

Anushikha Sharma

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

Master of Business Administration – **MBA**

GMAT: 740/800

08/24

- **Track:** Management of Innovation and Product Development
- **Honors:** McGowan Fellow: Full-tuition scholarship and leadership coaching, Forte Scholar, ROMBA Scholar
- **President:** Tepper Graduate Business Association (MBA Student Government)
- **Memberships:** Business & Technology Club, South Asian Business Association, Out & Allied, Net Impact

BUCKNELL UNIVERSITY

Lewisburg, PA

B.Sc. in Computer Science Engineering and B.A. in Women's and Gender Studies

05/19

Minor: Mathematics

- **Memberships:** President and Founder: Association for Computing Machinery – Bucknell Women's Chapter, Director: Common Ground Diversity Retreat, Leader: Bucknell's International Orientation Program
- **Honors:** Computer Science Distinguished Senior Award, Burma-Bucknell Award for outstanding contributions to intercultural understanding, Dean's List, United World Colleges Scholar

EXPERIENCE

MICROSOFT

Redmond, WA

Product Manager Intern, Power Apps

05/23-08/23

- **Product Management:** Led team to modernize the Create Page of Power Apps by defining and implementing enhancements to improve usability through intuitive design, contributing to product OKR of NPS > 45
- **Cross-Functional Leadership:** Engaged with diverse stakeholders and partner product owners to define roadmap, deliver wireframes, and ensure seamless design-development integration, all aimed at accelerating time-to-market
- **Data-Driven Decision Making:** Conducted user interviews and analyzed telemetry data, using Kusto queries and Azure Data Explorer, to uncover user requirements and recommend modifications to Create Page
- **Product Strategy:** Championed Copilot integration and enterprise-focused creation experiences to drive AI adoption for Power Apps users. Presented recommendations to senior leadership to secure endorsement

AMAZON

Seattle, WA

Pre-MBA Technical Product Management Immersion Program

06/22-07/23

- **Product Strategy:** Championed the adoption of virtual production and zero-emission sets to support Amazon Studios' sustainability goal of being carbon net-neutral by 2040
- **Leadership Coaching:** Selected in competitive program to receive guided mentorship in Amazon's leadership principles

MOODY'S ANALYTICS

New York, NY

Software Engineer (08/21-07/22)

08/19-07/22

- **Frontend Engineering:** Managed frontend feature development and maintenance for Capital Markets team
- **Cross-functional Coordination:** Accelerated features to market via agile coordination with 20-member team of engineers, testers, designers, and product managers
- **UX Process Improvement:** Developed APIs and shared component library to accelerate frontend development cycles by ~10%
- **Leadership:** Planned in-person events as Secretary for Pride ERG to improve employee engagement
- **Mentorship:** Mentored high school students in Girls Who Code to inspire interest in technology

Associate Software Engineer - Moody's Analytics Technological Rotation Program (08/19-07/21)

- **Product Development:** Delivered interactive widgets analyzing government data to assess client ESG risks
- **UX Design:** Improved user experience and accelerated development cycles for all frontend development teams through a reusable UI design system created in collaboration with the Moody's UX department
- **Quality Assurance:** Reduced risks and improved code quality by developing test automation frameworks
- **Innovation:** Prototyped onboarding slackbot to streamline and simplify new employee orientation

Software Engineering Intern (05/18-08/18)

- **Web Application Development:** Created APIs and performed frontend maintenance for internal employee portals

ADDITIONAL INFORMATION

- **Programming Languages:** React, JavaScript, HTML, CSS, SQL, Python, MongoDB, Cypress, Jest
- **Interests:** User-Centered Design, Gender and Financial Literacy, Travel, Poetry

CHARITY DAVIS

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EDUCATION

University of Florida

Master of Business Administration, Warrington College of Business

May 2025
Gainesville, FL

- Focus Area: Business Analytics
- Merit Scholarship Recipient

University of Alabama at Birmingham

Bachelor of Science in Psychology

May 2021
Birmingham, AL

- Presidential Honors List, 2019-2020; Full Presidential Scholarship Recipient
- GPA: 3.5

EXPERIENCE

Superior Fence and Rail of Birmingham

Data Analytics Intern

2023
Birmingham, AL

Performed data analysis and model creation for Superior Fence and Rail, a small business serving rural, residential customers in greater Birmingham. Provided data analysis which supported the acquisition of 200+ customers within 1 year of operations.

- Created job pricing model based on component costs, labor costs, region, competition pricing, and fence type to enable decision-making by business leaders. Utilized data model to create a decision-making tool for sales representatives, ensuring accurate and profitable customer estimates. Implementation of the tool delivered a consistent 30% profit margin on all future job estimates.
- Developed commercial pricing model after conducting competitor pricing analysis. Created price calculator which was adopted by management and provided framework responsible for securing 3 commercial clients in the Birmingham area.
- Analyzed business operations to identify opportunities to optimize and streamline essential job functions. Clarified roles and responsibilities, developed job descriptions, and defined responsibilities for General Management, Sales, and Admin roles.
- Utilized customer relationship management (CRM) software, to develop product models, respond to customer leads, schedule appointments, complete follow-ups, and facilitate installations for a growing customer base.

Odyssey Behavioral Healthcare

Admissions Coordinator (2022), Recovery Care Specialist (2021 – 2022)

2021 – 2022
Birmingham/Columbiana, AL

Managed client admissions and intake for Odyssey Behavioral Healthcare, a psychiatric group with 34 facilities nationwide. Managed communication with callers seeking care at Residential Treatment Centers, managing a typical caseload of 13+ clients via Salesforce.

- Performed data analysis on active employee time windows and developed a plan to restructure employee schedules. Implementation resulted in a 56% reduction in on-call hours while achieving an 18% increase in live call windows. Spearheaded analysis which met the team's goal of <5% of calls going to voicemail.
- Led client and insurance company outreach efforts to ensure prompt treatment facility admission. Achieved above-average conversion rates, securing the team's highest admissions and conversion rate in June 2022 (9 admissions, 24% conversion).
- Audited all case leads on a daily basis to ensure completeness and compliance, submitting all documentation to Center management for review. Identified errors and escalated issues to corresponding teams and directors as needed.
- Delivered daily hands-on care to 20+ individuals receiving eating disorder treatment. Performed observations, led therapeutic groups, and provided emotional support. Collaborated with Center leadership and HR to maintain regulatory compliance.
- Created 5 customized email templates for common internal client emergencies and occurrences requiring prompt communication.

Crisis Center

Crisis Counselor

2020 – 2021
Birmingham, AL

Provided counseling/resources to 150+ callers in crises. Delivered suicide prevention support to ensure caller safety, rapidly assessing caller risk levels and creating intervention plans. Completed extensive crisis response training to obtain crisis prevention certification.

Heart Gallery of Tampa

Intern

2019
Tampa, FL

Performed data collection and curated 4 promotional campaigns for Tampa's Heart Gallery, a nonprofit organization connecting adoptive children with families. Collected survey data from 80 national chapters, co-led 4 campaigns ranging from virtual promotions to community exhibits, and conducted outreach to community partners, leading to 4 additional partnerships and increased funding.

ADDITIONAL DATA

- **Technical Skills:** Excel, Pivot Tables, Microsoft Office, Intuit QuickBooks, Salesforce, BestNotes Charting Software
- **Extracurriculars:** Safe Zone GCL (2020), Peer Mentor Coordinator (2018-2020), Leadership Education Dialogue Conference (2018), Social Justice Advocacy Council (2017-2021), Honors College Day of Service (2017)
- **Global Community Leadership Honors Program:** President (2019-21), Community Education and Advocacy Chair (2018-19)

Roy Ejiakuekwu

479-721-3424

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e.roy@wustl.edu

Current MBA candidate with 3+ years leadership experience in Project and Operations Engineering. Presently seeking opportunities to enhance my skills in Product and Brand Management to promote innovative growth. Former Division 1 Full Merit Great Britain Track and Field Scholar Athlete from Manchester, England.

EDUCATION

WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL, St. Louis, MO May 2025

Master of Business Administration— Supply Chain and Marketing Concentration

- Co-President of Olin BranchOut – Olin's LGBTQ+ Professional Club
- ROMBA & McDonnell International Scholars Academy Fellow

UNIVERSITY OF ARKANSAS, Fayetteville, AR Dec 2019

Master of Science in Operations Management, Emphasis in Project Management

Bachelor of Arts in Economics

PROFESSIONAL QUALIFICATIONS

- | | | |
|----------------------|-----------------------|----------------------|
| • Data Visualization | • Project Management | • Six Sigma |
| • Data Analysis | • Brand Marketing | • Global Perspective |
| • Data Forecasting | • Product Development | • Public Speaking |

PROFESSIONAL EXPERIENCE

FEDEX GROUND, St. Louis, MO 2020 - 2023

Engineering Specialist II – Lead Project Engineer and Change Manager

- Operated as a subject matter expert for the implementation of Dock Management Tool. Led companywide presentations to ensure 50 Engineering Specialists across the United States and Canada understood how to fully utilize the application.
- Tested multiple new software configurations within the lead pilot district to ensure minimum success rate of 85%, enabling an efficient rollout by the leaders from IT and expansion division to 600+ facilities nationwide.
- Acknowledged by VP for outstanding service and lead district for outbound service. Consistently worked over 4 million packages weekly during the pandemic and provided critical relief to multiple companies and districts across the county.

Engineering Specialist I – Lead Outbound Engineer

- Acted as the lead Outbound Engineer to 15 FedEx Ground facilities across Missouri, Illinois, and Indiana. Led weekly team meetings with 20 managers underlining individual performance and critical company KPI's.
- Produced weekly facility volume projections between 20K – 400K packages using data analysis and expected market growth.
- Used historical data to forecast facility requirements of over 900 staff for the largest automated FedEx facility in the country and collaborated cross-functionally with HR to ensure each stations demand were fulfilled.
- Achieved a company cost savings of over \$100,000 annually from service audits, facilitating manager training and efficaciously transitioned 10 manual stations to a new sortation system allowing for immediate dock enhanced performance.

INTERNATIONAL MANAGEMENT GROUP, Fayetteville, AR 2018-2019

Partner Service Intern – Brand and Marketing Division

- Supported a multimillion-dollar marketing portfolio in delivering sales commitments to key associates throughout major Razorback events at the University of Arkansas. These partners included Toyota, FedEx and AT&T.
- Managed multi-channel marketing campaigns including arena, social media, and TV coverage marketing which drove sales growth by 2.5% annually.
- Created campaign pitch decks and standardized existing contracts to improve both efficiency and productivity. This resulted in saving 10 additional hours a month within my team's operations.

NIKE INC, CHICAGO, IL 2018-2018

Brand Marketing Intern – North America Sportswear Division

- Strategized and managed all aspects of a brand activation from managing product development to the execution of the event. Drove 86% sell-thru for Nike x Ju Working On Project launch.
- Directed key influencer marketing strategy, leading strategic product placement for 1000+ upcoming apparel and footwear launches resulting in over 500k social media views.
- Assisted the ground seeding of the Virgil Abloh Presto release to generate global awareness for the 2018 Louis Vuitton collection during Paris fashion week.
- Developed a key influencer pitch focused on building a more concise systematic process for incoming products. This enabled a 48-hour product turnaround from Warehouse to Brand Ambassadors for maximum social media visibility before product lunch while also providing \$5,000 of apparel for local nonprofit charities.

AWARDS/ACTIVITIES/INTERESTS

- Awards: SEC & Deans Academic Honor Roll, USTFCCA 6x All American, FY21 District Engineer of the year, FedEx Bravo x2
- Computer Skills: Microsoft Suite, Power BI, SAP
- Interests: Track and Field, Photography & Editing

Rebecca T. Garcia

317-709-0310

<https://www.linkedin.com/in/rebeccatgarcia/>

garcia.r.t@wustl.edu

Systems-oriented MBA candidate with 6 years of program management experience focused on data analysis leveraging insights and minimizing collection errors and bias, and cross-cultural communication skills. Seeking to improve systems and processes through a supply chain, operations, or project-based internship within a related field.

EDUCATION

WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL, St. Louis, MO May 2025

Master of Business Administration—Operations & Supply Chain Management Concentration

- Consortium Fellow, Forte Fellow, ROMBA Fellow, BranchOut Co-President, Latin American Business Assoc. (LABA) Officer

INDIANA UNIVERSITY, KELLEY SCHOOL OF BUSINESS, Bloomington, IN May 2017

Bachelor of Science in Business, Marketing, International Business; Portuguese

PROFESSIONAL QUALIFICATIONS

- Process Improvement
- Systems Implementation
- Marketing Content Creation
- Project Management
- Customer Lifecycle Management
- DE&I Program Facilitation
- Data Management
- Statistical Analysis
- Cross-Functional Team Facilitation

PROFESSIONAL EXPERIENCE

ARCH GRANTS, St. Louis, MO June 2021-December 2022

Entrepreneur Recruitment Associate, Executive Assistant (2021-2022)

- Increased applications over 20% YoY resulting in the most diverse cohort for year 2022 for the annual startup competition and hosted the first in-person Finalist Pitch Day since 2019 for ~60 startups in collaboration with 100+ judges and partners
- Created and tested scoring and data methodology for mining and reviewing 1000's of applicant evaluations across several rounds to normalize scores, identify outliers within data sets, resolve potential inequities and identify bias
- Supported all facets of the mission of the 12-person organization including oversight of organizational operations, team retreats, board meeting management, and participation in cross-functional projects to maintain cohesion and excellence

EXPERIAN HEALTH, Remote, St. Louis, MO February 2021-April 2021

Applications Manager (2021)

- Consulted in the architecture and configuration of Gainsight Customer Success platform for an external-facing customer success team
- Designed a program utilizing 5 formats and sources to promote continuous learning and user adoption post go-live

GENESYS TELECOMMUNICATIONS LABORATORY, Indianapolis, IN May 2019-August 2020

Customer Success Operations Business Systems Analyst (2019-2020)

- Configured 4+ applications (Gainsight, Salesforce and others) to reduce daily bottlenecks by updating processes to reflect Customer Success leadership strategy and operational initiatives for day-to-day use and tracking
- Utilized cross-functional interviews, document analysis, and use cases to identify opportunities to reduce silos and duplication of efforts reducing in-app customer-facing tracking hours by 15% weekly
- Evaluated internal information and data structures from 5 sources to reconcile discrepancies and simplify Customer Success data to identify opportunities while improving end-user efficiency

BOLSTRA, Indianapolis, IN June 2017-May 2019

Customer Success Manager, Success Development Representative, Customer Marketing Specialist (2017-2019)

- Consulted and managed 5 Enterprise customer accounts from kickoff through optimization of the platform to solve business problems and retain accounts; designing and implementing their platforms to a v2 lifecycle to improve automated services and reach first value faster while predicting health changes and providing constant value-add
- Improved response rates and boosted prospect conversions into the sales pipeline by 50% from Q3 to Q4 by reorganizing the call cadence and content used by administrating and updating Salesforce
- Managed attendance of the TSW Conference including developing new marketing literature, promotional content, in-conference presentation and post-conference analysis to ensure quality of presence and improve impact at future events

SKILLS/ACTIVITIES/INTERESTS

- Language Skills: Fluent in English, Spanish and Portuguese
- Computer Skills: Beginner SQL, Adobe Suite, Microsoft Suite
- Interests: Cooking & Mixology, Backpacking, Photography & Editing, Golfing, Rock Climbing, Live Music, Cultural Events

KAREN GJELHAUG

River Falls, WI • (715) 312-0142 • gjelh005@umn.edu

EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN
Carlson School of Management
Candidate for **Master of Business Administration**
Forté fellow

May 2024

UNIVERSITY OF WISCONSIN-RIVER FALLS, River Falls, WI
Bachelor of Science – **Crops and Soils**
Emphasis: **Sustainable Agriculture**
Dean's List, GPA 3.8/4.0

May 2014

EXPERIENCE

LAND O' LAKES - WINFIELD, Arden Hills, MN
Associate Marketing Manager Intern

June 2023 – August 2023

- Identified \$20 MM gross margin opportunity for two business units to cross-sell complimentary products within the crop inputs category through extensive data cleaning and analysis
- Developed and presented a change management plan to outline product implementation order, staff roles, training, and resources needed to capitalize on identified opportunity

CARLSON BRAND ENTERPRISE, Minneapolis, MN
MBA Consultant: B2B Marketing Engagement

January 2023 - Present

- Conducted and analyzed 40+ in-depth interviews and 125+ survey responses to segment customer base to help brand leader in manufactured countertops understand key characteristics about their customers
- Presented customer segmentation findings and insights to executive leadership enabling them to better meet changing customer needs

MINNESOTA CROP IMPROVEMENT ASSOCIATION, Saint Paul, MN
Organic Certification Specialist/Inspector

June 2017 – June 2022

- Reviewed and approved ~50 new food product formulas and labels annually while maintaining 30-day timelines to meet customer needs
- Led cross functional team organic inspections on ~40 farm and food processing facilities annually and performed mass balance and trace back audits to verify traceability of organic production
- Increased client numbers by 20% 3 years in a row by developing new forms and database modules which improved workflow efficiency
- Digitized paper filing system to Office 365 which enabled remote work and improved file review time by 15%

Standard Seed Testing Lab Assistant

November 2016 - June 2017

- Performed over 2,500 seed tests annually in collaboration with team to meet customer needs
- Conducted purity, germination, tetrazolium, and vigor tests on a variety of crop samples while applying regional, national, and international regulations to issue reports to customers

WARM FIELDS FARM, Ellsworth, WI
High Tunnel Manager

March 2014 - October 2017

- Increased productivity by 25% over 3 seasons and expanded farm operations by developing a new farm plan and management practices with farm owner
- Implemented a variety of new techniques to prevent pest and disease damage to achieve high yields under organic management practices

LEADERSHIP & COMMUNITY INVOLVEMENT

- Whole Earth Market Co-op, Board Member
- Carlson School MBAA, Academic Affairs VP

September 2022 - current

September 2022 - current

MEGAN SHKOLYAR

She/Her

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EDUCATION

CORNELL SC JOHNSON COLLEGE OF BUSINESS

Ithaca, NY

Master of Business Administration

2025

- Custom intended Immersion focused on the intersection of Corporate Finance, Technology, and Entrepreneurship
- ROMBA Fellowship Recipient; Forté Scholarship Recipient
- Clubs: Big Red Ventures, Johnson New Venture, High Tech Club, BR Tech Strategy, Ventures through Acquisition

CORNELL UNIVERSITY, SCHOOL OF INDUSTRIAL AND LABOR RELATIONS

Ithaca, NY

Bachelor of Science; Honors

2020

- Cumulative GPA 3.87

PROFESSIONAL EXPERIENCE

ACCENTURE

New York, NY

Strategy Consultant

2022 - 2023

- Guided a team of one analyst and three interns to deliver a comprehensive Prime Value Chain analysis, Full Time Effort Analysis, and Insight pack for critical functions across Finance, Accounting, & Sourcing
- Served as the Architect for Data Engineering Operating Model Design, driving content creation, governance structure, and roles/responsibilities design based on 30+ Client stakeholder interviews & Data Engineering SMAs
- Directed content creation and design of Digital Role Profiles (Personas), aligning Clients' seven key priority program changes with roles across digital value chain
- Facilitated four impactful internal strategy ideation sessions on long-term implications of Clients' business strategy for designated roles such as Demand Planner, Supply Planner, Frontline Sales Leader, and Key Account Managers
- Conducted Market Sizing of Beauty Wellness Industry in the U.S, developing sophisticated models, calculating 5 Year CAGR projections based on historical data, & Total Addressable Market per segment resulting in a TAM of \$850bn+
- Analyzed quantitative customer research led by Accenture AI Studio, strategically determining segment-specific data and generating five actionable insights for ultimate client recommendations

Senior Strategy Analyst

2021 - 2022

- Managed a cross-functional team of 10 individuals across three time zones to create an integrated Metaverse business strategy for a Global Consumer Goods Client
- Built a strategic plan for project roll-out, including proposed use-cases in three different areas: supply chain digital twins, network transparency, and blockchain technologies
- Developed a Go-to-Market Strategy during a Due Diligence phase for a potential Ecosystem Partnership (ESP) between Accenture and Client, specifically developing the Launch Plan and potential sales pipeline totaling \$250mm

Management Consultant Analyst

2020 - 2021

- Conducted and summarized research on five Life Science organizations to identify best practices in Supply Chain operations for Cell Gene therapy as part of a benchmarking assessment for Client
- Presented benchmarking findings of best practices to VPs of R&D, Supply Chain, and Technology; identified three areas for growth and advancement resulting in \$1mm project extension
- Led value realization workstream to identify \$4.6mm in OpEx cost savings year over year for Client; created a detailed business case and plan on how to launch each use case for Client during software go-live

ADDITIONAL INFORMATION

- **Technical:** Google (Analytics, Docs, Sheets, Slides, Ads) Mural, Miro, Minitab, Microsoft Suite of Services (PowerPoint, Excel, Word), WordPress, SAP, Stata
- **Personal Interests:** Pilates, pottery (mugs, bowls), running, traveling, tennis and swimming
- **Achievements & Volunteer Experience:** Completed the 2023 Brooklyn Half Marathon; Published undergraduate honors thesis titled "Is the American Dream Still Alive?"; Volunteer at Rescue City

QUINN BADER

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EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

M.B.A., Full-Time Program, Finance Specialization, 3.94 GPA, GMAT: 750, GRE: 169V 168Q

June 2024

- *Honors:* ROMBA Fellow (only student of 3000 applicants to receive 50% tuition LGBTQ+ diversity fellowship), Anderson Exceptional Student Fellow, Out Friends & Family Fellow, 2nd Place - ROMBA Consulting Case Competition, Dean's List
- *Leadership:* President - Wine Club @ Anderson, VP of Professional & Alumni Relations - Out@Anderson

UNIVERSITY OF SOUTHERN CALIFORNIA

Los Angeles, CA

B.A., International Relations and the Global Economy, 3.75 GPA, Magna Cum Laude

May 2019

- *Honors:* Presidential Scholar (50% tuition given to top 0.5% of applicants), Resident Honors Program (20 students annually)
- *Leadership:* Social Director - Delta Phi Epsilon, PR Chair & Events Coordinator - Residential Student Government
- *Internships:* CNN International, NBC Nightly News, Office of U.S. Senator Kamala Harris, Israel Ministry of Tourism

EXPERIENCE

EY-PARTHENON

Los Angeles, CA

Summer Consultant

June 2023 – August 2023

- Collaborated with top-10 private equity firm to transform \$4B healthcare client's cash flow management; spearheaded workstream that identified opportunities to reduce early payments within Accounts Receivable and renegotiate supplier contracts; led global data team to guide data clean-up, analysis, and visualization efforts
- Analyzed transaction-level client data and created presentation deck to communicate insights on drivers of \$23M of realized value capture from improved procurement and cashflow management; built financial models that quantified untapped opportunities and presented recommendations for capturing \$19M of additional value during project renewal negotiations

LILT Neural Machine Translation Services, a Sequoia & Intel Capital-backed company

Washington, D.C.

