional Leadership.

Computer: Excel (advanced), Python (intermediate), Claude Code, Tableau, Sigma, Salesforce, Bloomberg Terminal, Oracle Netsuite.

Interests: Rugby, Strength Training, Strategy Games, Trading Algorithms.