



My name is Eike Rabe and I study Business Administration at Frankfurt School of Finance and Management. During my internship at Dr. Kalliwoda Research GmbH, I had the opportunity to delve into the intricate world of financial valuation. My primary responsibilities included formulating and implementing comprehensive valuation methodologies for small-cap and S-DAX companies. I utilized Discounted Cash Flow (DCF) models extensively to ensure precise financial forecasting. This hands-on experience enhanced my skills in evaluating companies, a fundamental aspect of financial analysis.

Another key aspect of my role was the design and crafting of company profiles. These profiles were tailored to provide the sales team with concise overviews of potential clients. This strategic approach not only facilitated the sales process but also strengthened our research-led customer acquisition efforts. It was gratifying to witness how these profiles streamlined the engagement with potential clients, contributing to the overall success of the team.

What I found most enriching during my internship was the opportunity to engage in conversations with CEOs and CFOs. This direct interaction provided invaluable insights into the decision-making processes at the executive level. Listening to their perspectives and learning from their experiences was a highlight of my internship, enhancing not only my technical skills but also my understanding of the broader business landscape.

This internship has been a pivotal experience, solidifying my commitment to pursuing a career in the financial industry. The exposure to real-world financial analysis, client engagement, and interaction with industry leaders has not only honed my skills but has also fueled my enthusiasm for the dynamic and challenging field of finance. Therefore, I would like to express my sincere gratitude for the invaluable learning experience provided by Dr. Kalliwoda during my internship. I am truly thankful for the guidance and support received. I look forward to applying these learnings as I continue to pursue my career aspirations in the financial sector.

Eike Rabe