Account-Based Marketing Manager

March 2022 – June 2022

Account Development Representative

May 2021 – March 2022

Analytics & Problem-Solving

- Created marketing team's vertical-specific strategy for faith-based organizations, which became the commercial organization's highest source of potential revenue at over \$1.1M within one month
- Conducted research into prospective clients through publication review, web analytics, and industry monitoring; led qualification calls with industry executives and earned 250% of potential-revenue quota

Leadership & Stakeholder Management

- Increased volume of outbound marketing communications by 70% per account development representative over 7 months by leading 30+ trainings and building new CRM and email engagement messaging integrations
- Developed onboarding strategy, training seminars, and systemized feedback loop to grow development team in size by 300%

Strategy & Advisory

- Designed and implemented account-based marketing function by interviewing internal stakeholders and external vendors, resulting in adoption of a complete customer lifecycle strategy across the marketing, revenue, and development departments
- Recommended network-building strategy for VCs and personal connections twice weekly to Lilt's CEO, advancing partnership discussions with portfolio of enterprise accounts including Microsoft, Google, and Apple

FIELDWORKS Field Campaigning – President Biden & Sen. Mark Kelly

Phoenix, AZ

Deputy Campaign Director (2020 General Election)

October 2020 – November 2020

- Directed and managed over 60 part-time canvassers to lead field voter registration and door-knocking campaigns, reaching over 50,000 households and resulting in a historic election victory for both candidates
- Built a reporting structure through daily training, leadership delegation, promotions, and performance reviews, resulting in highest average number of doors knocked per canvasser out of 30+ offices in Arizona and nationwide
- Collaborated with directors nationwide to design and adapt canvasser training guides, pay incentives, and feedback initiatives, leading to a 2nd-in-the-nation canvasser retention rate

ADDITIONAL

- *Languages:* English (native fluency), Spanish (limited professional proficiency)
- *Software:* R for data analysis; Microsoft Power BI; Excel for data analysis; Salesforce CRM; Cision; Adobe Premiere Pro
- *Volunteer Work:* Mentor - Riordan Scholars Program, Coach - Anderson Career Teams, Text Volunteer Lead - Bernie 2020
- *Interests:* Left Bank Bordeaux Cup World Medalist, Creative writing, Michelin-guide treks, Skiing, Hiking, Global travel

ADE ADEYEMO

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EDUCATION

University of Florida

Master of Business Administration (MBA), Warrington College of Business

- MBA Focus Area: Strategy and Finance
- “Reaching Out” (ROMBA) MBA Fellow – awarded to students leadership/support for LGBT+ initiatives

May 2024
Gainesville, FL

University of Louisiana at Lafayette

Master of Science in Engineering, Major in Engineering

August 2022
Lafayette, LA

University of Ibadan

Bachelor of Science, Major in Petroleum Engineering

December 2012
Ibadan, Nigeria

WORK EXPERIENCE

Visa Inc.

Global Corporate Finance MBA Intern

Summer 2023
San Francisco, CA

Strategized revenue growth for 170+ Value-Added Services products within 5 business units (Acceptance Solutions, Advisory Services, Issuing Solutions, Risk/Identity Solutions, and Open Banking), totaling \$5B+ in combined revenue and \$2B+ in expenses.

- Designed comprehensive database for 170+ Value-Added Services products. Categorized products by pricing mechanisms, payment ecosystem charges, single vs. aggregated products, product drivers, and customer segments.
- Utilized data validation features (V-lookup, X-lookup, Count If analysis) and data visualization tool (Excel Pivot Table) to tag Value-Added Services FY22/23 revenues. Analyzed combined revenue of \$12B+ from Global Analytics Revenue Platform.
- Collaborated with 50+ employees within the business units and product owners to match products to product categories. Researched proxy drivers and performed correlation analysis for product drivers, establishing a correlation of 80% for Card Present and Customer Not Present drivers. Provided insights for drivers with strong relationship and revenue predictors.
- Performed qualitative and quantitative analysis from database by cutting revenue across the 5 regions. Established that 50% of Value-Added Services revenue is generated from Operations & Advisory services (including Visa Consulting & Analytics).
- Recommended disaggregation of 40% of Value-Added Services products to improve internal revenue reporting and analysis. Presented financial results to CFO, Chief Product Officer, and Product SVPs, demonstrating financial impact of analytics on budgeting, forecasting, expense saving opportunities, and product pricing insights.

First Bank of Nigeria

Head Financial Transactions (2019 – 2020), Team Lead – Non-Financial Transactions (2018 – 2019)

2018 – 2020
Lagos, Nigeria

Managed relationships with 500+ high net worth clients (\$1M+ in assets per client). Offered financial solutions and provided investment advisory on treasury bills, fixed deposits, commercial papers, and bonds. Increased revenue by \$15M semi-annually.

- Developed credit management strategy for 500+ clients (comprising corporate, commercial, and retail) with cumulative net worth of \$2B. Executed end-to-end evaluation on personalized company needs; segmented potential loans by company size and intent.
- Analyzed market and financial data to calculate client-specific investment forecasts for 100+ clients. Based on current interest rates, prepared quantitative financial overviews reviewing client’s potential treasury bill specifications, return on investment, etc.
- Employed focused target market strategy by disbursing \$100M+ in loans to small to medium enterprises, undertaking detailed credit appraisals. Secured collateral from lenders, resulting in a 40% increase in year-over-year revenue (\$25M to \$35M).
- Coordinated all banking operations and transactions relating to account opening, reactivation, card services, and complaint resolution. Generated revenue up to \$10M annually from onboarding new customers and increasing card issuance by 30%.

Leadway Pension Fund Administrator

Sales Associate

Spring 2018
Lagos, Nigeria

Recruited ~20 new weekly customers and managed 50+ existing customer interactions daily. Increased monthly sales/retirement savings account by 15%. Evaluated contributions by implementing personalized services, executing \$10M in retirement saving sales.

- Prepared proposals for new client opportunities by reaching out to external Human Resource teams to establish long-term relationships through pension plans. Recruitment process and corporate partnership plans increased revenue by 10%.

1G Energy Services Limited

Oil & Gas Business Developer

2016 – 2017
Lagos, Nigeria

Proposed, planned, and executed strategy initiatives for 8 oil and gas clients by forecasting gas spending and oil field utilization. Execution of projects amounted to over \$300M in revenue for a period of one year.

Air Liquide

Management Trainee

2015 – 2016
Lagos / Port Harcourt, Nigeria

Selected to participate in a cross-functional leadership program. Managed air separation plant logistics and key performance indicators, producing 1.5K+ tons per day of Nitrogen and Oxygen, generating \$2.5M in sales of domestic gas on a monthly basis.

TECHNICAL SKILLS

Databases & Data Analysis Tools: Microsoft Access, Minitab, JMP **Programming & Computing:** Python, R, Microsoft Excel

NICOLA YU (XIAO NAN)

Tel: (470) 263-1970 | Email: nicola.yu@yale.edu

EDUCATION

YALE SCHOOL OF MANAGEMENT

New Haven, CT

Master of Business Administration (MBA)

2025

- Forte Fellow, GMAT 730 Quantitative 51
- ROMBA fellow and conference session director, speaker

GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA

Bachelor of Science, Industrial Engineering, Emphasis on Quality & Statistics

2016

- High Honors; Dean's List; One of the 6 commencement speaker finalists
- President of World Vision Charity; Director of Institute of Industrial Engineers and Consulting Club
- Co-op program with Delta Air Lines, Quantitative Analyst Intern, 2015-2016
- Finalist of IXL Case Competition (ranked 3rd among 20+ teams nationally)

PROFESSIONAL EXPERIENCE

PLATE-X INC., (PLATE-X.COM, PART OF SINO-PEPTIDE CORP.)

New York, NY

CEO & Founder (Founders Boost 2020', Positive Planet 2022')

2019 - Present

- Led research, development, manufacturing, global logistics, and sales of all parent company Sino Peptide Corp food products
- Expanded market across 20+ stores in two countries; partnered with large chain stores including H Mart; served thousands of customers while managing the budget of operation and marketing
- Streamlined service offering by surveying 2000+ clients in person; increased customer satisfaction rate by 1000%+
- Led and coordinated 10 full-time employees overseas, and mentored 5 domestic interns on analytical work, marketing strategies, and communication skills

COLUMBIA UNIVERSITY

New York, NY

Digital Platform & Analytics Specialist / Senior Data Analyst

2019 - 2022

- Created an online platform with SQL Server databases for patient data-related analysis improving efficiency by 200%
- Drove automated procedures using R, SQL, and AWS for Epic clients for 500+ employees

NOVANTAS BANKING ANALYTICS & ADVISORY (NOW CURINOS)

New York, NY

Solutions Analyst

2018 - 2019

- Drove transformational improvements for 5+ large financial institutions by developing detailed plans through analyzing data, making recommendations, and coaching clients
- Synthesized quantitative analysis by using client data to give clients granular views of banks' performance

CAPITAL ONE BANK

Mclean, VA

Senior Data Analyst

2017 - 2018

- Led multiple analytical work-streams pinpointing targeted customer segments achieving ROI on \$5M+ annual marketing campaigns, ensuring 100% data quality using SQL
- Conducted quantitative analysis by using historical campaign results to further refine customer targeting process, increasing customer deposit rate by 15%; presented recommendations and results to senior leadership team

TASCITY INC

Atlanta, GA

CMO & Co-Founder

2016 - 2017

- Expanded consumer market at two campuses from zero to 300+ customers by building social media sites
- Designed best routes and times to deliver customer orders by analyzing customer and traffic data

ADDITIONAL INFORMATION

- Technical Skills: SQL, Python, HTML, CSS, Java, Linux, MATLAB, VBA, Tableau, AWS, Minitab, R, Salesforce
- Foreign Languages: English, Chinese (Native), Spanish (6 years), French (Basic), German (Beginner)
- Interests: Public Speaking (1000+ audiences), Travelling (30 Countries), Piano (Level 10), Minority Human Rights
- Certifications/Awards: NextGen 30 Under 30, Six Sigma Green Belt, Lean Green Belt

AISHANI MAJUMDAR

New York, NY | (510) 944 -6527 | aishani.majumdar@stern.nyu.edu | <https://www.linkedin.com/in/aishanimaj/>

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2025

Specializations in Strategy, Digital Marketing, Management, Leadership & Change Management, Tech Product Management

- Fellow, Consortium for Graduate Study in Management (full-tuition merit-based scholarship) & ROMBA

UNIVERSITY OF CALIFORNIA BERKELEY

Berkeley, CA

Bachelor of Science in Chemical Engineering

May 2019

- Co-founded first-ever student organization for luxury & retail careers, established, scaled and franchised to 5 campuses
- 2017 U.S. National Champion L'Oréal Brandstorm - presented business case for new men's grooming brand to global C-suite in Paris as top 40 global finalists chosen out of 25,000 teams
- Founding staff of re-modeled Orientation Program: optimized programming to increase engagement of 9000 students

EXPERIENCE

RODAN + FIELDS (2016-2021 #1 Premium Skincare Brand in US, CAN, AUS)

San Francisco, CA

Promoted continuously within company over 4 years in different divisions with holistic exposure to the business.

Assistant Marketing Manager

2021 - 2023

- Acting Brand Manager for \$300MM product portfolio and in-charge of the only core portfolio new product launch of 2023 (July 2023); \$25 MM forecast (14% of 2023 plan):
- Led innovation strategy with 30+ cross-functional team and commercial GTM launch plan with 100+ cross-functional team for skin care product with compelling competitive edge
- Developed business cases for 3 products, received C-Suite and board approval: led team of 20+ and responsible for pricing, margin, forecast, formula, packaging design clinical studies, and value proposition (Top 2 Box PI Score of 83%)
- Saved company 3 months of cross functional work and additional \$200K R&D spend by building a business case to help CMO persuade board of directors and founders to prevent major strategy pivot
- Devised robust commercial GTM plan with VP of Sales and coordinated all cross-functional efforts (team of 50+). Executed plan for a July 2023 launch with \$25 MM forecast for 2023.
- Launched award-winning recruiting campaign in partnership with senior leadership and an external agency; yielded strongest direct selling recruiting in past 3 years
- Pioneered commercial strategy to solve expansion challenges to attract Hispanic & Black consumers with 2023 product launch; first core market expansion & diversity strategy for company
- Spearheaded first-ever product portfolio naming strategy in partnership with Chief Legal Officer
- Directed commercial GTM launch of annual travel-promotion (\$15MM - 8% of Q2 revenue) by influencing 20+ cross-functional team and advocating for new and modernized campaign
- Co-led Pride 2021 & 2022 (on culture committee); persuaded executives to hire local community leaders

Product Marketing & Product Development Coordinator

2019 - 2021

- Launched major brand re-launch in 2020 (by supporting senior manager) including 8 products and 64 SKUs and turned around declining sales for \$250 MM product franchise – 25% of total revenue
- Orchestrated launch operations by leading 300+ enterprise-wide team of digital, finance, tech, and supply chain
- Established enterprise-wide process used by 600+ global team by centralizing resources & data, and solving uncharted problems after restructuring of supply data flow, site merchandising and pricing strategy on eCommerce platform
- Partnered with FP&A to co-lead new portfolio pricing strategy for core business (64 SKUs)

BIOSSANCE/ AMYRIS (Leader in Clean Beauty)

EMERYVILLE, CA

Product Development Coordinator (Partnered Directly With CEO)

2018 - 2018

- Built portfolio & brand strategy for sub-brand "Pipette" (2019 launch and sold at Target nationally - \$15MM)

ADDITIONAL INFORMATION

- Volunteer: Advisory Board Member at Transgender District 2022, Board member at Parivar Bay Area 2019-202
- Skills: Workfront, Illustrator (intermediate), Microsoft Office, Project Management Software (ACE)
- Languages: Fluent in Bengali and Hindi. Conversational in Indonesian. Limited proficiency in French
- Interests: Avid Snowboarder; Figure skater; 12 years of classical training in art (specialty: acrylic painting on canvas, glass and ceramic)

ALEXANDER L. BJELDE
Cambridge, MA 02139
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education

2023 - 2025

HARVARD BUSINESS SCHOOL

BOSTON, MA

Candidate for Master of Business Administration, May 2025

- 2023 HBS Reaching Out MBA Fellow.
- Clubs: Management Consulting Club, Pride Club, Sustainability Club, Energy & Environment Club.

2017 - 2020

COLUMBIA UNIVERSITY

NEW YORK, NY

Bachelor of Arts - Political Science, Special Minor in Business Management

GPA: 3.8.

- Magna Cum Laude, Dean's List Every Semester, 2020 Beacon Fellow, 2019 Pi Sigma Alpha Honoree.

experience

2020 - 2023

BNP PARIBAS, CONSULTING AMERICAS

NEW YORK, NY

2023 - 2023

Consulting Assistant Vice President

- Overhauled Latam strategy given new market context and oil & gas industry exit, refocusing core growth levers to grow 15% to 2025; worked directly with Head of Latam and CEO of Americas; led market analysis & strategy design; managed analyst.
- Directed design of Digital Infrastructure investment business case and strategy, targeting \$2B in investment across data centers, fiber and telecom towers resulting in sector entry by BNPP and translating into \$55M in revenues by 2025.
- Managed four first year analysts across four projects; determined responsibilities, assigned and reviewed work, and mentored on quantitative analysis and narrative-development over 1+ years.

2020 - 2023

Consulting & Transformations Analyst

- Developed Corporate and Investment Banking 4-year strategic plan in collaboration with 6 heads of business, 8 heads of product to outline growth strategy across 8 products & 19 sectors, boosting revenue by 25% or €1B by 2025.
- Designed Americas Renewables strategy, targeting \$60M revenue growth by focusing on financing solar, wind & battery projects; spearheaded market analysis and presented to global CEO in Paris. Tapped to lead global renewables strategy.
- Redefined corporate sector taxonomy for Global Banking platform; analyzed 19 sectors and benchmarked headcount to American peers delivering re-organization of 700-person platform and updated banker hiring strategies.
- As BNP Paribas Jr. Board Member (Jan. 2021 - Jan. 2023), devised framework for junior learning & development, partnered with HR to improve training, outline curriculum, & open development opportunities for 12+ juniors each year.
- Spearheaded development of strategy to increase black talent harnessing data, interviews, & thought leadership to design recruitment & retention policies alongside HR & black employee affinity group.

2012 - 2017

GERMAN NATIONAL TEAM

OBERSTDORF, DE

2012 - 2017

World-Ranked Competitive Figure Skater

- Ranked in top 70 worldwide (top 15 in 2014) by International Skating Union; 16 international medals.
- Two-time German National Vice Champion and one of 2 top German male skaters with prospect to represent Germany at 2018 Winter Olympics until skating injuries led to retirement in 2017.

community

Co-President, Stonewall Quarter Share (Jan. 2021 - Present), Board Member (Jan. 2020 - Present).

Designed new member acquisition and fundraising strategies during Covid-19, increasing annual donations to ~\$100,000 in 2022, funding \$54,000 in grants to LGBTQ+ organizations. Grew membership to record 157 members donating monthly.

Mentor, Virtual Enterprises International Global Innovation Challenge (2022). Guided high-school group in challenge to build business case for community-driven solution to climate change.

personal

Beacon Fellow (2020). MBB-level global consulting fellowship for undergraduates in London, U.K. Led market research study for fintech firm Revolut under guidance of BCG consultant with 11 other fellows.

Interesting Facts: Opera lover; attended 23 performances at the Met Opera. On a mission to visit every restaurant featured in Chef's Table (5 as of today) plus every speakeasy in NYC (20+).

AMBER BUSHEY (THEY/THEM)

(262) 215-7072 • [linkedin.com/in/amberbushey](https://www.linkedin.com/in/amberbushey) • ambushey@wisc.edu

PROFILE

STEM MBA candidate and product manager with eight years' experience in strategy and product development. Seeking opportunities that leverage experience managing global product and business strategy initiatives.

EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI 2022 – 2024

Master of Business Administration Candidate

- Specialization: Technology Strategy and Product Management
- Leadership: Reaching Out MBA Fellow, President of Out for Business (LGBTQ+ MBA Organization)

Carleton College, Northfield, MN 2010 – 2013

Bachelor of Arts, Political Science/International Relations

- Concentration: East Asian Studies; Studied at East China Normal University in Shanghai, China in 2012
 - Graduated with Honors: Magna Cum Laude; Mortar Board; Phi Beta Kappa; Carleton Fenyang Fellowship
-

PROFESSIONAL EXPERIENCE

General Motors, Remote 05/23 – 08/23

Strategy and Innovation MBA Intern

- Conducted industry research on the electric vehicle charging market and recommended three strategic charging partners to support General Motors' last-mile delivery business.
- Presented a product opportunity assessment for the retail pharmacy industry to inform future investments.

State of Wisconsin, Remote 03/22 – 05/23

Strategic Management and Planning Consultant

- Managed a transformation initiative to assess the impact of remote work and implement improvements to strategic planning and digital performance management processes across all state agencies.

Axiom, New York City, NY 10/19 – 03/21

Product Manager / Senior Product Manager

- Directed Axiom's internal talent search and pricing platform, utilizing Agile and Scrum practices, with responsibility for developing the product roadmap, conducting user research initiatives, refining user stories into product requirements, continuously prioritizing features, and maintaining the product backlog.
- Led a product pricing transformation and presented cost-benefit analyses to executive stakeholders for a proposal that would improve company profit margin ~3% over a 5-year period by migrating product lines from a cost-plus pricing model to a dynamic pricing model.
- Collaborated with engineering and design teams through the full product lifecycle, from ideation, technical design, and development to the testing, production, release, and ongoing optimization of product features based on end-user feedback.

Axiom, New York City, NY 06/16 – 10/19

Analytics and Operations Manager / Senior Manager

- Established and managed a new People Analytics team of three, with responsibility for talent-related KPI and reporting development and HR technology investments; implemented a new applicant tracking system and headcount planning process, resulting in a 15% reduction in time to fill revenue-generating roles.
- Oversaw all employee engagement survey and response efforts, with a focus on experiences of women at Axiom to understand causes of underlying gender inequity highlighted in survey results; program resulted in flexible work-from-home policies and a 5% improvement in employee retention.

Axiom, Minneapolis, MN / Toronto, ON, Canada 06/14 – 06/16

New Market Growth Analyst / Associate

- Managed the integration process for the acquisition of Cognition, a Toronto-based law firm, developing an integration playbook to be used for future M&A activities and adding ~\$2M to Axiom's book of business.
- Co-led go-to-market launch of a new legal services business in Minneapolis, resulting in ~\$1.5M in new business revenue during year one.

AMBER BUSHEY (THEY/THEM)

(262) 215-7072 • [linkedin.com/in/amberbushey](https://www.linkedin.com/in/amberbushey) • ambushey@wisc.edu

TECHNICAL SKILLS AND TOOLS

- Key Skills: Strategy Development, Financial Analysis, Product Management, Product Roadmap Development, User Story / Product Requirements Development, Backlog Prioritization, UX Design, Wireframing, User Research, Data Analysis, Data Visualization, Product Marketing, Agile Project Management, Market Research
- Software and Tools: Jira, Confluence, Aha!, Tableau, Google Analytics, SAS, SQL, Salesforce, Workday, Excel, PowerPoint

Andre B. Kish

(203) 215-9458 | andrekish@brandeis.edu | www.linkedin.com/in/kishandre

EDUCATION

Brandeis International Business School, Waltham, MA

Expected May, 2024

Candidate for M.A. in International Economics and Finance (STEM-Designated)

ROMBA LGBTQ Graduate Fellowship and Fruitt Family Scholarship (100% tuition)

Current GPA: 3.69

Relevant coursework: Applied International Macroeconomics, Behavioral Finance, Analyzing Big Data I, and Investments

College of Arts and Sciences, Brandeis University, Waltham, MA

May, 2022

B.A. in Islamic and Middle Eastern Studies; Politics

Humanities Fellowship and Traquina Family Endowed Scholarship

Major GPA(s): 3.71, 3.87

Relevant coursework: Arms Control in the Middle East and Asia, Economics of the Middle East, and Technological Rivalry

WORK EXPERIENCE

Office of China Coordination, **U.S. Department of State**, Washington D.C.

September 2023 - Present

Research Intern (virtual)

- Translates, summarizes and Persian (Dari) language media and news for staff based in Almaty, Kazakhstan
- Writes primary and secondary source based reports on the People's Republic of China engagement in Afghanistan
- Provides research and editing support to various projects for regional China officer

Project Citizenship, Boston, MA

Program Assistant

August, 2023 - Present

- Rewrites programming standard operating procedures after departure of 70 percent of programming staff
- Manages and delegates work to temporary staff during period of organizational transition and stabilization
- Onboards and trains new full time staff members to ensure procedural and data integrity in Salesforce database

New American Integration Program AmeriCorps Volunteer

September, 2022 - July, 2023

- Prepares and submits N-400 and N-600 citizenship applications for Legal Permanent Residents
- Reviews and revises N-648 Medical Disability Waiver forms for accuracy and sufficiency
- Manage large volume of English language phone and electronic communication using Salesforce, Outlook, and Teams
- Manage external relationship with MA Executive Office of Health and Human Services and MassHealth to ensure that more than 70 percent of clients apply with a Medicaid fee waiver

H&R Block, Cambridge and Somerville, MA

November, 2022 - September, 2023

Tax Professional II

- Conducted tax interviews and prepared over 100 federal, state and local tax returns for individuals and entities
- Specialized in the preparation of individual returns for those with non-resident tax status and various visa statuses
- Coordinated communication and billed more than 30,000 dollars in preparation revenue

The Western Jihadism Project, Department of Politics, **Brandeis University**, Waltham, MA

September, 2019 - June, 2020

Research Assistant

- The Western Jihadism Project Data Collection, is a web database designed to study Al-Qaeda-inspired terrorist offenders in Western Europe, the Antipodes, Canada, and the United States
- Trained in project-specific coding scheme for data collection and entry
- Collected data from open sources including government reports and press releases, court documents, news articles, and social media postings

SKILLS AND ACTIVITIES

Technical: Proficient in use of Salesforce (CRM), STATA, RStudio, Excel and Microsoft SharePoint/Office. Familiar with MySQL and Python

Language: Persian Farsi/Dari (fluent), Modern Standard Arabic (intermediate), Sorani Kurdish, Spanish, and Uyghur (basic)

Activities: Undergraduate Departmental Representative for Islamic and Middle Eastern Studies (2019-2020) and Brandeis Rowing Team (2018-2021)

Annie Goodridge

Boston, MA 02130 | Phone available upon request | goodrida@bu.edu | [linkedin.com/in/annie-goodridge](https://www.linkedin.com/in/annie-goodridge)

EDUCATION

MBA, Health Sector Management; MPH, Epidemiology and Biostatistics

Expected May 2024

Boston University Questrom School of Business & School of Public Health; Boston, MA

BA, Mathematics

May 2018

Oberlin College; Oberlin, OH

RELEVANT WORK EXPERIENCE

VERTEX PHARMACEUTICALS; Boston, MA

2023

Health Economics and Outcomes Research Intern (Summer 2023) | MBA intern in pharmaceutical outcomes research

- Prepared materials for drug utilization review board meetings using published HEOR (burden of illness, economic model, cost effectiveness analysis, claims) research and clinical data to support Medicaid reimbursement
- Assisted in early execution of 3 non-interventional health resource utilization studies by reviewing and validating table shells and protocols and collaborating with relevant vendors
- Conducted a targeted literature review of published burden of illness evidence for a pipeline product's indicated population to identify valuable and productive topics for evidence generation
- Presented results of summer projects to the commercial leadership team
- Engaged in cross-functional strategic meetings for pre-launch planning of new product

BOSTON MEDICAL CENTER; Boston, MA

2022 to 2023

Research Assistant (1 year) | Assistant collecting data for a research project in pediatric emergency medicine.

