JULIAN MERCER

INVESTMENT ANALYST

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PROFESSIONAL SUMMARY

Investment Analyst with 5+ years in equity research and portfolio support for long-only funds. Builds earnings models, forms differentiated views through company and channel work, and writes clear recommendations that portfolio managers can act on with confidence.

PROFESSIONAL EXPERIENCE

Investment Analyst Feb 2022 - Present
Fidelity Investments, Boston, MA

- Cover 22 mid-cap healthcare names, maintaining earnings models and writing initiation notes that fed the portfolio manager's weekly review.
- Recommended trimming a medical device holding after channel checks flagged slowing orders, avoiding an estimated 9% drawdown in the position.
- Built a sum-of-the-parts valuation for a diversified health company that supported a 150 basis point overweight decision.
- Screened 400 small-cap names with a quantitative filter on margins, returns, and leverage, surfacing five ideas that reached full review.
- Presented quarterly attribution reviews to the investment committee, explaining sector and stock-selection drivers in plain terms.
- Tracked 14 competitor product launches and reimbursement changes in a shared tracker that portfolio managers used before earnings season.
- Hosted a monthly journal club for four junior analysts, reviewing one thesis each session and sharpening bear-case arguments.

Equity Research Associate Aug 2019 - Jan 2022
T. Rowe Price, Baltimore, MD

- Supported a senior analyst on 15 consumer stocks, updating models within hours of each earnings release.
- Wrote 30 company notes covering results, guidance changes, and valuation, used in daily morning meetings with portfolio managers.
- Reconciled model forecasts to reported results each quarter and tightened revenue estimates to within 2% of actuals.
- Conducted management calls and expert interviews for three thematic projects on e-commerce and subscription models.

Research Intern Jun 2018 - Aug 2018
Morningstar, Chicago, IL

- Updated fair value estimates for 12 large-cap technology companies using discounted cash flow templates and analyst guidance.
- Checked financial data inputs against 10-K and 10-Q filings, correcting 40 discrepancies in the research database.
- Drafted two company summaries that were edited and published to subscribers.

CORE SKILLS

Equity research | Valuation | Earnings models | Sum-of-the-parts | Portfolio attribution | Channel checks | Industry analysis | Financial statement analysis | Bloomberg | FactSet | Excel | Python | Investment writing | Quantitative screening

EDUCATION

B.A. in Economics, Boston College, Chestnut Hill, MA

CERTIFICATIONS

CFA Charterholder | Bloomberg Market Concepts (BMC) | FINRA Series 86 and 87