- Extracted data from electronic medical records for pediatric emergency department patients with pre-specified ICD-9 and ICD-10 codes
- Identified racial bias in rate of child abuse reporting of unintentional ingestions in hispanic and latino patients
- Abstracts accepted at the *Academic Pediatric Societies Region 1 Conference* and *Pediatric Academic Societies Meeting*.

MASSACHUSETTS OFFICE OF THE STATE AUDITOR; BOSTON; MA

2018 to 2022

Data Analyst I (4 Years) | Supported performance audits by developing data strategies, obtaining and managing data, building populations for analysis, performing data analytics, and creating visualizations.

- Identified and evaluated the quality of agency data sources to carry out audit objectives
- Created ad-hoc analytic planning frameworks which decreased the length of and streamlined the audit process, achieving key audit milestones 2 - 4 months faster than other analysts
- Developed analytical processes for each audit that would align with the audit strategy and evaluate the audited entity without introducing bias
- Demonstrated and communicated causes of underperformance to internal and external stakeholders
- Created data visualizations to support the communication of audit findings in ArcGIS and Tableau

NATIONAL LGBTQ TASK FORCE; Washington, DC

2016

Public Policy and Government Affairs Intern (Summer Internship) | Research assistant and survey writer.

- Wrote the *Trans Mental Health Survey* to determine the reported prevalence of mental health conditions within the trans community
- Collaborated with external partner, TransLifeline, to guide content of the survey
- Reviewed existing published literature to understand current scope of evidence and identify evidence gaps
- Developed survey questions using medically accurate language, in consultation with the DSM-V

ADDITIONAL INFORMATION

Technical Skills: SQL, R, SAS (in training), MS Office Suite, Tableau, ArcGIS Products, ABBYY

ERIK ROWELL

eerowell@iu.edu • (773) 967-8868 • [linkedin.com/in/erikerowell](https://www.linkedin.com/in/erikerowell)

EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN May 2024
Master of Business Administration, Finance and Strategy

- Faculty selected for placement in the Capital Markets Academy training program
- Merit Fellow, Reaching Out MBA Fellow

University of Arkansas, Sam M. Walton College of Business, Fayetteville, AR May 2016
Bachelor of Science in Business Administration, Accounting and Finance

- Dean's List; Chancellor's List (2014-2016)

Arkansas State Board of Public Accountancy, Little Rock, AR May 2016
Licensed CPA (license ID: 10273)

WORK EXPERIENCE

Credit Suisse, New York, NY June 2023 – August 2023
Investment Banking Summer Associate, FIG

- Designed detailed marketing materials through synthesizing analysis of client valuations, sector trends, competitive landscape, and client positioning for coverage within the insurance and banking sectors.
- Successfully pitched an acquisition of a P&C insurance company to Management by preparing a sum-of-the-parts valuation, merger consequences analysis, and all associated marketing materials with precision.
- Completed extensive training programs on investment banking systems, industry verticals, and products to further enhance my expertise in financial institutions, capital markets, leveraged finance, and M&A.
- Mentored 2 summer analysts throughout the internship program by reviewing work, providing career guidance, coaching through complex concepts, and positioning them for overall success.

Equity Group Investments, LLC, Chicago, IL June 2019 – June 2022
Senior Accountant & Financial Analyst

- Ensured GAAP compliance for 3 real estate and technology deals by maintaining financial models of \$200-250M Enterprise Value calculations and obtaining documentation for appropriate multiples.
- Accurately prepared reporting decks for \$530M in AUM across 10 investment funds including calculating IRR, multiples on invested capital, management fees, and incentive allocations.
- Redesigned an annual forecasting process of cash inflows and outflows for a \$311M portfolio of PE and hedge fund investments by leading a team of 3 as the Senior Analyst.

RSM US, LLP, Chicago, IL December 2016 – November 2018
Senior Audit Associate (promoted from Associate: July 2018)

- Supervised and reviewed documentation and conclusions of audit teams consisting of 1-2 audit associates and interns on 6+ assigned audit engagements.
- Led teams' risk assessments, developed audit strategies, and formulated final audit procedures for client engagements of asset management and brokerage & trading clients.

ADDITIONAL

- Completion of Training the Street Wall Street preparation program
- 2nd Place (silver medal) – Reaching Out MBA M&A Case Competition (October 2022)
- Club leadership: President, Out@Kelley; Vice President, Kelley Investment Club
- Hoosier Host: selected as 1/50 MBA campus ambassadors.
- Faculty selected (1/5) to be featured in 'Clear Admit Spotlight: Real Humans of the MBA Class of 2024'.

HOBBIES

Literature | Financial Markets | Distance Running | Start-ups | Fitness | Camping

GABRIEL THELBERT RICHARDSON CARCAÑO

Minneapolis, MN | rich2021@umn.edu | (208) 577-1812

EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, Minnesota

Walter F. Mondale Law School

Candidate for **Juris Doctor**

May 2025

Honors: Dean's Book Award (Bus. Law); President of Prof. Student Gov., Student Rep., Regents of the U. of Minn.

Externships: U.S. Bankruptcy Court, District of Minnesota, Judge William J. Fisher (2022)

Carlson School of Management

Candidate for **Master of Business Administration**

May 2024

Honors: ROMBA Fellow; ESG Chair of the David S. Kidwell Funds Enterprise; UMAA Board Member

Externships: The David S. Kidwell Funds Enterprise (Fixed Funds)

REED COLLEGE, Portland, Oregon

Bachelor of Arts, Political Science

May 2018

Honors: *Phi Beta Kappa*, President's Commendation for Excellence, Thesis on Telecom Privatization

Study Abroad: University of Edinburgh Law School (2016) & University of Chicago (2017)

EXPERIENCE

WELLS FARGO & COMPANY, Minneapolis, Minnesota

Corporate Risk/ Compliance

May 2023 – Aug. 2023

- Provide independent oversight to ensure that all business groups abide by applicable laws, rules, regulations, and regulatory requirements
- Reviewing strategies and regulatory constraints for leveraging overseas resources

BUILDING RESTORATION CORPORATION, Minneapolis, Minnesota

Legal Researcher & Intern

Apr. 2022 - May 2023

- Serving as a legal liaison between outside counsel & Executives for a multistate restoration contractor
- Resolving minor legal issues, researching OSHA regulations, reviewing 1031 forward/ reverse exchanges
- Reviewed & advised supplier contract renewals, saving the company \$500,000+ in costs

MINERVA PREP, ACADEMIC CONSULTANCY, Mexico City, Mexico

Academic Consultant/ Quantitative Specialist

Mar. 2019 - Apr. 2021

- Co-managed operations & oversaw compliance issues at VC-funded, boutique admissions consultancy
- Advised 50+ clients (parents) & guided 150+ students through international admission procedures
- Formed business relationships with 10+ secondary schools & institutes in the Mexico City metro

INSTITUT D'ÉTUDES POLITIQUES DE PARIS, ÉCOLE DE DROIT, Paris, France

Visiting Post-Graduate/Fellow, Economic Law

Aug. 2018 - Jan. 2019

- Researched & wrote on how different regulatory regimes affect business transaction costs
- Trained 20+ students data analysis software (R, STATA, & Excel) & mapping software (ArcGIS)

THE UNIVERSITY OF CHICAGO URBAN LABS, Chicago, Illinois

Research Assistant/ Translator

May 2017 - Sept. 2017

- Performed economic analysis on employment & demographic data on 20,000 + CPS students

THE CLINTON FOUNDATION, New York City, New York

Executive Assistant/ Scheduling Intern

May 2016 - Sept. 2016

- Compiled 15+ reports & maintained 10+ databases for senior staff, including President Clinton

SKILLS & ACTIVITIES

Skills: R Language & RStudio, STATA, ArcGIS, LaTeX, Adobe In-Design, Spanish (native), French (advanced)

Activities: Business Law Association, Latinx Law Student Association (LLSA), Minnesota Professional Student Government (PSG), Reaching Out (ROMBA), Reed College Rowing Club (2017/8)

COMMUNITY INVOLVEMENT

- Love Futbol, México, Ciudad Nezahualcóyotl, Mexico, *Volunteer Organizer* 2019 - 2021
- Community ESL, Beth Israel Synagogue, Portland, Oregon, *ESL Tutor* 2017 - 2018

ISABELLA VEAR

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

Master of Business Administration (MBA)

May 2025

- Honors: ROMBA Fellow
- Concentrations: Strategy and Innovation, Data Analytics
- Clubs: Consulting Club, Strategy and Innovation Club, Women in Business Club, Scheller Pride

GEORGIA INSTITUTE OF TECHNOLOGY, Ivan Allen College of Liberal Arts

Atlanta, GA

B.S. History, Technology, and Society

August 2019

- Concentrations: Sociology and International Affairs
- Senior Project: “Got (alternative) Milk? Why American Consumers Quit Dairy, 1970-2019”
- Leadership: GT 1000 Team Lead
- Study Abroad: Georgia Tech Oxford Study Abroad Program

EXPERIENCE

QGENDA

Atlanta, GA

Solutions Consultant, Specialist

September 2022 – June 2023

- Led launch of an emerging product expected to make up nearly 10% of total new business for the 2023 fiscal year, by creating a comprehensive database for sales demonstrations, acting as the sole internal industry expert, configuring/maintaining sales demonstration instances, and accounts, and ensuring smooth sales processes
- Collaborated with Sales and Marketing teams to translate complex technology and product features into compelling value propositions to educate the public and maximize product awareness, used in presentations, datasheets, white papers, social media, etc, driving sales growth and influencing customer purchasing decisions
- Contributed to product development roadmap creation, solicited and analyzed customer and product feedback from 50+ organizations to disperse and help inform business strategy and enhance overall customer satisfaction
- Managed entire RFP process related to a solution, including coordinating and collaborating with cross-functional teams, analyzing requirements, crafting proposals, and delivering high-quality responses
- Engineered a fully-functional ROI tool for potential customers to determine cost-to-value of the new product

Account Executive, Private Practices

July 2021 – September 2022

- Planned, advanced, and executed new business through strategic selling to meet an established quota, closed a total of \$218,958.24 on a quota of \$170,000 for the 2021 Fiscal Year (128.8% of planned)
- Spearheaded sales initiatives as the key liaison for prospective customers in 25+ states. Oversaw the entire sales process, from initial contact to deal closure, by engaging with customers to understand their needs, presenting product offerings, and negotiating contracts to maximize sales opportunities
- Mentored BDR's, offering insight and feedback into BDRs' outreach/messaging, and took active responsibility for their continued success

Strategic Account Representative

January 2021 – July 2021

- Coordinated one on one with a dedicated Account Executive to design and execute strategies directed to inform existing and prospective customers of QGenda's portfolio and product strategy

Senior Business Development Representative

September 2020 – January 2021

- Tripled individual total attainable market, supported 3 Account Executives, and worked within multiple time zones to articulate QGenda's value proposition, foster and grow interest in the QGenda portfolio, and qualify potential opportunities

Business Development Representative

December 2019 – September 2020

- Created a “Talk Track Flow Chart”, still used to this day, to illustrate the value proposition talk track for a product. The chart has directly aided in the performance, and later promotion, of 10+ individuals

ADDITIONAL INFORMATION

Skills: SalesLoft, Salesforce, Google Sheets, Google Slides, Powerpoint, Highspot, Outreach, Excel, Google Slides, Asana, Tableau, Regression Models, SQL

Awards: GT Undergrad Honors, MBA ROMBA Fellow, QGenda 2021 Annual Quota Attainer

Interests: Painting, Drawing, Puzzles, Sudoku

JASON T. SKIDMORE

jayskidmore94@gmail.com | (631) 379-1427 | [linkedin.com/in/skidmorejason](https://www.linkedin.com/in/skidmorejason)

EDUCATION

Indiana University, Master of Business Administration
ROMBA Fellow

2025

University of South Carolina, Master of Education, Student Affairs Administration

University of Central Florida, Bachelor of Science, Psychology

EXPERIENCE

Operations Coordinator, The David and Lucile Packard Foundation

Jul 2022 – Present

- Manage team annual budget of \$750,000 utilizing Concur and Adaptive Insights to forecast budget and review actuals
- Assess communication platforms and increased efficiency by 33% through defining project spaces
- Process contracts utilizing DocuSign and ensure vendors are within tax and foundation compliance
- Develop contracting, invoicing, and budgeting systems to simplify the process for staff
- Negotiate agreements and invoices with external vendors regarding needed services and spaces
- Develop and regularly present trainings on the communication guidelines to all new staff
- Utilize multiple tools and software including Jira to manage deadlines and scope to ensure projects' success
- Develop surveys and analyze data to create conclusions regarding on-boarding processes and communication methods
- Use software, such as MailChimp and Simpplr, to collect statistical data about internal and external readership of web content and make changes based off data

Complex Coordinator, The University of Texas

Sep 2019 – Jun 2022

- Managed the lifecycle of multiple complex projects to define scope and delegate tasks
- Oversaw team of 7-9 staff members to execute project plan deliverables while identifying and resolving risks
- Operated social media accounts growing the engagement of followers by 20%
- Managed a \$80,000 budget for the team and created a proposal for 25% additional funding
- Facilitated executive level meetings with 50+ stakeholders and senior management to share status reports
- Assisted new software rollout and education contributing to 71% engagement in the initial implementation
- Developed and presented trainings on the expectations and execution of projects to 160+ staff
- Monitored project schedule and maintain ongoing communication with 10-20 stakeholders yielding increased stakeholder engagement & satisfaction

Residence Director, Northeastern University

Jul 2018 – Sep 2019

- Determined project scope during site visits of hotel property during expansion to ensure university goals were met
- Managed the operations for 8 events ensuring 95% occupancy was achieved through specific work streams
- Reduced risk of reservation conflicts through allocations of alternate spaces in advance of event
- Curated and led a 2-day training for 30 staff members encompassing event processes and logistics
- Initiated, planned, and scheduled an event for 60 participants to engage in collaboration and development
- Served as the primary contact for campus stakeholders regarding annual projects and dispersed communication appropriately

PROFESSIONAL ACHIEVEMENTS

- Intercultural Development Inventory Qualified Administrator, IDI LLC
- Young, D. G., & Skidmore, J. (2019). First-Year Seminars. In D. G. Young, (Ed.), 2017 National Survey on The First-Year Experience: Structures for Supporting Student Success (Research Reports on College Transitions No. 9, pp. 63-84). Columbia, SC: University of South Carolina, National Resource Center for The First-Year Experience and Students in Transition.

Jordyn R. Green

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EDUCATION

Brandeis University, Heller School for Social Policy and Management, Waltham, MA

Social Impact MBA + Masters of Public Policy

August 2023 – December 2025

Concentration in Social Entrepreneurship and Impact Investing

ROMBA (Reaching Out MBA) Fellow

University of Pittsburgh, Pittsburgh, PA

Bachelor of Arts in Gender, Sexuality and Women's Studies

August 2020 - April 2023

Certificate in Nonprofit Management

Minor in Creative Writing (Nonfiction)

Honors Distinction from David C. Frederick Honors College

3.93 GPA

RELEVANT COURSEWORK + SKILLS

- Statistics
- Essentials of Health Equity
- Feminist Theory
- Nonprofit Fundraising
- Microsoft, Adobe, Google Suites
- Facebook, Twitter, TikTok, Instagram, Canva
- Salsa (Donor Management Software)
- Zoom, Teams, Skype, Slack

RELEVANT EXPERIENCE

Carhartt Inc., Dearborn, MI

Diversity, Equity and Inclusion Intern

May 2023 – August 2023

- Created a comprehensive Business Resource Group Engagement Tool to smooth organizational processes
- Led research into demographic-based employee benefit guides, to be implemented in the next enrollment period
- Facilitated four Inclusion Advisory Board engagement posts to create conversation around DEI topics
- Participated in daily conversations with team around Corporate Social Responsibility as it relates to DEI

POWER (Pennsylvania Organization for Women in Early Recovery), Pittsburgh, PA

Development Intern

August 2022 – December 2023

- Successfully assisted in creation and implementation of a four-fold welcome campaign for new donors.
- Collaborated to plan a fundraiser and facility groundbreaking both with 75+ people in attendance.
- Invigorated volunteer network with new demographics, and helped organize volunteer database.
- Created new organizational TikTok and LinkTree, and implemented innovative social media content.

URJ Camp Harlam, Kunkletown, PA

Assistant Department Manager/Unit Supervisor

Summer 2021, 2022

- Led age division of 100+ campers, coordinated schedules, planned activities, and effectively managed conflict resolution among campers and staff.
- Supported and coached a staff of 35+ counselors through mentorship, problem-solving and comprehensive performance evaluation.

Foundation for Jewish Camps, New York, NY

Inclusion Intern

March 2021 – August 2021

- Participated in intensive training on camper crisis intervention, sensory processing, successful transitions + self-care.
- Created a comprehensive guide to support campers of all needs that was distributed to 180 summer camps, and their staff and volunteer boards.
- Implemented best practices to support staff and other campers on inclusivity through holistic inclusion of campers, and individualized care plans and support.

COMMUNITY INVOLVEMENT

Alpha Epsilon Phi, Nu Chapter, Pittsburgh, PA

Diversity, Equity and Inclusion Chair

January 2022 – May 2023

- Confidently led three engaging presentations about different DEI topics, and facilitated thoughtful conversations in a traditionally polarizing space.

University of Pittsburgh, Office of Admissions and Financial Aid, Pittsburgh, PA

Pitt Pathfinder (Student Tour Guide)

August 2022 – May 2023

- Educated and welcomed prospective students and families to the University, utilizing strong customer service skills and humor.

KAËL LOPES

(818) 613-9904 • Washington, DC 20002 • kl9395a@american.edu • <https://www.linkedin.com/in/kaellopes>

EDUCATION

American University, Kogod School of Business

Washington, DC

STEM Master of Business Administration

May 2025

- Reaching Out MBA Fellow; National Black MBA Fellow, Consulting Club Member (active)
- Consulting Projects: Project Member (Marketing Strategy for Mid-Level Firm); Team Manager (Business Development Strategy for Global Consulting Firm)

Master of International Development, Social Entrepreneurship, and Project Management

May 2025

- Paul D. Coverdell Fellow; Social Innovation Fellow

The University of California, Berkeley, School of Letters and Science

Berkeley, CA

Bachelor of Arts in Political Economy, Global Development

May 2018

- Study Abroad: Pontifical University of Rio de Janeiro

August 2017

EXPERIENCE

National Park Service

San Juan, Puerto Rico

Business Development Consultant

June 2023 – August 2023

- **Data Analysis.** Analyzed expenditure trends of a 4-million-dollar budget and identified the mismanagement of 1.67 million dollars, then provided operational strategies which were projected to increase efficiencies by 25% and optimize resource allocation with a surplus of \$400,000 for future investment opportunities
- **Finance.** Designed financial models through Excel to project the operational and financial impact of climate-related events, recommended contingency strategies that would enhance resilience to climatic and operational risks that were accepted by leadership
- **Business Development.** Proposed transition from cost recovery permitting system to short term leasing model that projected an annual increase of about \$230,000 that was accepted by park leadership
- **Organizational Change.** Created organizational change calculator that enabled leadership to determine financial feasibility of future investment opportunities while evaluating current and future staffing needs
- **Stakeholder Management.** Conducted and synthesized data from over 40 interviews to identify resource and operational priorities. Incorporated qualitative data into AHP system and facilitated 4 workshops to engage interdepartmental leadership in fostering consensus and aligning viewpoints on future investment opportunities

Social Security Administration

Los Angeles, CA

Claims Specialist

October 2020 – November 2021

- **Financial Management.** Reviewed and authorized Social Security entitlements valuing more than \$30,000 for over 600 clients and resolved over 100 earning discrepancies which resulted in recuperating over \$10,000 for the state of California

Peace Corps

Tobati, Paraguay

Program Manager

March 2020 – September 2020

- **Partnership Development.** Facilitated strategic partnerships between local government and eco-tourism businesses that led to \$20,000 in sales in the first year and secured an annual investment of \$5,000 in environmental restoration initiatives.

Sustainability Consultant

September 2019 – March 2020

- **Project Management.** Elected Regional Representative that managed community engagement initiatives, utilized CRM systems to ensure timely deliverables for over 20 development projects, and maintained community partnerships through the design and facilitation of 3 strategic communication workshops

Multicultural Community Center

Berkeley, CA

Project Manager

August 2016 – September 2019

- **Sustainability Marketing.** Managed Sustainability and Waste Reduction project for Berkeley Food Institute and developed a low-cost business strategy and targeted marketing initiative eliminated the use of plastic bags, an average decrease of 17% in food waste, and an increase of 13% in profit at all partner sites

Leadership: Volunteer Manager for Habitat and Humanity, Lead for Project Favela, Watershed Project Coordinator

Languages: Spanish (Advanced), Portuguese (Advanced), French (Intermediate), Guarani (Beginner)

Computers: MS Office, G-Suites, Trello, Insightly CRM, Monday, Prezi, SPSS

LICHAO. CHEN

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linkedin.com/in/lichaochen

EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School – Chapel Hill, NC May 2025

Master of Business Administration, Full-Time MBA Program

- Concentrations in Consulting and Energy
- Reaching Out LGBTQ+ Fellowship – annual 54k

Inner Mongolia University of Finance and Economics – Inner Mongolia, China May 2016

Bachelor of Management, Business Administration

- Merit Scholarship Award for 3 years
- Founder and President of Expand in The Future Club

EXPERIENCE

YIGeE EXHIBITION PLANNING – Baotou, Inner Mongolia, China, 2020-2023

PR Strategy Firm assisting government and companies rise funds and implementing economic policies

Vice President

- Led cross-functional team in development of investment pitch to local government; secured \$10M launch funds expected to generate \$50M revenue per year
- Developed promotion plan of 100K square meter industrial hub for government clients, attracting 23 companies with \$8M taxes contribution per year
- Designed appraisal system for government clients evaluating corporate energy saving by analyzing energy use and production ratio, acquiring 25 energy use efficient companies
- Organized 10 workshops for business owners to improve presentation and negotiation skill; fund-raising results increased by \$1M within 3 months

INDUSTRY COMMISSION OF RARE-EARTH HI-TECH ZONE – Inner Mongolia, China 2016-2020

Government agency making funding policies for mineral, industrial, and energy companies

Officer for Power Trade Group and Clean Fuel Department(2018-2020)

- Managed energy trading platform mediating trading frictions among mineral companies and energy companies, reducing transaction failure by 40%
- Decreased \$50M+ annual energy cost for 49 companies by creating energy demand forecasting model with 20% higher accuracy
- Modified trade membership recruiting policy by expanding into new multiple industries, increasing registration rate by 15%
- Solved overcharging problem for underrepresented group by introducing new energy suppliers which reduced heating costs by 30% for 10K households

Officer for Finance and Business Support Division (2016-2018)

- Conducted financial research on companies and banks, securing a 3-point interest reduction on \$24M loans to regional companies
- Initiated 40+ info sessions explaining taxation and subsidy policies for 100+ companies, granting \$2 million government subsidy to 60+ companies

ADDITIONAL

- Work Authorization: USA – 3 year OPT starting May 2025 (STEM Designation)
- Volunteered in Baotou Rare-earth Hi-tech Zone Young Volunteers for 6 years and organized multiple cross-cultural events that attracted 70+ attendees
- Chinese-Native, English-Fluent
- Kept garden of succulents and organized events for community members to show gardens

MELODY CHIA HUI TEOH

110 Veterans Place, Unit #03-D | Ithaca, NY 14850

Tel: (607) 882-4060 | Email: mt748@cornell.edu

EDUCATION

CORNELL SC JOHNSON COLLEGE OF BUSINESS

Ithaca, NY

Master of Business Administration, STEM OPT Eligible

2025

- Reaching Out MBA Fellow and Forte Fellow
- Clubs: Old Ezra Finance Club, Consulting Club, Out for Business Club, Johnson Women's Management Council

NATIONAL UNIVERSITY OF SINGAPORE

Singapore, SG

Bachelor of Science (Honors), Statistics

2017

- Selected as an Orientation Student Leader to plan, organize, and execute orientation programs for Freshmen
- Summer Exchange Program at University of California, Los Angeles

PROFESSIONAL EXPERIENCE

CITIBANK, GROUP CONSUMER BANK

Singapore, SG

Sales Performance Analyst

2021 - 2023

- Designed and built dashboards for multiple product segments to identify sales performance gaps in sales team; leading to a 50%+ improvement in productivity
- Analyzed data and derived key insights from dashboards for sales managers to uplift sales productivity, boosting revenue growth by 35%
- Streamlined processes through usage of automation to save an average of 60% of time producing reports and resulting in a 100% report accuracy
- Developed and maintained reports for sales team hiring and attrition trends, including analysis across tenures and reasons for leaving the bank; ensured difference between hiring and attrition to be within 5% of anticipated threshold

UNITED OVERSEAS BANK, GROUP RETAIL

Singapore, SG

Strategy and Portfolio Management Analyst

2018 - 2021

- Constructed coding scripts using a statistical analytics software (SAS), to manipulate large data sets and perform in-depth analysis on products to drive more revenue, increase customer base, and retain customers
- Formulated stories using data produced to identify at least 2 times of business opportunities for key stakeholders whilst ensuring risk is contained. Formulated stories for key stakeholders utilizing data produced from SAS to identify business opportunities and risks
- Revamped work models and formulated best business practices using automation by developing efficient codes to cut lead time for reports by 50% and to ensure 100% accuracy
- Oversaw projects and collaborated with product managers to improve product performances by 20% at year end by identifying problems and developing comprehensive solutions
- Mentored 2 new team members; reduced induction time by 3 weeks
- Co-developed and established a five person planning committee for department's corporate social responsibility initiatives, including ideating, logistics, budgeting, and executing programs.

ACCENTURE

Singapore, SG

Business & Integration Architecture Analyst

2017 - 2018

- Communicated with clients to understand business needs and translate needs into requirements and scope of project with a small team
- Launched 50% of the Test Automation project through self-taught programming and scripting skills in 30 days

ADDITIONAL INFORMATION

- Language: Mandarin (Native)
- Software: Data Analytics (SAS, SQL), Microsoft Excel
- Interests: Muay Thai, Brazilian Jiu-Jitsu, Traveling, LGBT community, Micro-lending

PHILLIP A. RUSSOMANNO, M.S.

Howell, NJ | 908.309.3182 | Russomanno.Phil@gmail.com | www.Linkedin.com/in/PhillipRussomanno/

TARGET: MBA SUMMER INTERNSHIP

MANAGEMENT CONSULTATION | NEW BUSINESS ADMINISTRATION | FINANCE & ECONOMICS | DATA ANALYTICS | PRICE OPTIMIZATION

Consensus building, results-oriented, and analytical Management Consultancy Professional with transferable experience in delivering key insights to large-scale clients and stakeholders while facilitating strategic organization development solutions. Utilizes six sigma methodologies and continuous learning to demystify complex problems.

- ❖ **Eager to Learn** and experience new industries and solutions to complex problems with an open mindset.
- ❖ **Exhibit entrepreneurial and business consulting capabilities**, supporting multiple corporate clients in resolving strategic issues, optimizing organization value, maximizing growth, and improving business performance.
- ❖ **Utilize cutting-edge technology** to automate functions, facilitate continuous process improvements, streamline operations, and generate cost savings while driving organization-wide efficiency, effectiveness, and productivity.

PROFESSIONAL EXPERIENCE

MANAGEMENT CONSULTANT FULD & COMPANY — EDISON, NJ	OCT 2022 - PRESENT
<ul style="list-style-type: none">♦ Operate within a multifaceted and all-encompassing Management Consultant role, daily responsibilities, include delivering consultation services for various clients, encompassing large-scale retail grocery customers.♦ Implemented Pricing Strategy while overcoming adoption pushback by more senior teams by utilizing communication and goal identification, resulting in revenue increase of 15%	
STRATEGY ANALYST ROYAL CARIBBEAN GROUP — MIAMI, FL	DEC 2021 - SEP 2022
<ul style="list-style-type: none">♦ During COVID Recovery presented analysis to the CEO regarding business operations, as well as facilitated in-house management consulting for C-Suite leadership, helping increase revenues 35% from the start of COVID.♦ Spearheaded analytics projects, overcoming constraints provided by COVID response by utilizing R, SQL, Power BI and Python, resulting in revenues above pre-pandemic levels or \$12Bn+.	
BUSINESS INTELLIGENCE ANALYST MISSION LANE — RICHMOND, VA	MAY 2021 - DEC 2021
<ul style="list-style-type: none">♦ In a short-staffed startup credit card company, addressed fraud prediction improving fraud catches by 30.4%♦ Performed business analytics software training to upper management, creating shorter process times by 40%	
STRATEGY INTERN (MULTIPLE DEPARTMENTS) SoHOOKD — WASHINGTON, DC	DEC 2020 - MAY 2021
<ul style="list-style-type: none">♦ In a short-staffed health and wellness startup, facilitated analysis for multiple departments, overcoming pushback by utilizing communication and negotiation skills while creating unity while growing customer base by over 42.6%.♦ Created and presented sales strategies with founder and broke through barriers to entry by communicating with local business organizations, resulting in a 25% increase in client interaction within 1 month.	
SPORTS EDITOR UNIVERSITY OF MIAMI, DISTRACTIONS MAGAZINE — MIAMI, FL	AUG 2017 - MAY 2021
<ul style="list-style-type: none">♦ Credentialed Reporter across (4) major sports areas, utilized communication skills for improved traffic of 50%.♦ Addressed challenges by navigating complex credentialing channels to represent the University of Miami at 4 sports championships.	
COMMERCIAL CREDIT ANALYST TD BANK — TOMS RIVER, NJ	JULY 2017 - FEB 2020
<ul style="list-style-type: none">♦ Oversaw \$700M lending and credit portfolio, disseminating detailed industry, borrower, and underwriting analysis.♦ Collaborated with senior lenders to achieve complex solutions for loans to high net worth and complex requests.	
CO-OWNER DOG DAYS LLC — OCEAN GROVE, NJ	JAN 2011 - AUG 2017
<ul style="list-style-type: none">♦ Helmed a quick serve restaurant on the Jersey Shore, while orchestrating all departments, and oversaw supplier negotiations.♦ Conquered roadblocks by being as prepared as possible, as I honed entrepreneurship skills as a High School and Undergraduate student to become profitable after 1 month and create consistent growth of 27% annually.	

EDUCATION QUALIFICATIONS | CERTIFICATIONS & TRAININGS

— MASTER OF BUSINESS ADMINISTRATION (M.B.A.) UNIVERSITY OF MIAMI, HERBERT BUSINESS SCHOOL — CORAL GABLES, FL	EXPECTED 2025
♦ HONORS: ROMBA FELLOW	
— MASTER OF SCIENCE (M.S.) BUSINESS ANALYTICS UNIVERSITY OF MIAMI, HERBERT BUSINESS SCHOOL — CORAL GABLES, FL	AUG 2020 - MAY 2021
♦ GPA: 3.73/4.0	
— BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.) FINANCE AND ECONOMICS UNIVERSITY OF MIAMI — CORAL GABLES, FL	AUG 2017 - MAY 2019
♦ GPA 3.74/4.0	
♦ HONORS: MAGNA CUM LAUDE	
— FINANCE AND ECONOMICS MONMOUTH UNIVERSITY — WEST LONG BRANCH, NJ	SEP 2015 - MAY 2017
♦ GPA: 3.972/4.0	
♦ HONORS: NUMBER ONE IN CLASS	

♦ LEAN SIX SIGMA GREEN BELT (ICGB) ♦ LEAN SIX SIGMA CHAMPION BELT (ICGB) ♦ R, SQL, PYTHON, MATLAB, AI ♦ ADVANCED EXCEL/OFFICE SUITE

RIDAM AGARWAL

ridam.agarwal@duke.edu • (919) 813-8771 • Durham, NC

EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business

Master of Business Administration

- 740 GMAT (Q: 49 V: 41 IR: 7 AWA: 6.0); ROMBA Fellow; Forte Fellow.

Durham, NC

May 2025

UNIVERSITY OF DELHI, Shri Ram College of Commerce

Bachelor of Arts (Honors Course) in Economics

- Marketing Society, Head of Public Relations; Commerce Society, Creative and Sponsor Head; Rihaa Trust (rural community development NGO), Business Development Intern

Delhi, India

Aug. 2018

EXPERIENCE

THINGS EDUCATION (early-stage edtech startup on making educational research accessible to educators)

Bengaluru, India

Academic Lead

2022 – 2023

- Orchestrated business strategy and development by sourcing 3 government projects, forging 5 strategic partnerships, and overseeing product management, driving 25% of annual business growth.
- Led content and product strategy for 4 in-development products by driving research and development of online content covering innovative teaching methods, design thinking, socio-emotional growth, and literacy/numeracy skills, resulting in a 25% surge in user engagement.
- Executed pilot launch by crafting modern curriculum and assessment approach and engaging with clients to grasp requirements, delivering tailored teaching materials focused on active learning to 40 schools and 3000 students.

LEARNING MATTERS (edtech focused on improving teacher quality using AI-powered solutions)

Bengaluru, India

Consultant

2021 – 2022

- Created, reviewed, and finalized international standard English content for a virtual voice teaching assistant product, impacting learning outcomes in English for 50K students including adult learners.
- Improved product efficiency by 15% by validating and testing the AI-backed teaching assistant product.

EDUCATIONAL INITIATIVES

Bengaluru, India

Lead Education Specialist

2020 – 2021

- Spearheaded creation, execution and go-to-market of new assessment product generating 30% of company revenue by ideating, conducting market research, developing specifications after iterations and persuading stakeholders to approve launch.
- Influenced 10% growth of all product lines and 60% growth of new assessment product by leading recruiting, training, and managing of 16 freelancers responsible for content creation and development, and by supervising 9 educational specialists.
- Created blueprint for new assessment product to measure proficiency of 10K teachers by studied existing assessment data, identifying patterns in performance, and proposing evaluation rubrics.
- Managed 5 projects serving major clients (e.g., CBSE, Government of Himachal), promoting assessment of 1.4M students yearly.

Educational Specialist

Bengaluru, India

2018 – 2020

- Improved educational outcomes of 5M+ national and international students by developing assessments (formative and summative), analyzing point biserial correlation data and trends in student performance, and prescribing remedial action to 5K+ teachers.
- Led planning and execution, and oversaw coordination between content, IT and product teams for the redesign and repositioning of product to identify gifted students, used by 500+ schools every year.
- Championed mental and menstrual health of 400+ women by leading a cross-functional group working on revamping firm's menstrual leave policy; secured concessions for work-from-home policies.

ADDITIONAL INFORMATION

- Doon Hikers, Founder** – Ran group of hiker-enthusiasts by leading teams of ~70 people on 40+ Himalayan hikes (2020–2023).
- Queer Collective Dehradun, Core Team Member** – Leads weekly discussion sessions and events on topics concerning local LGBTQ+ community; part of organising committee for Doon Pride Parade 2022 and 2023 (2021–2023).

RUSLAN ISMAYIL

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2025**

Master of Business Administration

- Recipient of ROMBA Fellowship Award (Reaching out MBA) recognizing leadership in the LGBTQ+ community
- Concentration: High Technology: Product and Brand Management

OLD DOMINION UNIVERSITY, Norfolk, VA **May 2014**

Master of Arts in International Studies

- Recipient of Fulbright Scholarship (Full-Tuition & Stipend Award)

BAKU STATE UNIVERSITY, Azerbaijan **June 2012**

Bachelor of Arts in International Relations

- Recipient of State Scholarship Award (Full-Tuition Merit-Based Scholarship)

EXPERIENCE

GOBIZME, Canada **2021-2023**

Consulting firm helping entrepreneurs launch small businesses through loans & grants

Strategy Consultant

- Spearheaded digital transformation strategies for ~85 small businesses, enhanced their online presence & market penetration which contributed to a collective revenue generation of \$92M
- Initiated & realized the expansion of 7 unique business ideas statewide, incorporating a comprehensive marketing & business development strategy that resulted in a total monthly revenue of \$620K
- Drove customer acquisition & business expansion by guiding 18 clients in business/equipment purchasing and capital financing, resulting in a notable total profit increase of 35%
- Developed and executed financial recovery strategies aiding small businesses in securing loans/grants, leveraging an adept understanding of market dynamics & customer needs to create tailored marketing / financial solutions
- Orchestrated 3 high-impact CSR initiatives & sustainable small business practices that fostered community engagement / promoted environmental stewardship

MOIRAI REACH IMMIGRATION CONSULTING, Canada **2019-2021**

Consulting firm providing legal immigration services to foreign professionals through employment & investment

Business Immigration Consultant

- Led a targeted marketing & outreach strategy that resulted in a significant portfolio growth through the successful acquisition of 22 business immigration cases
- Pioneered innovative strategies to facilitate & encourage entrepreneurship, helped 14 self-employed individuals establish business footholds & obtain permanent residency, thereby increasing business portfolio to \$7M investment
- Accomplished 50+ immigration cases through economic skilled worker / trade programs & successfully defended 40+ refugee sponsorship cases in the Immigration Refugee Board of Canada

UNITED NATIONS DEVELOPMENT PROGRAM **2014-2018**

Project Manager (2016 – 2018), Azerbaijan

- Pioneered gender equality shift in entrepreneurship project, establishing resources centers & empowering 50 women
- Directed \$1.2M youth empowerment project, establishing 3 centers that facilitated an employment for 960+ individuals

Communications Officer (2014 – 2016), New York, NY

- Boosted resource mobilization by 45%, attracting new partners for expansive program development through advocacy
- Orchestrated National Consultations on 2030 Sustainable Development Goal, authoring the final report with insights from multiple dialogues with partners, stakeholders, and 4000+ beneficiaries
- Trained international journalists from Middle East and West Europe on communicating development and humanitarian issues during crisis and emergency situations through real life simulation techniques

ADDITIONAL

-
- **Awards & Fellowships:** Antall Jozeph Fellowship (2008), Konrad Adenauer Award of Excellency (2007)
 - **Other Experience:** Interned at National Defense University (2012), UN HQ, Department of Political Affairs
 - **Work Eligibility:** Eligible to work in the United States; STEM OPT eligible, will require visa sponsorship

Ryan GILL
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LinkedIn Profile: <https://www.linkedin.com/in/ryangill10/>

Education and Qualifications

2023-2024	University of Oxford, Saïd Business School	MBA ROMBA Fellowship
2012-2016	University of Ottawa, Ottawa, Canada	Bachelor of Applied Science Biomedical Mechanical Engineering (Co-op) Cum Laude

Work Experience

Feb-22 – Aug-23	Canadian Institutes of Health Research <i>Program Design and Delivery Manager</i>	Ottawa, Canada
	<ul style="list-style-type: none">Managed a team of 5 to plan, improve, and deliver a variety of concurrent peer-reviewed funding programs to support over students with grants worth over \$41M annuallyCollaborated across CIHR on strategic working groups (EDI, partnerships, and assessment of research) to develop policies and take actions aligned with corporate goalsOversaw the branch's hiring process for students and entry-level positions to build a pool of 25 qualified candidates to quickly fill positions and reduce vacancy rates	
May-16 – Feb-22 Apr-20 – Feb-22	Canada Foundation for Innovation <i>Senior Programs Officer</i>	Ottawa, Canada
	<ul style="list-style-type: none">Developed and launched the 2023 Innovation Fund by implementing program design and virtual peer review process improvements to invest \$520M in research institutionsBuilt external relationships with ~75 bilingual organizations including provincial governments, federal funding agencies, and a portfolio of diverse research institutionsLeveraged relationships across Canada to respond to various needs of client organizations and bring back insights to the CFI to improve processesLed, as a team of 2, the design and delivery of an accelerated COVID-19 funding opportunity for colleges by streamlining application and review processes	
Aug-17 – Apr-20	<i>Programs Officer</i>	
	<ul style="list-style-type: none">Led the data management and analysis for 307 proposals submitted to the 2020 Innovation Fund with a total project cost of \$2.9B (approx. 15,000 data points)Managed a portfolio of research projects from 70+ research institutions, representing ~450 active projects with a total CFI investment of ~\$700M	
Sep-16 – Apr-17 May-16 – Aug-16	<i>Programs Assistant (Part-time)</i> <i>Programs Assistant (Co-op)</i>	
	<ul style="list-style-type: none">Analyzed the results of 7,900 applications requesting \$1.25B to determine trends on usage. Analysis and recommendations led to improvements in program design	

Additional Information

Achievements:	Reaching Out MBA (ROMBA) Fellowship, Saïd Business School, University of Oxford GMAT 700 Co-founder and VP Finance - uOttawa EngiQueering Club Renewable Admission Scholarship (2012, 2013, 2014), University of Ottawa Merit Scholarship (2016), University of Ottawa Certified Associate in Project Management (CAPM), Project Management Institute (PMI)
Interests:	Volleyball, pottery, reading, swimming, baking
Work Authorisation:	Canadian
Languages:	French (Fluent)

SHILIN (IKE) ZHAN

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EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

M.B.A., Full-Time Program GMAT 730

June 2025

- Honors: ROMBA Fellow with Merit Fellowship
- Leadership: Director of Healthcare Business Association, Director of Social Activities of Anderson Student Association

CENTRAL SOUTH UNIVERSITY

Changsha, China

B.S., Nursing

June 2017

- Honors: Graduate of Changsha City (15 candidates each year); National Student Entrepreneurship Award.
- Experience: Practice Nurse in Operating Room from 2016-2017, Excellent Intern Award (top 2% of 900 interns).

EXPERIENCE

DONE. *A healthtech startup, one of the biggest ADHD focused telehealth companies in US.*

Los Angeles, CA

Summer Intern, Growth and New Initiatives

June 2023 - Present

- Developed and executed a data model to monitor and optimize new customer acquisition costs by analyzing patient demographics, informing the ad placement strategy and achieving a 28% cost reduction in the first month.
- Established pharmacy partnership SOPs after conducting 50+ consultations to identify key challenges and opportunities. Subsequently trained call center on the new SOPs, leading to a 35% recovery in lost pharmacy partnerships.

CBC GROUP *Asia's largest healthcare-dedicated investment firm*

Shanghai, China

Summer Associate, Private Equity (Flagship Fund)

April 2023 - June 2023

- Conducted exhaustive industry research, market size forecasting, and financial modeling across 12 new projects, consistently delivering on-time, high-quality analytical deliverables to advise senior associate on investment decisions.
- Identified and validated a high-potential investment opportunity in intervention medical devices, conducted thorough due diligence and secured a \$2.5 million initial investment, diversifying CBC's portfolio in the intervention treatment sector.

JOHNSON & JOHNSON MEDTECH

Shanghai, China

Strategic Product Manager, J&J Medical Aesthetics

Oct 2022 - Mar 2023

Territory Sales Manager, MENTOR Breast Implants

Oct 2021 - Sep 2022

Associate Product Manager, New Business Development

Oct 2019 - Sep 2021

Sales Representative, ETHICON Suture

Jun 2017 - Sep 2019

Leadership & Client Partnership

- Led a 5-person sales team through Shanghai's COVID-19 lockdown by setting clear group OKRs focused on digital marketing activities, contributing to a 100% team retention rate and top unit sales in 2022.
- Captured key needs of hospital executives focused on quality and cost control, negotiated tailored product adoption plans, and successfully converted five multi-million-dollar clients from competitors, contributing to \$11M in revenue.
- Founded and captained a cross-functional, regional team of 13 volunteers to establish J&J China's LGBTQ+ employee resource group, enhancing company culture and securing same-sex partner benefits for 15,000+ employees.

Strategic Planning & Analytical Skills

- Analyzed sales, customer demographics, and costs to create a restructuring proposal that merged three business units into one. Gained executive approval and, upon execution, achieved 30% QoQ growth and 60% cost savings.
- Piloted a new business development program, building the business case from scratch using patient flow analytics, ROI forecasts, and cost modeling. Subsequently executed the program, driving sales from zero to \$6 million within two years.

Problem-Solving & Growth Mindset

- Pioneered a new application for a legacy product, spurring 60% market expansion and leading to a China local innovation pilot program for further development.
- Drove an initiative to identify an untapped customer segment within the transgender community through primary market research. Yielded \$150k in revenue within three months of launching.

ADDITIONAL

- Languages: English, Mandarin
- Volunteering: National Lead of Open & Out Employee Resource Group for J&J China
- Interests: Backpacking (Three months in Australia at 18); Lifestyle Influencer (200k+ followers); Public Speaking (TEDx JnShanghai Speaker 2018); Ping-pong (Professional player since age 6).

VICTOR RANGEL

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(956) 543-7786

linkedin.com/in/victorrangel9

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration

- ROMBA Fellow

HARVARD UNIVERSITY, Harvard College, Cambridge, MA

May 2023

Bachelor of Arts in Government with a secondary in Global Health and Health Policy

- GPA: 3.81; graduated cum laude in field
- Gates Scholar, Hispanic Scholarship Fund Scholar, David Rockefeller Center for Latin American Studies Certificate, Magna Cum Laude Thesis

EXPERIENCE

HARVARD ASSOCIATION CULTIVATING INTERAMERICAN DEMOCRACY, Cambridge, MA

2022 – 2023

International conference on current geopolitical issues related to the Americas. 400+ attendees and 15+ countries.

Business Director

- Increased conference attendance by 145% by analyzing geographical data of previous conference participants and coordinating with hotels, airlines, and corporate sponsors to optimize the location of the 2023 summit.
- Decreased conference costs by 15% by negotiating with host governments and schools and cementing partnerships with COPA Airlines and Hilton Hotels.
- Increased conference profits by 65% from previous year by implementing new pricing system that made the conference more affordable for a greater number of students, while also coordinating with Venezuelan opposition leader Leopoldo Lopez to speak at the conference and attract greater attendance.

Municipality of Diadema, São Paulo, Brazil

2023 – 2023

Healthcare Systems Consultant

- Consulted the municipality of Diadema's healthcare system to propose new interventions to address the spread of Tuberculosis.

FRONTERAS EN SALUD GLOBAL, Mexico

2020 – 2022

Academic journal dedicated to the dissemination of global health information to the general public.

Founder and Editor

- Created the first student-run Global Health academic journals in Latin-America by collaborating with medical students and professionals from the Tecnológico de Monterrey.
- Increased website traffic by 70% by establishing partnerships with over 10 universities in Mexico.
- Expanded viewership to over 13 countries by publicizing articles written on a wide array of topics and by professionals in all over the world.

TEXAS RIOGRANDE LEGAL AID, San Antonio, TX

2021 – 2022

Undergraduate Law Clerk for Public Defender Team

- Contributed to the dismissal of over 20 misdemeanor and felony criminal cases by analyzing incident reports, evidence discovery, and over 100 hours of body cam footage for attorneys.
- Reviewed discovery for 20 misdemeanor and felony criminal cases including resisting arrest, criminal trespass, terroristic threats, and assault.

ADDITIONAL

- Computer Software: Legal Server, Intranet Quorum, and Microsoft 360
- Computer Languages: R and Stata
- Languages: Spanish (Native)
- Personal Interests: Oil painting, weightlifting, and hiking.

Bailey Reynolds

baileyreyno@asu.edu

22911 N. 74th Ln. Glendale, AZ 85310

(623) 262-0896

www.linkedin.com/bailey-reynolds

EDUCATION

W. P. Carey School of Business at Arizona State University, Tempe, AZ August 2022 – May 2024
Master of Business Administration, Supply Chain Management, Marketing

Barrett, the Honors College at Arizona State University, Tempe, AZ August 2015 – May 2019
Bachelor of Science, Biological Sciences (Conservation & Ecology)
Minors, Sustainability & Business

PROFESSIONAL EXPERIENCE

Nike, Inc., Beaverton, OR June 2023 – August 2023

Consumer Creation Operations Management Intern

- Developed an end-of-product-development data scrutiny process improvement and implementation plan to prevent about \$225 million in financial penalties related to inaccurate product marketing and sustainability reporting
- Identified four change management themes and the proof of concept for an operations tool to reduce productivity loss and improve data health by 2% and improve data accountability and ownership across six key functions

Valley Leadership, Phoenix, AZ November 2019 – July 2022

Program Manager, Strategic Impact (2020 – 2022)

- Collaborated with 30+ partners and 100+ volunteers to implement 10+ community solution projects across 7 issue areas: child well-being, Covid-19 response, education, environmental sustainability, health, jobs and racial justice
- Tracked, monitored and communicated program outputs and outcomes to identify program improvements and form prospective community solution project strategies and timelines
- Raised +\$200,000 in grant funding for program sustainability and expansion, increasing program capacity by 75%
- Transitioned program website from Squarespace to WordPress, improving brand alignment and user experience

AmeriCorps Public Ally & Impact Maker Program Associate (2019 – 2020)

- Designed and implemented standardized program operations, including internal knowledge and project management systems, and trained staff and volunteers, increasing program capacity by 100%
- Created marketing content and systems maps to boost program visibility and public awareness

Arizona Humanities, Phoenix, AZ January 2019 – May 2019

Measuring & Evaluation Intern

- Researched best practices to modernize assessment tools and methods for data collection and analysis
- Surveyed +30 attendees about impacts of Smithsonian Water/Ways programming on behavior change and identified demographic trends to report and inform future programming

Arizona Department of Administration, Phoenix, AZ January 2018 – August 2018

Grants & Federal Resources Intern

- Completed data scorecards evaluating single occupancy vehicle rates and collaborated with superiors to streamline travel reduction survey processes, reducing data analysis duties by 80%
- Obtained \$15,000 in grant funding for the Arizona Exposition & State Fair to invest in sustainability initiatives
- Composed monthly newsletter content to promote clean air initiatives across all state government agencies

SKILLS & ACHIEVEMENTS

Technical Skills: Asana, Google Workspace, Microsoft Office Suite, Miro, Squarespace, WordPress, Zoom

Leadership Development: Net Impact at ASU Graduate Chapter Co-President, MBA Association VP, AmeriCorps

Volunteering: United Food Bank, MBA Ambassadors, Arizona Sustainability Alliance, Acoustic Ecology Lab

Awards/Honors: Forté Fellow, ROMBA Fellow, ASU National Service Scholar, Walton Global Sustainability Scholar

Interests: Baking, camping, crafting and spending time with family and friends

Berk Atillasoy

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EDUCATION

- 2023-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH** Hanover, NH
Candidate for Master of Business Administration degree, June 2025
Consortium Fellow, Reaching Out MBA Fellow, Consulting Club, Health Care Club, Tuck Pride, Tuck Community Consulting Club, Ski and Snowboard Club
- 2015-2019 **TEMPLE UNIVERSITY, FOX SCHOOL OF BUSINESS** Philadelphia, PA
Bachelor of Business Administration in Risk Management & Insurance, cum laude (3.70 GPA)
Recipient of the “Outstanding Professional Development in Risk Management” Award
-

EXPERIENCE

- 2021-2023 **DELOITTE CONSULTING** Philadelphia, PA
Senior Consultant, Human Capital (2023-2023)
- Selected Project Experience: Organizational Assessment for National Agriculture Organization**
- Leveraged survey findings, stakeholder interview feedback, and industry best practices to develop 22 recommendations for organizational development; co-facilitated prioritization workshop with team and client leadership that defined 10 high-impact recommendations based on impact and complexity for implementation
 - Conducted 15 senior client stakeholder interviews to build 24 process maps regarding annual budget formulation cycle, pinpointed major inefficiencies, and recommended three automation opportunities for immediate deployment resulting in 100+ hours saved annually through elimination of manual data work
 - Launched 44-question organizational and process improvement survey with 60% response ratio to collect preliminary assessment data; distilled responses by major themes across knowledge management, training, and siloed operations for further analysis through stakeholder interviews
- Consultant, Human Capital (2021-2023)*
- Selected Project Experience: Recruitment Assessment for National Mortgage Industry Organization**
- Directed 5 senior HR stakeholders on talent acquisition analysis to alleviate vacancy issues; identified 3 actions to reduce time-to-hire by 5 days and outlined comprehensive implementation roadmaps
 - Partnered with client Learning & Development Lead to develop optimized recruitment process training based on findings from talent acquisition analysis and deployed training to 8 recruitment staff members
 - Designed and rolled out a Hybrid Work Playbook for 150+ management staff to facilitate shift to hybrid work posture that included content on communication, teaming, and technology best practices for efficient hybrid work delivery
- Selected Project Experience: Wellness Program Assessment for National Scientific Research Organization**
- Spearheaded current state assessment of 4,000+ employee organization’s wellness program; analyzed wellness program charter, employee benefits, employee feedback, and regional wellness initiatives to identify strengths, gaps, and strategic opportunities for future transformation
 - Produced and presented final recommendations report to executive leadership; outlined strategic goals, KPI metrics for tracking, and action plan to implement within 2-year period to drive wellness program improvement and success
- 2019-2021 **AON** Philadelphia, PA
Analyst, Health Solutions (2019-2021)
- Executed 10+ projects related to employer-sponsored healthcare strategy, design, and implementation; managed projects for mid-market clients and solved client needs through cross-functional engagement with Aon subject matter experts
 - Piloted total rewards survey and benchmarking analysis of Aon’s 10 Luxury Retail clients; co-created client-facing industry report highlighting key benefit trends and led best practice discussion with internal retail vertical colleagues to share important findings
-

PERSONAL

- **Volunteering:** Big Brothers Big Sisters and Mentor (2016-present)
- **Languages:** Reading, writing, and speaking proficiency in Turkish
- **Interests and Hobbies:** NBA, Premiere League, avid reader of 19th century European novels and American history, Korean and Chinese cooking

Education

GRE: Math 164/170, Verbal 163/170

The University of Chicago Booth School of Business

Chicago, IL

Master in Business Administration

Sept. 2023 - May 2025

- Prospective Concentrations: *Healthcare, Business Analytics, Behavioral Science, & Strategic Management*
- Received the Reaching Out MBA fellowship for demonstrating for advancing interests of the LGBTQIA+ community
- Awarded an academic merit scholarship totaling \$130,000 (85% tuition) based on outstanding academic and leadership performance

Amherst College

Amherst, MA

Bachelor of Arts in Black Studies

Jan. 2015 - May 2017

- Recipient of a Full Cost of Attendance Scholarship worth a total of \$262,000

Atlantic Cape Community College

Mays Landing, NJ

Quadruple Associate of Science (3) and Arts (1) in Biology, Biomedical, Health-Services, Sociology; All Honors *Sept. 2009 - May 2014*

- Awarded Atlantic Cape Top 4 under 40 Alumni Award & NJ All-State Academic Team for academics and community service

Experience

The Mount Sinai Center for Transgender Medicine and Surgery

New York City, NY

Clinical Research Coordinator II (2021-2023); Clinical Research Coordinator I (2020-2021)

March 2020 - Present

- Self-taught SQL to identify 7,000 transgender and non-binary patients within a 12-million patient database
- Optimized novel algorithm boosting patient identification by 100% and facilitating targeted healthcare services and support
- Enrolled 537 patients into clinical trials using REDCap EDC software resulting in accelerated clinical research recruitment
- Facilitated research advancement through presentations and leading regular meetings, yielding 35 abstracts and 12+ publications
- Guided executive director with surveys; improved strategy, performance, and influenced DEI policy, operations, and training
- Trained 10+ medical students, research assistants, and coordinators on clinical best practices for optimal patient care

Holistic Creativity and Wellness Mentor for the Transgender Survival of Violence Group Therapy

Sept. 2020 - Present

- Led expressive writing workshops for patients, achieving 100% positive feedback on promoting healing and self-care

Co-Chair of the LGBTQ Employee Resource Group

Jan. 2021 - Present

- Constructed a Sexual Orientation and Gender Identity survey to collect demographics of all 42,000 Mt. Sinai employees
- Advised the DEI Officer on pronoun integration for ID badges and distributed inclusive stickers

Mount Sinai Innovation Fellow's Program

Sept. 2022 - Dec. 2022

- Developed expertise in contract negotiation, technology analysis, commercial evaluation, and product development strategies
- Collaborated with three-person team on a project for nonprofit healthcare organization and presented findings

Montefiore Medical Center Intensive Care Unit

Bronx, NY

Clinical Research Coordinator I

July 2019 - March 2020

- Coordinated a study that compares methods of increasing blood pressure in patients with lethal low blood pressures
- Increased number of Spanish-speaking patients by 25% by working collaboratively with outreach recruiting team

Teaching Experience | Teach for America

Mays Landing, NJ | Miami, FL

Adjunct Professor of Pre-Chemistry | Middle School Science Teacher

June 2017 - May 2019

- Implemented creative projects that allowed students to learn while working together to solve chemistry-related problems
- Achieved a 33% increase in students' Science State Exam pass rates by executing new teaching methods

Leadership & Fellowship

Management Leadership for Tomorrow (MLT)

Washington, DC

Google Tech Innovation Scholar & Professional Development Participant

March 2023 - Present

- Actively engage in coaching sessions, workshops, and tailored curriculum to support transition into technical roles

American Association of Medical Colleges

Washington, D.C

Alumni Chair of Communications and Scholarship

Aug. 2018 - Aug. 2021

- Appointed as a board member to advise on managing a health professions summer program across 12 US medical schools
- Launched an online newsletter for 21K alumni; managed scholarship team targeting 700+ underrepresented STEM students

Additional Information

- **Hobbies:** Mentor to URM students, **Bird Watcher**, Bachata & Salsa Dancer, **Marathon Runner**, Spanish: **Native speaker**
- **Selective Undergrad Summer Research Internships:** Yale, NIH, Johns Hopkins, UCLA David Geffen School of Medicine
- **Xela, Guatemala:** Volunteered for four months in a variety of public HIV clinics, assisting with management and care to patients
- Co-authored **six scientific publications** covering diverse topics, including ER Medicine, Endocrinology, and LGBTQ Health
- **Scholarships:** Amherst College Young Alumni Recipient, Hispanic Student Foundation Finalist, Point Foundation Recipient
- **Participated** in the following **Pre-MBA Internships:** Empower BCG, Inspire McKinsey, Connect EY-Parthenon

OLIVIER J KANICKI

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EDUCATION

VANDERBILT UNIVERSITY, OWEN GRADUATE SCHOOL OF MANAGEMENT

Nashville, TN

Master of Business Administration, May 2024

Concentration: Strategy and Human & Organizational Performance

GPA: 3.6

- Leadership: *President*, Out & Allied and Culinary Society. *Treasurer*, Music & Entertainment Club.
- Designations: One of 120 students across 60 business schools to be included in the Reaching Out MBA 2024 Cohort.

UNIVERSITY OF MICHIGAN

Ann Arbor, MI

Bachelor of Arts, December 2016

EXPERIENCE: AMAZON

Seattle, WA

Summer 2023 *Program Management Intern – HR Capabilities, Amazon Web Services*

- Oversaw and drove the design, construction, and approval of a global Amazon Infrastructure Services (AIS) recognition program for the front-line through director level population of 2,500+ managers.
- Gained alignment on final deliverable with key project sponsors and buy-in for initial pilot of solution.
- Standardized evaluation criteria and award allocation by designing an internal technology solution to benchmark managers against 9 critical people metrics and allocate awards against global headcount.
- Designed a model in partnership with engineering to validate mechanism performance. Initial mechanism output had a 77% accuracy rate which was raised to 92% through a proposed recommendation of refining and adding key people metrics.
- Designed 12-month multichannel communications and change management plan for rollout in AMER, EMEA and APJC.

HITACHI SOLUTIONS, LTD

Chicago, IL

2022 – 2022 *Senior Consultant (Team Lead) – Change Management*

- Mentored, and coached direct reports to ensure high utilization against forecast and maintaining 40 billable hours a week.
- Promoted to Senior Consultant (Team Lead) after 1 year; executed on average 14% above financial targets on client engagements (114% Bill/Forecast in Q4 FY22), dedication to our practice growth, and leadership potential.
- Led process improvement for Training Needs Assessment program through scaling and adapting our methodology to execute on a technology project impacting 42 roles across 30+ geos, leading to a 1.3M proposal for additional consulting services.

2021 – 2022 *Consultant – Change Management*

- Defined a technology benefits realization processes and implemented continuous improvement strategies for a client in the insurance space valued at \$2.5B, leading to a successful system launch with \$31M in pipeline sales generated in 30 days.
- Built out and deployed a change maturity model to support 1,120 CRM users, during build, go-live, and post-go-live.
- Collaborated with the Change Advisory consulting practice to scale from 9 to 16 teammates, increasing the average billable rate from \$130 to \$198, growing our customer base from 10 to 27, and achieving above our revenue targets of \$2.2M.
- Designed, launched, and led Hitachi's first LGBTQ+ Employee Resource Group (ERG) with engagement across 14 senior leaders across 7 departments, with 25% of the organization attending the ERG launch focusing on *How To Be A Better Ally*.

ORACLE CORPORATION

Chicago, IL

2018 – 2021 *Associate Consultant – Client Services*

- Provided consulting services to commercial construction organizations ranging in \$305M to \$4.6B in revenue with an impact on 21 to 504 active software users, generating \$4.7M in invoice sales, with \$1M being net-new sales activity.
- Monitored, captured, and analyzed support tickets to prioritize functionality and features for a \$4.0B client in the commercial construction space, leading to a 10% decrease of support tickets month over month, freeing up 5 hours of time per week.
- Drove enterprise-wide adoption (75% of client projects managed on system) for 1 of our top 10 largest customers, through strategic planning, client enablement, acting as the voice of the customer, and technical account management.

2017 – 2018 *Business Development Representative – Customer Experience*

Boston, MA

- Generated \$3M in pipeline sales and identified 21 opportunities, ending the 2018 fiscal year at 108% of my sales target.

ADDITIONAL

- Certifications: University of Michigan M-PACT DEI (November 2021), Prosci Change Practitioner (July 2021), Change Management, and Applied Project Management – Northwestern University (April 2021, August 2019)
- Fun Facts: I have never had a PB&J sandwich (and no I am not allergic!), avid chef that has mastered several cuisines (ask me about my favorite recipes), and love a good run, running the Desert Island Marathon in Maine in October 2023.

ROBERT OSEN

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PROFILE

With a diverse career history spanning public relations and sales, I honed my skills in driving business success and cultivating strong client relationships. I've excelled in VIP celebrity relations and organized notable events. With my exceptional communication skills, talent for identifying and meeting customer needs, I hope to move forward in CPG brand management as a project leader.

EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI <i>Master of Business Administration Candidate, Marketing and Supply Chain Management Specializations</i> <ul style="list-style-type: none">• Recipient of Dean's Full Merit Scholarship (2023)• Reaching Out MBA (ROMBA) Fellow (2023)	2025
University of California at Los Angeles (UCLA), Westwood, California <i>Bachelor of Arts in Design Media Arts</i>	2015

PROFESSIONAL EXPERIENCE

Away Travel, Venice, California <i>Supervisor, Sales Lead</i> <ul style="list-style-type: none">• Generated \$1,000,000+ in personal sales during employment.• Managed a team of ten employees who produced an average monthly sales of \$500,000.• Coordinated with customers in person and online to identify individual needs and provided positive solutions. Deployed superb active listening skills complemented by proven skills in facilitating consultative sales discussions.• Maintained an average customer satisfaction score of five out of five.	09/21 - 07/23
Jimmy Choo, Beverly Hills, California <i>Public Relations Manager</i> <ul style="list-style-type: none">• Delivered a 20% increase in number of product placements (300+) on celebrities including Beyonce, Jennifer Lopez, Leonardo DiCaprio during 2020 Awards season and into COVID-19 Stay At Home order.• Measured brand awareness success, collated key data and presented analysis to global brand leaders across the company.• Wrote approximately 13 press releases per week and pitched to networks of 200+ international media outlets.• Managed \$21k quarterly budget for purchasing new inventory product from wholesale team.	12/19 - 06/20
Salvatore Ferragamo, Beverly Hills, California <i>Public Relations Coordinator</i> <ul style="list-style-type: none">• Led client relations of 100+ VIP celebrity clients at flagship Beverly Hills store location.• Scouted and pitched new talent for brand opportunities, including Ethan Peck and Suki Waterhouse for sunglasses and fragrance campaigns.• Organized events such as Elle Magazine x Ferragamo: Young Hollywood Rising Party.• Participated with The Wall Street Journal to host Julia Roberts' Talents and Legends dinner.• Collaborated with each of The Hollywood Reporter's 25 Most Powerful Stylists in Hollywood 2019	09/15 - 12/19

SKILLS & TECHNOLOGY

Software and Tools: Adobe Creative Suite (Photoshop, Illustrator, InDesign, AfterEffects), SAP Inventory Management, D365, Launchmetrics, Cision Analytics.
Certificates: Financial Accounting Fundamentals

INTERESTS & COMMUNITY

Interests: Drag Shows, Photography, Beach Volleyball
Volunteer Activities: Los Angeles LGBT Center, Global Glimpse

ELENA ROCANELLI VEALE, CFP®

elena.veale@gmail.com // (302) 545-9533

EDUCATION

CORNELL UNIVERSITY, Johnson School of Management, *Master of Business Administration* // Expected May 2024

HAVERFORD COLLEGE *Bachelor of Arts, English* // May 2018

PROFESSIONAL EXPERIENCE

JPMORGAN CHASE, New York, NY

Private Bank Advisor Summer Associate // June 2023 - Present

Gained exposure to the Global Private Bank including investments, lending, banking, and trusted estate planning. Responsible for creating a Business Development Plan focused on business generation and client engagement.

THE VANGUARD GROUP, Malvern, PA

Relationship Manager // May 2020 - July 2022

Responsible for supporting investment service inquiries from a portfolio of high-net-worth families engaging in financial needs assessments. Recognized as a year-end Distinguished Performer for leading the department in performance metrics including advisor consultations and asset consolidations.

Ultra High Net Worth Client Consultant // July 2019 - May 2020

Assisted high-net-worth clients in placing trades and resolving complex financial issues. Created a special project to improve the client experience and department productivity related to the automated phone unit.

Flagship Client Service Specialist // September 2018 - July 2019

Engaged in investment guidance conversations to establish client goals and asset allocation. Recognized for being a top performer and for improving team engagement.

LEADERSHIP

CORNELL UNIVERSITY, Ithaca, NY

President, Out for Business LGBTQ+ Network // December 2022 - Present

Oversaw executive board and club activities. Engaged with Johnson students and faculty to develop and strengthen LGBTQ+ community. Identified areas for organizational growth through the complexities of sexual identity and intersectionality.

Johnson Leadership Fellow // April 2023 - Present

Responsible for coaching and advising first-year MBA students and teams. Co-taught Core Team Practicum course and organized core curriculum case competitions.

STRIVE: HOW YOU LEAD MATTERS, Wilmington, DE

Board of Directors // October 2018 - Present

Board Member for an educational non-profit dedicated to spreading character-driven leadership to underserved communities. Responsible for reviewing annual budget and projected cash flow statements as a member of the finance sub-committee.

THE VANGUARD GROUP, Malvern, PA

Mentor // January 2021 - December 2021

Provided practical and emotional development for three aspiring Relationship Managers. All three individuals successfully transitioned to Relationship Managers following the mentorship.

AWARDS

McAllister Speech Award, Cornell University Johnson School of Management // 2022

Relationship Manager Leadership Circle Award, The Vanguard Group // 2021 & 2022

Phonathon Top Performer Award, Haverford College Annual Giving Campaign // 2017 & 2018

All Conference Recognition, Haverford College Varsity Field Hockey // 2017

PROFESSIONAL CERTIFICATIONS

Certified Financial Planner (CFP) Designation

FINRA Securities Representative Licenses: Series 7, 63, and 66

BRADLEY LODEN

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EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN

Master of Business Administration

May 2024

- ROMBA Fellow, Apple Case Comp Winner, Zimmer Biomet Finalist
- VP of Internal Affairs, Out@Kelley

Indiana University, Maurer School of Law, Bloomington, IN

J.D. Candidate

May 2024

- 2L Representative & Prof. Dev. Chair, Student Bar Association (SBA)
- Themis Bar Class Sales Representative, Bar Representative

Indiana University, Kelley School of Business, Indianapolis, IN

Bachelor of Science in HR Management, Business Management, and International Studies

May 2020

- GPA: 3.92/4.00 with Distinction, Dean's List (all semesters), Delta Sigma Pi, Top 100 nominee

EXPERIENCE

Kalpso: Rockwell Automation, Chicago, IL

May 2023-August 2023

MBA Summer Consultant

- Led Organizational Change Management initiatives by creating client deliverables which were distributed to 400+ client employees to ensure effective communications of high-level change to ways of working.
- Spearheaded efforts to reignite Kalpso LGBTQ+ ERG by meeting with fellow Kalypsonians, creating a firm-wide interest survey, working with principals, & leading internal team meetings to establish the LGBTQ+ ERG.
- Created a comprehensive client onboarding deck for incoming Kalypsonians which led to a learning curve reduction, increased client services, and created better access to client resources for Kalypsonians to utilize.

Solution Tree, Bloomington, IN

January 2023-May 2023

MBA Student Consultant

- Researched & presented 3 possible strategic options for the client to revamp its fulfillment and distribution strategy to enhance timeliness of order fulfillment and to cut costs.
- Created excel documents laying out the complete financial business case for each strategic option to enable client to make an informed business decision.
- Developed business case for Solution Tree to renegotiate its current contract with its distribution partner to save time, cut costs, and increase fulfillment timeline.

Pricewaterhouse Coopers LLP, Chicago, IL

June 2022-August 2022

Legal Business Solutions (LBS) Consultant

- Led Environmental Social Governance (ESG) research to assist in establishment of ESG as service offering by LBS consulting group
- Crafted 'starter kits' for Legal Modernization deliverables to reduce learning curve by 1-2 weeks for associates, which decreased client deliverable turnaround time
- Created business case deck template for LBS team leads to use in client deliverables to ensure consistency of information across practice groups which led to saving 3-5 days of time

United States Attorney's Office, Louisville, KY

May 2021-August 2021

Law Clerk

- Researched various complex legal concepts pertaining to criminal and civil law by preparing responses for expected legal challenges from opposing counsel
- Drafted timely comprehensive writing assignments such as motions, briefs, and memorandums saving senior attorneys 1-2 weeks of research and writing time which enabled better client focus

ADDITIONAL

Gym-goer, LGBT+ political activism, NCAA sports fan, hiker, beachgoer, traveler, RuPaul's Drag Race superfan

EDUCATION

University of Maryland, Smith School of Business
Master of Business Administration, Finance

College Park, MD, USA
May 2024

- Smith Fellow; Reaching Out Fellow (ROMBA)
- Vice President, Smith Finance and Venture Capital Association; Smith Pride Alliance
-

The American University of Iraq, Sulaimani (AUIS)
Bachelor of Science, Business Administration

Sulaimani, Iraq
December 2012

- Provost's List, Spring 2009, Dean's List: Fall 2009, Spring 2010
- Four- year full academic scholarship from The Independent Development Council
- Iraqi Young Leaders Exchange Program (IYLEP) participant, focused on social entrepreneurship, University of Arkansas, Fayetteville, 2011

EXPERIENCE

JPMorgan Chase & Co.

Columbus, Ohio

Summer Associate, Chase Associate Program (CAP)

June 2023-August 2023

- Analyzed all of Chase's small businesses checking and savings accounts benefits, determined which benefits can be merged or phased out, and presented recommendations to Chase's Business Banking executives.
- Assisted the Business Banking team with monitoring reports and controls to limit mistakes, performed correction cases, and helped prioritize the team's book of work for 2024.

Euphrates Advisors LLC, Euphrates Iraq Fund LTD

Washington, DC

Analyst (currently part-time to help finance MBA)

January 2017- Current

Euphrates Iraq Fund LTD is the largest foreign fund investing in Iraqi public equities listed on the Iraq Stock Exchange.

- Liaise between fund's managers, investors, and portfolio companies; provide regular political and economic briefings on Iraq to educate investors about risks in the portfolio in a nuanced way, gaining confidence from clients and growing assets under management (AUM) from \$90M to almost \$200M.
- Advise fund managers on local and regional Iraqi politics, laws, regulations, economic developments, and business customs, as the only Arabic speaking and Iraqi member of the team, helping fund managers make investment decisions while navigating a volatile investment environment.
- Research, interview, and track startups in Iraq for potential future investments; invested in four startups. Currently collaborating with agritech firm on corporate compliance and financial reporting in preparation for series B funding round.

Euphrates Advisors LLC, Euphrates Iraq Fund LTD

New York, NY/Baghdad, Iraq

Consultant

June 2014 – October 2015

- Represented fund in Iraq; attended meetings, conducted interviews with senior public company executives, and provided logistical support to Euphrates team and investors. Identified and built relationships with four portfolio companies in which fund ultimately invested.
- Represented fund on boards of the PepsiCo franchise in Iraq, Baghdad Soft Drinks Company, and the largest public real estate construction company, Al Mamoura Real Estate Investments; knowledge gained used by fund managers to make informed decisions on the size of the companies' holdings in fund's portfolio during quarterly rebalancing.
- Delivered daily briefings on Iraq to New York team, as in-house Iraqi advisor, helping team navigate the political crisis and occupation of a third of Iraq's territory by the Islamic State (ISIS) without losing investors and ending 2014 with \$20mn more in AUM.

General Electric (GE)

Baghdad, Iraq

Financial Management Program (FMP) Trainee

January 2014 — June 2014

Rabee Securities (RS)

Baghdad, Iraq

Analyst

June 2012 — January 2014

DISTINCTIONS

- Board Member, IraQueer (LGBTQ rights and advocacy organization), 2020-current.
- Career Coach, Baghdad Business School, 2021-current
- Languages: Arabic (native); English (fluent)

YUVAL ASSYAG

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, Georgia

M.B.A., Concentrations in Consulting and Entrepreneurship

May 2024

- Goizueta Consulting Association, Women in Business, Technology and Fintech Association, Goizueta Ambassador
- Excellence Scholarship; ROMBA LGBTQ+ Fellowship; Leadership Coaching Fellowship; iTrek Leadership Program
- 1st place in Goizueta Entrepreneurship Contest; Founder of Interomate Startup at Atlanta Tech Village
- Teaching Assistant, Executive MBA Entrepreneurship; Lecturer, SQL Workshop for Emory MBA Program

TEL-AVIV UNIVERSITY, COLLAR SCHOOL OF MANAGEMENT

Tel-Aviv, Israel

M.S., Information Systems, Concentration in Data Science

August 2023

- Dean's List (top 3 student 2x semesters); Summa Cum Laude (top 3%); Collar Excellence Scholarship
- Netflix Research - Formed consumer behavior data analysis, enhancing Netflix's machine learning recommendations algorithm by 35% for certain users to improve user experience, strategy, and revenue growth

BEN GURION UNIVERSITY, ELECTRICAL ENGINEERING SCHOOL

Beer-Sheva, Israel

B.S., Computer Engineering; University's flagship program combines Electrical Engineering & CS

July 2020

EXPERIENCE

APPSFLYER

Tel-Aviv, Israel

Senior Big Data Engineer

2020 to 2021

- Directed implementation of a new visibility platform, DataDog, to comply with global customers' needs by enhancing analytics, metric visibility, and business process tracking, improved customer satisfaction by 12%
- Initiated dashboard development to enable clients to retrieve real-time data status, meeting business KPIs using Tableau, Excel, and Grafana; reduced client tickets by 20%
- Optimized legacy data pipeline by enhancing inefficiency and redesigning services architecture, cut down technical resource consumption, leading to annual savings of \$1.8M and preventing a contract breach for a \$50M payer client

Software Engineer

2019 to 2020

- Collaborated with 300+ product managers, executive stakeholders, engineers, UX/UI, and sales to develop SaaS products, services, integrations (Meta, Google), and REST API to provide clients unified analytics overview in a hyper-growth Agile environment
- Readjusted cloud computing (AWS) usage by analyzing performance, creating data visualizations and dashboards, saving \$800K/month

8200, INTELLIGENCE CORPS, ISRAEL DEFENCE FORCE

Tel-Aviv, Israel

Elite and highly selective unit (top 1%) specialized in technology innovation and cyber-warfare; equivalent to NSA

Strategy and Operations Consultant - Reserve Duty

2014 to 2019

- Collaborated with cross-functional teams to restructure 1K+ officers organization to streamline workflows and talent management by conducting research, interviews, focus groups, and delivery recommendations and presentations to executives, supporting growth strategy and enhancing retention rate by 18%
- Cooperated with clients to implement digital transformation strategy to optimize workforce utilization. Automated role of 100+ officers/year through cross-functional communication and innovative tech, boosting efficiency by 10%
- Coached and mentored 200+ officers through design thinking workshops, decision-making simulations, and frequent one-on-ones to strengthen interpersonal skills, enhancing leaders' strategic and innovative thinking by 15%

Team Lead and Project Manager

2012 to 2014

- Managed sensitive intelligence operations leveraging analytical tools to deliver client projects using data-driven decisions in high-pressure environment, with strict deadlines and budget, saving 1M+ lives and \$500M+ in assets
- Led team of 15 product managers and engineers by setting clear goals, task delegation, and guiding to solve complex problems using JIRA, Agile Scrum, product roadmaps, KPIs, increasing mission completion rate by 30%

ADDITIONAL INFORMATION

- Skills: Python, SQL, Tableau, R, CI/CD, Jenkins, Git, Scala, Spark, Kafka, Java, ETL, OOP, Kibana, S3, Airflow
- Social Impact Work: Strategy Consultant at ScaleUp Velocity focused on improving minorities' participation in IT (2019); Tech Consultant, planned and designed startups' infrastructure for effective business operations (2021)

TONIMA "RAMEE" SALEH

New York, NY | (210) 860-7626 | trs6967@stern.nyu.edu

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2025

Specializations in Strategy and Management

- Awarded Elizabeth Morrison Faculty Scholarship (full-tuition merit scholarship), Forté Fellowship (advancing women in business), and Reaching Out MBA (ROMBA) Fellowship

RICE UNIVERSITY

Houston, TX

Bachelor of Arts in Economics and Policy Studies

May 2019

- Cum Laude; Award Recipient, Vandiver Brown Scholarship (four year merit-based tuition scholarship)

EXPERIENCE

THE BOSTON CONSULTING GROUP

Houston, TX

Consultant (2021-2023), Associate (2019-2021), Summer Associate (2018)

2018 - 2023

- Promoted to Consultant at fastest timeframe of 24 months due to outstanding performance and potential
- Conducted strategy growth assessment to support ~2x revenue increase and ~20% EBITDA goal; crafted industry deep dives, co-created acquisition strategy with senior clients, and mentored junior team members
- Analyzed ~\$225M of material spend, resulting in 13% cost reduction within constrained supply market
- Organized strategic direction & stakeholder facilitation of \$210M Affordable Housing portfolio as part of \$999M COVID-19 relief funds disbursement for major U.S. county; expected impact creating 3.5K subsidized units
- Assessed strategic opportunities worth \$200M for private family foundation in K-12 digital education; collaborated closely with senior stakeholders to present recommendations to foundation co-chairs
- Facilitated in-person workshops with Chief Procurement Officer, U.S. CEO, and senior procurement leadership to strategize new function org. and supplier communication and negotiation as part of acquisition

THE BILL & MELINDA GATES FOUNDATION (*on secondment from BCG*)

Seattle, WA

Associate Strategy Officer, Pandemic Preparedness

2022 - 2023

- Oversee strategic planning for disease surveillance investment portfolio, including material development for leadership and ~20-person workshop facilitation ahead of upcoming ~\$50M investment request
- Organized mortality surveillance convening in Maputo, Mozambique for ~100 academic partners, country leaders, and global funders; led material and session development to disseminate learnings from portfolio and generate new funding partners

BRAC (*international development NGO*)

Dhaka, Bangladesh

Strategy Intern

Summer 2019

- Created framework for executive “listening” sessions to kick-off five-year strategy review; conducted three field-based assessments to capture participant and worker feedback on dairy production and early education programs

CENTER ON BUDGET AND POLICY PRIORITIES (*non-partisan think-tank*)

Washington, D.C.

Development Intern, State Fiscal Project

Summer 2017

- Authored funder correspondence; analyzed funding data to construct future forecast for budget estimations

ONE DEGREE (*not-for-profit tech startup*)

San Francisco, CA

Community Growth & Marketing Intern

Summer 2016

- Co-led growth initiatives resulting in ~1K member increase; managed grant applications (\$500K in new awards)

ADDITIONAL INFORMATION

- Volunteer work: Board Fellow for EMERGE (2019-2021), volunteered for special projects & data analysis to support low-income students enrolling into higher degrees
- Leadership: Team Lead Houston Arboretum Research Action Team (2019) -- managed team of 4 to build user experience & demographic survey (~500 administered); Design for America Team Lead (2019) -- led team of four to revamp follow-up process for foster-care adoption agency through parent interviews and user tests to improve response rates by 8-10%; Critical Thinking in Sexuality Taskforce Member (2016-2019) -- gathered student support, advocated for administrative approval, and developed new curriculum for a sexual assault prevention course, mandatory for all incoming students – first in the nation
- Skills: Advanced Excel, Alteryx, Tableau, fluent in Bengali
- Interests: Baking fruit-forward desserts, reading memoirs and historical fiction, live music, hot yoga, ceramics

MARK SALMON

Cincinnati, OH | Cell: 216-702-2541 | Email: MRSALMON@IU.EDU



WORK EXPERIENCE

UCB Pharmaceuticals, Marketing Lead Rotation | Atlanta, GA *January 2023 – Current*

- Selected to partner with Headquarters in a year long Marketing Rotation with both Briviact and Nayzilam Brands
- Worked with agency for 6 months to film a National Virtual Nayzilam Broadcast Program for HCP's
- Successfully executed National Nayzilam Program with 326 HCP's and 106 Prescribers in attendance
- Created and led 2023 Epilepsy Ad Board made up of 11 members of field and 5 Home Office Employees
- Partnered with Talent to develop new training materials for field sales via RP scenarios for annual PIM Meeting
- Worked with agency for 6 months to develop 4 videos with top KOL's in Epilepsy to use in Field and Online
- Co-Created with Home Office 4 Patient Profiles for Briviact and Nayzilam and led training session for field sales

UCB Pharmaceuticals, Senior Provider Liaison- Epilepsy | Cincinnati, OH *August 2020 – Current*

- Won 2022 President's Club (Top 10 Overall in 2022) for Briviact and Nayzilam Growth in January-December 2022
- Finished 1st out of 99 Managers for Q2 2022 Contest for "Most New Patient Starts in the Country" on BRIVIACT
- Finished 10th out of 99 Managers for Q2 2022 Contest for "Most New Patient Starts in the Country" on BRIVIACT
- Partnered with Marketing and launched QR Code Video Campaign to reach hard-to-reach providers
- Helped multiple states navigate national distribution issue by utilizing specialty mail-order pharmacy in GA.
- Led multiple states on video conferences on how to reach HCP's via Email:Fax conversions during COVID

Adamas Pharmaceuticals, Neuroscience Area Specialist | Cincinnati, OH *Mar 2019 - June 2020*

- Launched New Drug GOCOVRI™ for Parkinson's in Ohio, Indiana, Kentucky, and West Virginia
- Q2 2020 National Contest Winner of "Most Virtual Speaker Program Attendees" & "Most VEEVA Virtual Details"
- Selected in February 2020 to help train 5 new hires at Headquarters and assist new National Sales Trainer
- Partnered with University of Cincinnati-Gardner Neurology's Specialty Pharmacy to grow TRx by 41% in H1 2020

Avanir Pharmaceuticals, Neuroscience Area Manager | Cincinnati, OH *Sept 2014 - Mar 2019*

- Ranked 12th out of 100 Neuroscience Area Managers in 2018 overall performance (Top 12%)
- Achieved 104% goal attainment and ranked 52nd out of 218 reps for 2017 overall performance (Top 23%)
- Achieved 101% goal attainment and ranked 62nd out of 208 reps for 2016 overall performance (Top 30%)
- Ranked 11th out of 81 Neuroscience Area Managers for NUEDEXTA™ 2015 overall performance (Top 13%)
- Ranked 3rd out of 81 Neuroscience Area Managers for NUEDEXTA™ percentage volume growth in H1 2015
- Launched innovative migraine drug ONZETRA™ in Ohio, Indiana, and Kentucky markets in Q1 2016
- Winner of National SPIFF (Top 10% ONZETRA™ Growth) achieving 135% goal attainment in H1 2017
- Winner of National "Sharpening the Saw Award" for largest NUEDEXTA™ growth from H1-H2 in 2018

Forest Pharmaceuticals, Pharmaceutical Sales Representative | Framingham, MA *Jan 2014 - Aug 2014*

- Consulted 210 physicians on 5 drugs in various specialties including Neurology, GI, Pulmonology, and Cardiology
- Exceeded Q1 2014 goal 110% for 4 of 5 drugs during Q1 2014 including NAMENDA™ for Alzheimer's
- Ranked 10th of 469 reps Nationally for LINZESS™ (GI) performance in Q1 2014 (Top 2%)
- Ranked 92nd of 469 reps Nationally Top 19% overall for territory performance in H1 2014

Altria Group Distribution Company, Territory Sales Manager | Boston, MA *Oct 2012 - Dec 2013*

- Managed the sales, distribution, and operations of 250 convenience stores with \$26M in annual revenue

EDUCATION

Indiana University, Kelley School of Business | Kelley Direct MBA | Bloomington, IN *Spring 2025*

- MBA Candidate | Kelley Direct Pride Co-President | ROMBA Fellow *GPA: 3.85 / 4.0*

Indiana University, Kelley School of Business | Bloomington, IN

- Bachelor of Science in Business | Majors: Business Economics and Public Policy *May 2011*
- Kelley Business Honors College (Top 3% of Kelley) | Hutton Honors College *GPA: 3.5 / 4.0*

Atticus D. Madden

435-881-8478 | Atticus.d.Madden@Vanderbilt.edu | www.linkedin.com/in/atticus-madden

EDUCATION

VANDERBILT UNIVERSITY

Nashville, TN

OWEN GRADUATE SCHOOL OF MANAGEMENT

Master of Business Administration, Graduation May 2025

- Concentrations: Strategy, Global Business
- Clubs: OSCC, O4B
- Scholarship: ROMBA Fellow

UNIVERSITY OF UTAH

Salt Lake City, UT

Bachelor of Arts, August 2020

Major: History; Minor: Business

- GPA: 3.8, *Dean's List 5x*
- Clubs: LGBT Resource Center, Business Society, Crimson Gaming, Chinese Learning Society
- Scholarship: CPE Study in China Scholarship

EXPERIENCE

AMAZON

Salt Lake City, UT

2022 - 2023 *Area Manager*

- Directed long-term project to ensure compliant coverage of specialist roles across shifts, generating a cumulative 115% increase in compliant coverage.
- Created tracking and coaching systems for underperforming employees that resulted in a 35% increase in efficacy of 80th percentile performers.
- Recognized on a network level for standout skills in data analysis, high-velocity decision making, and innovation, such as building an automated statistical model in excel that informed shift managers on their best opportunities to improve throughput.
- Managed a shift team with 3-6 assistant managers and 40-100 employees daily that spent 68 weeks as a top 2 customer-facing quality warehouse in the network.

VANGUARD

Malvern, PA

2020-2022 *Senior High Net Worth Case Representative - Inheritance*

- Utilized Lean Methodology to identify and achieve KPIs as well as lead continuous improvement problem solving initiative to reduce misrouted calls creating a 27% reduction in inappropriate client handoffs.
- Executed dozens of \$1–100 million account distributions to beneficiaries, trusts, and charities in both clear and uncertain compliance environments.
- Repeatedly recognized for high performance and growth, promoted 3 times within tenure with the company

LEADERSHIP

CRIMSON GAMING

Salt Lake City, UT

2018 – 2020 *Organizer*

- Coordinated, scheduled, and lead peer meetings weekly for 3 years

ADDITIONAL

- Languages: English, Mandarin Chinese (HSK-3 level)
- Interests: historical travel, fine dining, strategy games, and statistics-driven storytelling in sports
- Certifications: SIE, FINRA Series 7 & 63

James Gleason

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EDUCATION

University of California, Berkeley, Haas School of Business (Berkeley, CA) **May 2024**

Master of Business Administration

- Reaching Out MBA Fellowship Recipient (\$55K Annually)
- **Extracurricular:** President, Haas Marketing Club; VP of Admissions, Food@Haas; VP of Advocacy, Q@Haas

American University (Washington, DC)

May 2015

Public Communication & International Studies Dual Degree (3.96 GPA; Summa Cum Laude with Honors)

- **Extracurricular:** Global Scholars Three-Year Program; Sigma Iota Rho Honor Society; AU Student Ambassador

EXPERIENCE

Danone (Broomfield, CO)

2023

MBA Brand Management Intern, Silk

- Crafted data-backed media and channel recommendations to increase the profitability and consumer appeal of Silk Coconutmilk, including a comprehensive shopper marketing, away-from-home and digital activation strategy
- Directed the creative development and execution of Silk Coconutmilk's first TikTok campaign and complementary click-to-purchase page, which outperformed Danone's benchmark CPM and video view-through rates by 10%+

National Confectioners Association (Washington, DC)

2019-2022

Content Manager

- Developed marketing content for the Sweets & Snacks Expo, the largest U.S. candy & snack trade show, drawing 12,000+ attendees and netting an additional \$9M in revenue through registrations driven by content marketing
- Supervised an external team of journalists to publish 15+ issues of Candy & Snack TODAY, the leading industry print trade magazine, reaching 13,000 professionals and grossing \$500K in revenue annually
- Proposed and served on the association's diversity, equity and inclusion working group, forming a platform for industry-specific DEI collaboration between leading companies in the confectionery industry

Gleason Creative Content & Copywriting (Washington, DC)

2017-2022

Owner & Founder

- Consulted with national food & beverage and CPG brands, including Super Coffee, ROAR Organic and PLNT Burger, to build cohesive brand identities and create content for 20+ product launches across eight product lines
- Created comprehensive social media, e-commerce and digital marketing copy for CPG client's nationwide rebrand, which grew its e-commerce sales by 82% and digital impressions by 60% vs prior year

National LGBT Chamber of Commerce (Washington, DC)

2017-2019

Digital Media Manager

- Steered creation and execution of content marketing strategy for the chamber and its New York affiliate's 1600+ members, growing LGBTQ+ entrepreneur membership by 15% over two years
- Led a team of external creative partners, including designers, photographers and videographers, to ensure alignment across NGLCC's brand messaging and convey its value proposition across all platforms

The Coca-Cola Company (Bethesda, MD)

2015-2017

Public Relations Association & Marketing Copywriter – Honest Tea

- Developed and executed Honest Tea's PR and social content strategy to deliver integrated and engaging branded content, earning an average of 80M media impressions and 50M social impressions annually
- Composed packaging, media, social, advertising and other promotional content for 25+ new products across 10+ product lines, ranging from innovation pilots to the brand's top-selling Honest Kids organic juice drink line

ADDITIONAL

- Proficient in Circana/IRI, SPINS, NielsenIQ and Mintel analytics systems to provide insights on consumer behavior
- Member, National LGBT Chamber of Commerce and Equality Chamber of Commerce DC Metro Area

EDUCATION**FORDHAM UNIVERSITY, GABELLI SCHOOL OF BUSINESS**
MBA, Financial Technology, Expected May 2025New York, NY
2023-2025

- Accounting, Marketing, Statistics; Awarded Dean's Merit Scholarship

HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY
MS, EconomicsHong Kong
2012-2013**SHANGHAI UNIVERSITY**
BS, Mechanical EngineeringShanghai, China
2003-2007

- 2007 Best College Graduate in Shanghai; 2004-06 First Scholarship/Excellent Student

EXPERIENCE**SIVIUM CAPITAL**

London/Remote

*Boutique financial advisory firm***Advisory Board Member**

5/2020-Present

- Advise clients on asset allocation in Asia, avoiding 50% loss in public holdings by identifying political risks
- Source five exclusive China PE deals for UK clients worth \$100 million through local network

CHINA TOURISM (PE) FUND MANAGEMENT

Shenzhen, China

*\$6.5 billion AUM Fund, co-led by CITIC Group and China's Finance Ministry***Deputy General Manager**

2/2018-6/2023

- Raised \$2.1 billion in HK IPO of China Tourism Group Duty Free Corp, making it world's largest duty-free company
- Sourced and evaluated over 40 PE deals in China using industry network and third-party consultants
- Forged partnerships with over 50 entrepreneurs and secured 30 start-up deals to launch \$140 million VC Fund

CHINA TRAVEL FINANCIAL INVESTMENT

Hong Kong

*Investment arm of China's Finance Ministry with over \$10 billion assets***Senior Investment Associate**

11/2016-2/2018

- Developed business strategies for three companies to increase revenue by over 7% YoY
- Negotiated with Standard Chartered to acquire 45% stake in PrimeCredit, a HK leading money lender
- Launched \$6.5 billion China Tourism Fund with CITIC and China's Finance Ministry, setting a milestone for tourism industry

PETIOLE ASSET MANAGEMENT (THE FAMILY OFFICE)

Bahrain

*Boutique asset manager***Assistant Portfolio Manager**

11/2013-10/2016

- Managed \$200 million Asia portfolio, delivering stable cash returns and long-term capital gain by risk management
- Interviewed and evaluated over 50 HF managers to establish in-house HF data base, supporting investment decisions
- Performed analysis on over 20 private companies, providing direct exposures and insights for clients

WORLD BANK

D.C.

Conference Coordinator

10/2010-7/2011

- Collaborated with top Chinese universities to host economics conferences and workshops, promoting mutual understanding

FUJI XEROX

Shanghai, China

Mechanical Engineer

7/2007-9/2010

- Researched and Designed new copy machine models to lower cost and increase market shares

ADDITIONAL

- Skills: Quantitative Analysis, Portfolio Management, Risk Analysis, Due Diligence
- Certifications: New York Institution of Finance - Wealth Allocation; Bahrain Capital Knowledge - Financial Modeling
- Awards: 2017 Outstanding Individual Award - China Tourism Group Innovation Exhibition; 2009-2010 Excellent Employee - Fuji Xerox
- Personal: Les Mills Body Pump Certified Instructor

MICHAEL OWENS

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(512) 788-2359

linkedin.com/in/www.linkedin.com/in/mike-owens--

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2025**

Master of Business Administration, Marketing

- Business Development and Sales

PRAIRIE VIEW A&M UNIVERSITY, COLLEGE OF JUVENILE JUSTICE, Prairie View, TX **May 2016**

Bachelor of Science in Criminal Justice

EXPERIENCE

THE KYO GROUP, Remote **Winter 2023**

Business Development Consultant (Internship)

- Spearheaded development of a comprehensive and results-oriented business development strategy; provided the company with a clear roadmap for growth, resulting in a 25% increase in new partner development
- Developed and executed lead generation strategies, generated CRM inputs, and reached out to leads, resulting in a 20% increase in qualified leads and a 15% increase in overall revenue
- Fostered strong relationships with clients and prospects through effective communication, active listening, and a consultative approach, resulting in a 10% increase in quality lead generation

MARINE CORPS, Various locations, United States **2016 - 2023**

Inspector Instructor (Manager), Mobile, AL (2020 - 2023)

- Ensured completion of administrative, operational, and logistical requirements for 65 personnel and over 2 years implemented new training programs and an increase of staff personnel by 5 direct reports
- Managed and owned maintenance, inventory, and accountability of \$10M of military gear and equipment ensuring the completion of over 20 mission-critical operations and training events
- Led the logistical, and operational completion of two support missions to U.S. Border Patrol with multiple personnel rotations through relationship management, training, and coaching, enabling 3 separate counter-narcotic operations
- Fostered a dynamic work culture that empowered employees at all levels to take ownership of office conduct and mission execution, resulting in enhanced collaboration, problem-solving, and a 35% improvement in team productivity

Executive Officer (Assistant Manager), Kaneohe HI (2019 - 2020)

- Planned and supervised the execution of a comprehensive training plan and drove event completion through weekly meetings and the coordination of resources improving task completion by 25%
- Built rapport and led the relationship coaching and operational process for a team of 78 employees, increasing relationships and operations with 3 other departments and external customers
- Coordinated quarterly review of training events and exercises for all small units and individuals increasing unit readiness to 100% for four quarters

Officer in Charge (Supervisor), Zamboanga, PH (2018 - 2019)

- Directed an 18-person signals intelligence team to provide services to specialized teams in remote locations
- Organized accounts and equipment totaling \$3M+ ensuring support to three remote support locations
- Briefed and reported intelligence products to military and federal intelligence officers ensuring a 200% increase in reporting of activities in the area

ADDITIONAL

-
- Security Clearance: Top Secret Clearance | SCI with Polygraph
 - Computer Software: MS Word, Excel, Teams, PowerPoint
 - Operating Systems: Microsoft Windows
 - Hobbies: Car Enthusiast, an active participant in local car events and group rides
 - Work Eligibility: Eligible to work in the United States with no restriction

EDUCATION

University of California, Irvine, The Paul Merage School of Business, Irvine, CA Master of Business Administration, Marketing	06/2024
ESAN Graduate School of Business, Lima, PERU Specialized Certificates: Consumer Experience Management & Content Marketing	12/2020
San Pablo Catholic University, Arequipa, PE Bachelor of Business Administration, Marketing	12/2019

EXPERIENCE

MATTEL INC, El Segundo, CA MBA Marketing Intern - Disney Pixar Action Figures <ul style="list-style-type: none">Developed a strategy with my MBA team to boost the DTC channel and enhance the experience of gift-givers on Mattel's Caribu digital platform, projecting a 25% growth in subscriptions and sales at Retailers in the first year.Performed market research to identify Pixar's primary consumption channels, formulated a marketing plan to reposition the brand, boost sales, and enhance Disney partnerships by increasing product placement at key touchpoints, supported by a digital communication strategy to deliver an enhanced customer experience.Conducted a Toy Story's premium product line analysis, utilizing customer data and competitive insights to craft a marketing strategy targeting collectors and exclusive customers, aimed at increasing sales at a higher price point while introducing innovative and exclusive products to diversify the Toy Story brand's portfolio.	06/2022 – 09/2022
ESE LATAM, Lima, PERU Marketing Coordinator <ul style="list-style-type: none">Established the annual marketing budget, drove investment decisions in digital campaigns and ATL actions, improving brand positioning and the level of customer satisfaction by 15% over the previous year.Coordinated all inbound and outbound digital marketing campaigns using Facebook/ Google Ads for lead generation and event registration, resulting in 10x growth in daily call volume and 28% acquisition increase.Managed content creation and approved the company's social media content by Design and Communications teams, improving brand recognition, sales and engagement of representatives in LATAM region from each social network.	03/2022 – 07/2022
SAN PABLO CATHOLIC UNIVERSITY, Arequipa, PERU Marketing Assistant <ul style="list-style-type: none">Implemented a marketing plan for recruiting prospective students through digital/traditional media advertising and organizing virtual and in person events, achieving a 10% growth of applicants in one year.Co-created and led 10+ experiential projects for admits, and generated content for social networks, press releases, and other media channels, increasing brand recognition; and annual leads by 18%.Managed and reviewed the daily activities of each campaign and project using digital tools like HubSpot CRM, Discord, PowerBi and Bitrix., maintaining the progress of actions at 100% daily.	07/2020 – 02/2022
CHAMBER OF COMMERCE AND INDUSTRY OF AREQUIPA, Arequipa, PERU Marketing and Commercial Representative <ul style="list-style-type: none">Established affiliations of new partner companies, sales in digital advertising, magazines, events, and business fairs reaching a growth of 20% in the commercial area in one year.Developed a loyalty plan for the partner companies of the Chamber of Commerce through interviews with marketing managers to obtain and incorporate feedback about the experience with services.Defined product-specific sales goals building databases for potential new customers, enhancing sales segmentation.	04/2017 – 05/2018

ADDITIONAL INFORMATION

- Language:** Spanish (native); English (fluent); Portuguese (intermediate).
- Fellowship:** Reaching Out MBA (ROMBA) Fellow.
- Computer Software:** Tableau, Cognos, Anaplan, HubSpot, Clientify, Google and Meta Ads, MS SharePoint, MS 365, Teams, Google Analytics, Google Tag Manager, HubSpot, SurveyMonkey and Salesforce.
- Community:** Social impact project in Florianopolis, BRAZIL for NGO Mais Uniao through a marketing and network awareness plan to raise funds for children without access to education.
- Interests and hobbies:** Sports: volleyball, swimming, running. Traveling, acting, reading, and watching series.

CAN TELKES

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EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2024

- Dean's List; Recipient, Director's Award (partial-tuition, merit-based); Fellow, ROMBA (partial-tuition, merit-based)
- Graduate Ambassador, MBA Admissions Office; VP, Graduate Finance Association and Outclass
- Teaching Fellow: Valuation – Prof. Aswath Damodaran (Spring 2024), Private Equity Finance – Prof. Gustavo Schwed

KOC UNIVERSITY

Istanbul, Turkey

Bachelor of Science and Bachelor of Arts in Industrial Engineering and Business Administration

June 2018

- Recipient, Vehbi Koc Scholar Award (top 5% of graduating class) and merit-based scholarship

EXPERIENCE

LAZARD FRÈRES & CO

New York, NY

Investment Banking Summer Associate, Industrials M&A

June 2023 – August 2023

- Received the Lazard MBA Fellowship, awarded to a select group of outstanding first-year MBA students
- Advised a private equity client on a potential acquisition of a polymers producer by preparing an LBO model, analyzing the competitive landscape, conducting valuation, and coordinating due diligence
- Conducted a strategic review for a chemicals manufacturer by benchmarking performance against peers and prepared a vulnerability assessment against an activist attack, advising the company to divest one of its segments
- Prepared the board presentation of an S&P 500 company, including valuation of a potential target, recent transactions in the industry, and a detailed TSR analysis broken down by components, benchmarked against peers

ACTERA GROUP (*Largest private equity firm in Turkey with AUM of \$3B+*)

Istanbul, Turkey

Private Equity Associate

2020 – 2022

- Evaluated 20+ investment opportunities across industries, with a focus on technology and industrials, preparing LBO models and investment committee materials, conducting due diligence, and participating in document negotiation
- Participated in the \$1.5B investment round of Trendyol (*#1 Turkish e-commerce platform*) with Softbank and General Atlantic: Constructed a cohort-based model, forecasting number of active shoppers, order frequency, and basket sizes
- Acquired 60% stake in PayTR (*#2 Turkish payment services provider*): Led financial, tax, and commercial due diligence workstreams; designed an earn-out-based structure; created data-driven pricing tool for merchant segments
- Spearheaded an investment in Getir (*online grocery retailer*): Created a 5-year business plan with a unit economics tool; coordinated due diligence; picked 40+ cities to be launched based on online penetration, population density, competition
- Covered Koroza (*flexible packaging manufacturer*): Conducted a bolt-on in Europe; exited its household products subsidiary through IPO, overseeing the drafting of investment prospectus and receiving 7x demand from retail investors

BANK OF AMERICA

Istanbul, Turkey

Investment Banking Analyst, Turkey Coverage

2019 – 2020

- Worked as part of Turkey country coverage team across industry and products groups, collaborating closely with teams in the UK on execution
- Completed 10+ pitches to multinational and Turkish clients, covering conglomerates, largest corporates, and private equity firms in Turkey
- Acted as exclusive financial advisor to Nippon Paint in its acquisition of Betek (*Turkish paints manufacturer*) for \$405M: Prepared the financial model and drafted the board presentations, completed due diligence under an accelerated timeline
- Acted as exclusive financial advisor to Sabanci (*Turkish conglomerate*) in its acquisition of a white cement plant in Spain for \$180M: Screened 10+ opportunities and presented the financial impact of different acquisitions to the board

UNLU & CO (*Leading independent M&A and capital markets advisor in Turkey*)

Istanbul, Turkey

Investment Banking Analyst

2018 – 2019

- Executed middle-market M&As, LBOs and IPOs with total market value of \$750M; worked closely with managing directors and company executives with high level of client exposure
- Acted as Joint Global Coordinator in \$530M IPO of Sok (*Turkish discount retailer*) on Istanbul Stock Exchange: Drafted company's equity story; coordinated preparation of marketing presentations with other advisors

ADDITIONAL INFORMATION

- Languages: Turkish (fluent), French (basic)
- Technical: MS Office (advanced), CapitalIQ (advanced), FactSet (intermediate), Python (intermediate)
- Certifications: Wall Street Prep – Financial & Valuation Modeling, LBO Modeling, M&A Modeling, DCF Modeling
- Interests: Skiing (visited 7 mountains in Europe), playing tennis, watching theaters and musicals

Arjanah Slaughter

Detroit, MI | (313) 433-5118 | slaugh60@msu.edu | <https://www.linkedin.com/in/arjanahslaughter/>

EDUCATION

Michigan State University, Broad College of Business
Master of Business Administration, Marketing

East Lansing, MI
Expected 5/2025

Wayne State University

Bachelor of Science in Business Administration: Marketing and Advertising
Overall GPA 3.6 | Major GPA 3.9.

Detroit, MI
5/2021

- Dean's List Winter 2021 GPA 4.0.

EXPERIENCE

Account Executive

3/2023-7/2023

closerlook (Fishawack Health) - a pharmaceutical and biotech advertising agency

- Created strategic briefs for patient advocacy projects and events to support patients living with rare autoimmune diseases and increase awareness impacting 100,000 people globally.
- Partnered with healthcare professionals, health unions, and patient advocacy groups to provide educational materials and treatment options for approximately 40,000 U.S patients with gMG.

Client Experience Account Manager

9/2021-3/2023

VMLY&R - a global digital advertising agency

- Constructed social strategy and delivered social content on ReadySetEat's (*a meal planning site*) social platforms (Facebook, IG, & TikTok) growing social media followers 18% over one year.
- Supervised a cross-functional team of 40 to design and execute a D2C strategy for Dolly Parton's Baking Kit launch by creating customized emails by consumer segment and tailored social media posts resulting in the Baking Kits pre-sales to sell out within 15 minutes nationwide.
- Developed a cross-brand promotional strategy for ConAgra's three top selling brands (*Reddi-Wip, Healthy Choice, Gardein*) by managing assets and refining operational processes on the paid media and ecommerce teams boosting online conversions of selected SKUs by 10% on average.
- Collaborated with legal teams to ensure all brand elements were compliant from a brand and legal perspective for 20 top performing ConAgra brands.

Account Manager Intern

6/2021-8/2021

FCB Chicago - a global digital advertising agency

- Led internal/external client calls and creative reviews, keeping the creative team accountable by maintaining detailed statuses for pharmaceutical clients Janssen and Sanofi.
- Designed a creative brief for Groupon's intern campaign inspiring and motivating young adults to book experiences and events at their local hometown hotspots during the holiday season.

LEADERSHIP

- **Management Leadership For Tomorrow Professional Development '23:** Selected for a competitive leadership development program to pursue career aspirations, obtain personal clarity, and network with 300 other top diverse MBAs.
- **4A's Multicultural Advertising Intern Program Fellow '21:** 22-week fellowship (11 weeks of professional development, 12-week internship experience) to advance skills in advertising.
- **AdCraft Detroit:** Mentored undergraduate students majoring in advertising.
- **Awards:** National Conference for Women Student Leaders '21, College Student Recognition Award for Leadership & Academic Achievement '20, ROMBA Fellow.
- **Community Service:** Brilliant Detroit Virtual Book Reader, United Way for Southeastern MI.

BRIGETTE GOLDENSSTEIN, MBA

Vaughan, Ontario | 647 965 5595 | brigitte.goldenshtein@gmail.com | [linkedin.com/in/bridgettegoldenshtein/](https://www.linkedin.com/in/bridgettegoldenshtein/)

Objective

Results-driven marketing professional with an MBA and 5 years of experience, seeking a challenging role as a Marketing Manager. Proven expertise in team leadership and collaborating with external marketing agencies to develop and execute innovative marketing strategies. Fluent in French, with a strong track record of achieving business objectives and driving revenue growth.

Professional Experience

Canadian Automobile Dealers Association Bilingual Communications Lead / March 2022 – Present
Developed and nurtured relationships between an association and its members. Planned marketing campaigns to reflect new rules and regulations, as set out by OEM heads and the government. Managed external marketing company relationships, managed from a marketing, production, and deployment level. Increased social media following by over 100%.

Canadian Automobile Dealers Association Event Planning Assistant / November 2021 – March 2022
Assisted senior event planner with day-to-day operations including scheduling, administrative procedures, and liaison between meeting services and management. Created website pages and updated as needed. Planned major events with budgets of \$250,000.

Excalibur Interior Design Email Marketing Manager / February 2022 – April 2023

Built email lists, conceived emails, and nurtured leads through written communications. Maintained a database of clients who have opted to receive communications. Monitored and reported on the utility of the campaign.

Finddel Head of Marketing / August 2021 – February 2022

Created marketing strategies to achieve the brand recognition that they were looking for. Interpreted market research, scoring the company in the market, and maintaining all communications on their platforms. Created detailed marketing plans to increase brand awareness and website traffic.

Tax Mechanic Marketing Manager / September 2020 – September 2021

Provided leading and innovative marketing expertise to the accounting firm. Strategized and executed marketing activities to promote the services provided by Tax Mechanic. Created detailed marketing plans which defined goals to support increased website traffic, lead volume, and conversions. Grew social media reach by 200%.

Skin Beauifique Med Spa Social Media Specialist / January 2019 – October 2020

Executed and optimized bi-weekly social ads across Facebook and Instagram to increase brand awareness and engagement. Interpreted current trends and grew overall client base by 10%.

Internship Experience

Cooper Equipment Rentals Consultant / January 2023 – May 2023

Assessed the current omnichannel strategy to introduce new digital transformation strategies. This included customer satisfaction assessment, marketing efforts and employee engagement and success.

Industria Innovations Consultant / September 2022 – April 2023

Assessed the current strategy formulation & implementation practices, to create a strategy to enter foreign markets. This included in-store technology, marketing, and employee success.

Canadian Life Settlements Consultant / April 2020 – August 2020

Created a marketing strategy to help position the company in the current Ontarian market. Analyzed the efficacy and demand of the product in the American market to predict behaviour in Ontario.

Toyota Motor Corporation Consultant / January 2020 – April 2020

Performed evaluations on current and past marketing strategies, to create ideas for future marketing plans. Assessed weaknesses within the company and providing solutions. Weaknesses include sales within the millennial age bracket.

Education

Master of Business Administration / Schulich School of Business

- Remain an active part of the community as an MBA Ambassador.
- Awarded the Forté Fellowship in recognition of contribution to gender diversity and inclusion. Was an active advocate for women in business, and demonstrated leadership qualities.
- Awarded the ROMBA Fellowship in recognition of academic excellence, active role in the community, and leadership qualities.
- Courses include strategic management, new products, and creativity and innovation techniques.

Master of Management / Schulich School of Business

- Graduated from the Master of Management program from Schulich School of Business.
- Courses include marketing, finance, accounting, and project management.

Bachelor of Science / Toronto Metropolitan University

- Graduated from the Biology program from Toronto Metropolitan University (formerly known as Ryerson University).
- Courses included genetics, water quality and environmental management and applied microbiology.
- Minors in French and Psychology were also achieved.

Technical Expertise include Microsoft, HubSpot, iMIS, Paid social media

Languages Spoken English, French, Russian, Spanish, Hebrew

Yen Peng LEE

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SUMMARY

Bringing a dynamic nine-year track record in corporate finance and asset management to drive success. A proven specialist in business planning and process enhancement, with a global perspective cultivated through impactful roles in two countries. Adept at harnessing data-driven insights for decision-making and innovation, while excelling in building meaningful relationships and managing stakeholders.

PROFESSIONAL EXPERIENCE

Plenary Group, Melbourne, Australia | March 2019 – April 2022

Financial Analysis Manager

- Led and executed valuations and budgets for a portfolio of 14 infrastructure assets worth \$13B AUD, and demonstrated end-to-end ownership of Plenary Group's asset financial models and analytics
- Enhanced and managed the group corporate model, including updates for business growth, budgets, forecasts, annual rollovers, and continual accuracy improvements
- Prepared the five-year Strategic Plan in partnership with the Executive Leadership Team (ELT) and senior stakeholders across the group, and subsequent benchmarking against targets
- Offered integral financial support and due diligence for \$80M AUD corporate debt financing initiative and multiple infrastructure asset refinancing rounds
- Project evaluation, modelling and analysis for additional asset investment opportunities, large capital expenditure and contract renegotiations to facilitate sound commercial decision-making
- Provided advice and recommendations on operational, risk management and compliance decisions through modeling, scenario analysis and reconciliations for various subjects including revenue recovery, cashflow and distribution optimisation, covenant testing, delay impact assessment, etc. for sustainable asset performance
- Streamlined planning and reporting processes through implementation of new frameworks, standardization, model rebuilds and improvements to reap efficiencies. Introduced new planning tools such as consolidated portfolio returns tracker, major maintenance visualisation dashboard, property development expenditure model, etc.
- Built up team capabilities through headcount growth (one direct report), resourcing, recruitment, training, and performance development
- Cultivated strong relationships with internal stakeholders by increasing collaboration between various business divisions. Closely engaged with investors and external stakeholders on business plans and valuation outcomes.
- Played a pivotal role in Plenary Diversity and Inclusion (D&I) Workgroup, driving key initiatives such as D&I policy expansion, D&I surveys, cultural events, presentations and communications

KPMG, Australia and Malaysia | February 2013 – February 2019

Manager, KPMG Financial and Business Modeling, Melbourne, Australia | August 2015 – February 2019

- Contributed to national team growth through project management, business development, resource planning, recruitment and training
- Led an independent model integrity review for Transurban's \$10B AUD acquisition of WestConnex in NSW, managing a team of 12 under intensive timeframes across eight workstreams
- Performed wide-scale workforce rightsizing for a large telecommunications contract (700+ headcount), through predicting FTE demand, resource gaps, redeployment opportunities and cost impact analysis
- Streamlined 30+ NSW and Victorian local councils' financial and infrastructure renewal planning through a bespoke modeling product tailored to regulatory and accounting requirements
- Reviewed models for major infrastructure deals such as Transgrid (\$10B AUD), Ausgrid (\$16B AUD), West Gate Tunnel (\$7B AUD), ANU student accommodation (\$500M AUD) and Ararat Windfarm (\$450M AUD) to ensure costing integrity

Senior Associate, KPMG Corporate Finance, Kuala Lumpur, Malaysia | February 2013 – July 2015

- Performed independent valuations for M&A transactions and investment appraisals in property development, construction, government concessions, logistics and manufacturing
- Delivered large-scale project feasibility advisory and modeling for MYR11B (\$4B AUD) Cyberjaya City Centre development, Malaysia's technology hub
- Conducted goodwill and intangible asset valuation for QSR Brands, a MYR5B (\$2B AUD) vertically integrated food conglomerate operating KFC and Pizza Hut franchises, which involved critically reviewing, substantiating and revising cashflow forecasts across 17 business lines
- Assisted in dispute assessments for legal settlements and court proceedings, including the Malaysian Government's high-profile takeover of a debated MYR250M (\$83M AUD) private traffic enforcement concession

QUALIFICATIONS

Master of Business Administration (MBA), With Excellence

Australian Graduate School of Management, University of New South Wales, Sydney, Australia | 2022–2023 (Full-time)
Spring Semester Exchange in New York University, New York, USA

Chartered Accountant (CA)

Chartered Accountant Australia and New Zealand, Melbourne, Australia | 2021

Chartered Financial Modeler (CFM)

Financial Modeling Institute, Melbourne, Australia | 2019

BSc in Applied Accounting, First Class Honours

Oxford Brookes University (UK), Selangor, Malaysia | 2010 – 2012

Association of Chartered Certified Accountants (ACCA)

Association of Chartered Certified Accountants (UK), Selangor, Malaysia | 2010 – 2012

ADDITIONAL INFORMATION

Work Rights Australian Permanent Resident, Malaysian Citizen

Languages English (native), Malay (fluent), Mandarin (conversational) and Cantonese (conversational)

Awards AGSM MBA Leadership Excellence Scholarship Recipient, ACCA – 1 World Prize, 5 Malaysian Prizes (2010-2012), KPMG Trainer Score 4.5 out of 5 (2018)

Volunteering Plenary Diversity and Inclusion Workgroup (2020 – 2022), AGSM Student Association – Director of Women (2022)

Jack F. Newton

Educational Background

Cambridge Judge Business School <i>Cambridge, UK</i> Master of Business Administration (MBA) ROMBA LGBTQ+ Fellow Scholarship 1 st Place in Digital Transformation Concentration Project	Projected September 2023
Cornell University <i>Ithaca, NY USA</i> Bachelor of Science, Information Science & Communication	Graduated January 2013 GPA 3.43/4.0

Professional Experience

Amazon <i>London, England</i> MBA Intern (Global Consulting Project) <ul style="list-style-type: none">Worked on a team of 5 MBA students to develop a product launch strategy for Alexa Answers' UGC platformConducted research to investigate market sizing, partnerships, program sustainability and end-user feedbackCrafted and presented recommendations to executive and functional management teams in EMEA and NA	March-April 2023
Coinbase <i>New York, NY</i> Lead Software Consultant <ul style="list-style-type: none">Spearheaded the planning, implementation and launch of 4 Sprinklr cloud applications—related to digital advertising, marketing, social listening, and customer care—total contract value \$1.3MM per yearConfigured ML/AI models to automate the triage and assignment of service cases across 10 social networks, decreasing the average customer response time from 10 hours to 15 minutes in under six monthsManaged the full-stack integration of Sprinklr with existing Coinbase ecosystem, e.g., <i>Salesforce, Slack, JIRA</i>Collaborated with senior stakeholders at 5 partner organizations to develop training and contingency plans	2021-2022
Sprinklr <i>New York, NY</i> Senior Implementation Consultant (Promoted to Senior in 2020) <ul style="list-style-type: none">Led the design and deployment of 70+ software configurations for enterprise-level clients across industriesAchieved 97% billable utilization in FY21, with an average client feedback score of 9.1/10 (highest on team)Mentored 6 consultants within the Client Services team; co-led the international Sprinklr LGBTQ+ ERG	2018-2021
Sprinklr <i>New York, NY</i> Success Manager, Customer Success <ul style="list-style-type: none">Managed 27 accounts in the electronics and consumer goods industries—total book of business \$3.9MMSupported clients with build requirements and escalations, while maintaining a contract renewal rate of >95%Conducted biannual business reviews related to value recognition with economic buyers and decision makers	2016-2018

Additional Qualifications

Technical	Sprinklr, Salesforce, R, SQL, Python, JIRA, Agile Methodology, Microsoft Office Suite
Languages	English (Native/Fluent), Spanish (Full Professional Proficiency), French (Working)

ASSAF LIRON

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EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2025

Specialization in Product Management

- Recipient, Leadership Accelerator Scholarship (merit-based, full-tuition)

THE OPEN UNIVERSITY

Ra'anana, Israel

Bachelor of Science in Computer Science

June 2022

- Summa cum laude
- Recipient, President Honor Roll Scholarship (merit-based, full-tuition)
- Peer Academic Advisor: Mentored 15 first-year students, crafted exercises and guided dialogue to arrive at potential solutions, resulting in 100% pass rate for students and subsequent mentorship of younger students

EXPERIENCE

CHECK POINT (*Global provider of cyber security solutions*)

Tel Aviv, Israel

Team Leader

2022 - 2023

- Led 7 developers in planning and designing new automation features for Check Point's flagship product, Security Gateway; team's work has enhanced tool efficiency by 60% and reduced internal costs by 30%
- Managed end-to-end execution of automation feature development, delivering projects on time and ensuring quality; Collaborated with cross-functional teams; achieved 25% reduction in manual process time, and 10% reduction in project rework

Software Developer

2021 - 2022

- Devised and executed strategic plan that drove team to achieve 92% automation coverage within one year, surpassing goal by 20%, through meticulous analysis, collaboration with stakeholders, and effective project management
- Developed roadmap for and spearheaded test analyzing project after 6 months (60% quicker than average); project revealed 137 critical security bugs (120% greater than average) before software was released to clients
- Presented technical improvement in firewall inspection tool to senior leadership, creating video presentation and live demonstration; feature boosted inspection speed by 150%

ISRAEL DEFENSE FORCES (IDF), 8200 INTELLIGENCE UNIT

Ramat Hasharon, Israel

Team Leader and Project Manager

2019 - 2021

- Led team of 15 soldiers to deploy emergency cybersecurity tool; authored technical documentation and reports for tool used by 65% of battalions in real-time within 6 months
- Awarded Degree of Excellence by current Intelligence colonel (top 3% of all 170,000 IDF soldiers)
- Mediated conflicts within team, fostering open communication and facilitating compromises, resulting in 30% reduction in conflicts, improved team cohesion, 20% increased productivity, and 15% fewer project delays

Brigade Officers Instructor

2018 - 2019

- Instructed class of 35 soldiers on intelligence analysis; prepared professional materials and moderated class discussions; 100% of soldiers graduated

Y YOGURT BAR (*Liron family business managing yogurt bars*)

Tel Aviv, Israel

Chief Strategic Consultant

2016 - 2018


- Spearheaded 3-year strategic plan; conducted extensive market research into the Israeli yogurt market, defined potential growth avenues, and modeled ROI; project increased revenue by 60% within 3 years


ADDITIONAL INFORMATION

- Languages: Hebrew (native) | English (full professional proficiency) | American Sign Language (intermediate)
- Volunteer: Graphic Designer and Creative Consultant at "The Aguda" (Israel's LGBTQ Task Force)
- Technical skills: Java, JavaScript, Python, Django & full stack development
- Citizenships: U.S, Israel
- Interests: Painting; Chess; Muay Thai boxing; Basketball; Yoga and mindfulness meditation



Victoria Melbourne

 919 827 4416

 vcmelbourne@gmail.com

 [LinkedIn](#)

PROFESSIONAL SKILLS

- Business Process Improvement
- Strategic Planning
- Client Engagement
- Data Analysis
- Marketing
- Leadership
- Project Management
- Vendor Management
- Strong Interpersonal Skills
- Negotiation
- Licensed Real Estate Broker
 - NC298167

TECHNICAL SKILLS

- Adobe Illustrator
- Jack Henry Banking
- Tableau
- Jira
- Quickbooks
- Raiser's Edge
- Microsoft Suite
- Office365
- Domo
- HubSpot
- Sisense
- Pardot
- Yardi
- WordPress
- Salesforce
- SaaS
- Google Suites
- Atlassian
- Azure-Dev-Ops

EXPERIENCE

Director, Operations, U.S. Challenge Programs - FinTech and HealthTech
MassChallenge - Boston, Massachusetts
January 2023 - Present

- Partnered with Managing Director to develop the program plan, and managed program operations staff to oversee the successful execution of FinTech and HealthTech accelerator programming and delivery operations.
- Drove continuous system and process improvement through analysis and cross-functional collaboration, ensuring that all processes were scalable and supported a high-growth organization.
- Collaborated and managed external relationships, including city/state/federal government and foreign governments and consulates.
- Demonstrated leadership, organizational, and management skills.
- Utilized advanced analytical, evaluative, and objective critical thinking skills.
- Captured processes and mapped workflows to identify opportunities for improvement across domestic and international teams.
- Captured and analyzed data to design and implement business improvement initiatives internally.
- Continuously reshaped department best practices to provide the highest internal and external customer satisfaction.
- Managed Ops Team and overall programming budget, oversaw hiring and management of program operations staff.
- Engaged and collaborated with internal MassChallenge and external stakeholders to understand organizational needs and developed work-paths and cultivated relationships to drive toward innovative operational excellence.
- Owned the design, development, and implementation of programming, aimed at training startup companies that possess innovative or emerging technology or solutions poised to disrupt industries and solve massive issues, on corporate readiness and corporate partner engagement.
- Lead the dynamic and active startup ecosystem, alumni network, corporate partnerships, and community partners for the programs I oversaw (HealthTech and FinTech).
- Revamped the 2023 FinTech Program that refocused program mission and impact -- Designing new best practices and organizational playbook outlining innovative, data drive, and impactful version of curriculum and program

Program Manager, Strategic Initiatives

TKXS - Calgary, Alberta, Canada
March 2021 - February 2022

- Lead the internal strategy, measurement, implementation and optimization of B2B2C marketing program campaigns and programs using sales data and analytics
- Engaged, targeted, and tailored programs to drive Corporate NPS and deepen relationships with the business audience.
- Led cross-functional initiatives between departments including but not limited to Marketing, Technology, Product Design, Customer Engagement & Loyalty, Digital, Sales, and our customer and community partners.
- Ensured projects were initiated and completed on time, on budget, and with optimal collaboration amongst stakeholders.
- Identified opportunities to provide unparalleled value to our regional and global enterprise clients and developed programs and enhancements to target and address these opportunities
- Utilize market research, customer feedback and industry trends to advance B2B2C initiatives, including, but not limited to, value proposition optimization, and expansion of comprehensive B2B2C frontline awareness and recognition program.
- Manage overall B2B2C budget including monthly reporting and spend tracking.

Consultant, Client Engagement

Validic - Durham, North Carolina

April 2019 - February 2021

- Managed the client launch process, providing training and ensured successful community configuration, adoption of solution, and achievement of agreed launch schedule.
- Lead customer relationship development and interface with key stakeholders to gain participation in strategic customer input sessions to identify and drive key goals for customer success (e.g., operations budgeting, asset management and optimization, capital planning & procurement, KPI goal alignment, etc.).
- Drove customer retention and contract renewal leveraging effective business intelligence and reporting according to client needs, e.g., inventory changes, key Service Operations performance indicators & contract obligations, insights & advice for proactively optimizing service deliverables, engagement, and utilization of end users.
- Collaborated closely with cross functional teams, to develop an overall customer strategy and grow customer loyalty. Provide market trend feedback to Product and Engineering Teams, in addition to presenting market insights and trends with internal stakeholders.
- Acted as primary interface to Customer Services and Project Implementation teams.
- Ensured account customers received optimum levels of service and execution and optimization of all contract deliverables. Maintained high levels of customer satisfaction with firm's platform offerings
- Developed and executed quarterly customer business reviews with key customer contacts.
- Developed and presented business plans bi-annually with internal and external c-suite Teams.
- Translated engagement scope into work plans describing engagement tasks, timing, and responsibilities.

Vice President

Century 21 Triangle Group - Raleigh, Durham, Chapel Hill
June 2016 - April 2019

- Managed regional budget and performed advisory role for overall budget and financial activities including setting aggressive sales goals and financial forecasting.
- Led team projects, counseled associates, recruited/trained staff, and created policies and procedures based on formal assessment for organizational change.
- Authored annual business plan, and negotiated annual vendor contracts.



EDUCATION

North Carolina State University

- **Bachelor of Arts**

The Heller School for Social Policy and Management at Brandeis University

- **Master of Public Policy - MPP Candidate**

The Heller School for Social Policy and Management at Brandeis University

- **Master of Business Administration - MBA Candidate**

VOLUNTEER & LEADERSHIP EXPERIENCE

- Capital City Clauses, Inc. - Board Member
 - 2016 -2019
- Kappa Delta Sorority - Eta Upsilon, Alum

EXPERIENCE

- Managed budget of \$1.5M and five(5) direct executive reports, organization employees, and associates across headquarters and four (4) satellite offices.
- Reviewed organizational structure and implemented necessary improvements and changes in order to drive efficiency within organization and cut unnecessary spending.
- Confidently delivered proposals and presentations to potential customers, investors, and Board of Directors for the firm. Monitored performance of projects via various reporting tools to ensure all projects maintained specified timeline (e.g., identified areas of risk and concern, recommended solutions and appropriate course of action, etc.). Conducted periodic project reviews to determine compliance with contractual obligations, delivery commitments, and Monitored and reported on customer health and drove required action plans.
- Developed creative additional revenue streams in a competitive market and to drive profit and growth.
- Ensured growth of client survey satisfaction results from 2016 through 2019

Director of Growth & Client Development

Century 21 Triangle Group - Raleigh, Durham, Chapel Hill

September 2015 - June 2016

- Independently managed and cultivated sales pipeline from lead generation to closing, while simultaneously prioritizing workload, in order to continuously have a balanced pipeline of incoming new business.
- Both independently and with the assistance of our corporate design team, created compelling marketing campaigns (monthly and quarterly) to drive SEO, brand recognition, brand awareness, and market reach.
- Analyzed client's portfolio, needs, and budget in order to generate new ideas, projects and revenue for commercial, mixed-use, and multi-family projects.
- Generated 32% growth in 2015, 37% growth in 2016 over previous years of negative growth through strategic sales design.
- Implemented best practices for sales team still in use today.
- Developed compensation and incentive programs to improve employee satisfaction and motivate the team.

Regional Director of Operations and Compliance

King Properties

January 2014 - September 2015

- Developed, initiated, maintained, and revised operations and compliance policies and procedures for the organization's regional portfolio of multi-family and commercial projects. Including multi-site operations and third-party vendor network, to promote, enhance, and improve the company's operations, standardization, and efficiency across the sites.
- Developed corporate compliance initiatives to keep pace with developments of state and local laws and ordinances, regulations, and corporate policy pertaining to real estate and tenancy.
- Designed, prepared, and delivered on-site compliance training for staff including preparation and distribution of training materials.
- Monitored each property-site for compliance, including working with onsite team to perform compliance audits and implemented disciplinary procedures in coordination with Legal and HR, as warranted.
- Cross-departmental collaboration with departments such as Legal, Finance, Technology, and HR about compliance & operation issues.
- Responded to alleged violations of rules, regulations, policies, procedures, and the Code of Business Conduct by evaluating or recommending the initiation of investigative procedures, both internally and externally.
- Monitored, and as necessary, coordinated, compliance activities of other departments, and kept abreast of the status of all compliance activities in the region.

Grant D. Freeman

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EDUCATION

Michigan State University, Broad College of Business, East Lansing, MI

Master of Business Administration, Supply Chain Management & Marketing

Expected 5/2025

- Received Reaching Out MBA Fellowship to develop LGBTQ+ business leaders of tomorrow

University of Georgia, Athens, GA

Bachelor of Science in Agriculture, Biological Sciences

5/2019

- Awarded Georgia's HOPE Scholarship totaling \$30,000 based on academic achievements

PROFESSIONAL EXPERIENCE

Great Lakes Water Authority, Detroit, MI

Chemist

7/2022-8/2023

- Performed a diverse range of chemical, toxicological, and physical experiments to guarantee operational success within the largest single-site wastewater treatment facility in North America
- Communicated with Chemists and Laboratory Managers to optimize primary/secondary solids analysis, resulting in a 20% reduction in completion time
- Utilized Laboratory Information Management System (LIMS) to efficiently collect and disseminate experimental data, facilitating real-time status updates and enabling prompt adjustments as needed
- Collaborated with Wastewater Operations upon identifying deviations of up to $\pm 15\%$ in daily/monthly statistical data, providing actionable recommendations for immediate repairs in critical areas

University of Georgia, Athens, GA

Laboratory Technician

8/2020-7/2022

- Managed Nelms Laboratory from its early stages, creating an inclusive and welcoming environment for students to develop technical skills in both plant genetics and molecular biology
- Optimized SOPs for maize DNA sequencing and high-throughput DNA extractions (>95% success rate) to investigate over 2000 proteins, leading to a better understanding of gene essentiality in maize
- Led bi-weekly team meetings, presenting real-time data trends from ongoing experiments and strategizing next steps to drive project advancements
- Trained undergraduate students in experimental design and techniques, improving their ability to contribute to ongoing laboratory projects
- Implemented an online laboratory management platform (Quartzy) with the objective to enhance operational efficiency, streamline inventory management, and facilitate seamless workflow coordination

Manuel de Falla Secondary School, Madrid, Spain

Language Assistant

8/2019-5/2020

- Instructed Grade 6-12 Spanish students to cultivate their listening and conversational English skills as an integral part of bilingual science and English courses
- Conducted bi-weekly laboratory experiments, concurrently educating and reinforcing proper safety techniques to groups of approximately 30 students
- Tutored an after-school program containing 28 prospective students, employing interactive games, video-based learning, and Microsoft PowerPoint presentations as effective teaching methods

LEADERSHIP & SKILLS

- Volunteerism: Crosstrainers Mentorship Program Participant, UGArden Volunteer
- MBA Student Organizations: Supply Chain Management Association (SCMA), Spartan Pride
- Technical Skills: Quality Assurance/Quality Control analysis, Microsoft Office, Data entry
- Awards: Global Food Security Scholarship (2018), International Travel Award (2018)
- Languages: English (Native) and Spanish (Conversational)

KARA BURNS

Cambridge, MA | (781)738-6829 | kmburns@mit.edu

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, May 2024

2022 - Present

- Pursuing Entrepreneurship & Innovation Track and Sustainability Certificate
- Awarded Dean's Fellowship in recognition of academic success, personal achievements, and professional promise
- Leadership: Co-President of MIT Impact Investing Initiative, VP for Climate and Energy Prize, Career Peer Mentor
- Turner MIINT Competitor: Team represented MIT at global impact investing competition

HAMILTON COLLEGE

Clinton, NY

B.A., Double Major in Economics and Chinese Language, Magna Cum Laude, GPA: 3.84 / 4.00

2014 - 2018

- Honors: Phi Beta Kappa, Phi Sigma Iota, Omicron Delta Epsilon, Soper Essay Prize awarded for Economics thesis
- Vice Chair of Hamilton Alumni Leadership Training, Wellin Museum Docent, Hamilton College Dance Team member
- Internships: Citigroup - Investment Banking Intern (6 months), Whale Rock Capital - China Investment Intern (6 months)

EXPERIENCE

ARBORVIEW CAPITAL

Washington, DC

Impact investing fund focused on energy and resource efficiency.

Summer Intern (Impact Capital Mangers Mosaic Fellow)

Jun 2023 - Present

Mosaic is a highly selective fellowship for ICM member funds, leading private funds investing for impact and superior returns.

- Built firm-level financial model enabling evaluation of exit opportunities based on impact to fund performance, providing critical insights for strategic decision-making.
- Creating market maps to identify investable opportunities in sustainable cement industry and strategic opportunities for portfolio companies in food and beverage industry.
- Advising Soli Organic's C-suite on embodied carbon calculations and ESG disclosures.
- Partnering with Alpen's Chief Revenue Officer to revise marketing materials to target new customer segment.

ANTHOS CAPITAL

Remote

\$3B growth equity firm investing in consumer and technology sectors.

Climate Sourcing Intern

Jan 2023 - May 2023

- Leveraged MIT and personal network to set up intro calls with founders of promising climate tech companies.
- Conducted in-depth market research and analysis, mapping 100+ investable climate software and consumer companies, resulting in identification of priority companies to be actively pursued within climate sector.

FIDELITY MANAGEMENT & RESEARCH

Boston, MA

Research department for Fidelity's \$1T in actively managed equity funds (~\$10B in private placements)

Equity Research Sector Specialist - Private Placements

2020 - 2022

- Researched and pitched private investment opportunities (\$75M average check size) for inclusion in mutual funds.
- Contributed to recommendations representing \$1B deployed to companies. Notable deals include Beta Technologies, Rad Power Bikes, Rapyd Financial, GoPuff, Redwood Materials, Bowery Farming, and Bombas.
- Managed financial models and fair valued portfolio companies monthly. Constructed valuation methodologies for pre-revenue medical device and semiconductor companies, saving 3-5 hours each month.
- Managed a database tracking internal and external deal flow and regularly compiled data for board meetings and external presentations.

Research Associate (Rotational)

Rotation 3&4: ESG Team - ESG Analyst, Healthcare

2019 - 2020

- Devised ESG quantitative scoring system and qualitative evaluation framework for Healthcare sector (>\$150B in assets).
- Published ESG research, including research on sustainable fashion highlighting actionable investment ideas and research on investing in diversity that were voted as "must read research" by the equity department.
- Developed proprietary Diversity & Inclusion screen for the Women's Leadership Fund (\$160M NAV), now a key data point within ESG scores across all companies.

Rotation 2: Equity Research - Sector Specialist, Consumer

2019 - 2019

- Conducted analysis to support consumer stock picking ideas; published industry note estimating emerging sports betting market size, resulting in greater investment in recommended casino and gaming stocks.

Rotation 1: Strategic Advisors - Research Associate

2018 - 2019

- Published research and ratings on international equity investment strategies; took initiative to source EM value fund to fill stylistic gap; conducted meeting with fund manager and initiated positive rating, catalyzing investment in fund.

ADDITIONAL INFORMATION

- Languages: conversational in Mandarin (OPI level: Advanced Mid), elementary Japanese
- Certifications: Passed CFA Level I (2018)
- Volunteer work: yoga teacher at addiction recovery centers through Hands to Heart Center

JIE “JAY” MIN

Los Angeles, CA • JMin9290@marshall.usc.edu • (864) 494-5768 • linkedin.com/in/JayJieMin

EDUCATION

University of Southern California, Marshall School of Business – Los Angeles, CA **May 2024**

Master of Business Administration (STEM)

Graduate Certificate: Business of Entertainment (USC School of Cinematic Arts)

- Honors: ROMBA Fellow (Awarded to one recipient each year), Dean’s Scholarship (Full Tuition), Consortium Member; Featured in *Poets & Quants - Meet the Marshall MBA Class of 2024*; GMAT 740
- Leadership: Marshall Graduate Student Association – VP of Career Development; Marshall Consulting & Strategy Club – VP of Inclusion & Partnerships; Marshall Pride – VP of Career Development

Wofford College – Spartanburg, SC

May 2015

Bachelor of Science, Finance, cum laude; Minor: Business and Economics

- Honors: Dean’s List, Benjamin Wofford Scholarship (Full Tuition), Marvin L. Holloway Scholarship
- Study Abroad: London School of Economics (2013-2014); Danish Institute for Study Abroad (2013)

EXPERIENCE

Deloitte Consulting LLP – Los Angeles, CA **Summer 2023**

Summer Associate – Strategy – TMT (Media & Entertainment – Live Events) [Received Return Offer]

- Led workstreams in Games Planning and Delivery Strategy team for one of the largest international sports events, assessed existing capabilities and vendor relationships across 12 targeted venues in Los Angeles
- Synthesized information across complex sources, architected strategic plans and built dynamic budget models for 3 functional areas under the Games Operations team, setting baseline for subsequent planning.

PricewaterhouseCoopers LLP – Los Angeles, CA

Summer 2022

Consulting Preview Associate – Finance Transformation [Received Return Offer]

Pridelines, Miami’s LGBTQ+ Community Center – Miami, FL

2021 – 2022

Director of Finance and Administration

- Spearheaded development of internal finance department to disrupt historical reliance on external financial consultants; created financial models and simplified process to secure future contributions.
- Benchmarked performance against peer national agencies to identify key improvement opportunities; devised KPIs for performance tracking and established growth strategy, achieving 25% year-over-year revenue increase, transforming historically negative net income to positive net income within 2 years.

Idea Financial – Miami, FL

2019 – 2020

Senior Financial Planning & Strategy Manager

- Led development of new financial product from inception to implementation, drastically expanding market reach via entering new market segment; resulted in 20% year-over-year increase in revenue base.
- Initiated broker performance review process to address decline in sales volume; collaborated with team leads across multiple departments to deliver customized feedback and incentive plans to external brokers, improving performance metrics and resulting in average monthly sales volume increase of over 30%.

Knight Capital Funding – Miami Beach, FL

2017 – 2019

Finance & Strategy Manager

- Built and automated KPI reports to monitor default triggers on firm’s \$50M credit facility; championed internal teams to take preventative measures on troubled accounts, reducing portfolio default rate by 20%.
- Conducted due diligence on company’s senior debt raise, achieving more 50% savings in cost of capital.

Burger King Corporation (a division of Restaurant Brands International) – Miami, FL

2016 – 2017

Senior Financial Analyst – Global Franchise Profitability

- Developed standardized monthly closing decks for global joint ventures and benchmarking reports for subsidiaries in over 60 countries; identified performance gaps and collaborated with regional teams to deliver strategic initiatives that led to average 40% reduction in KPI gaps post-implementation.

SKILLS & INTERESTS

- Skills: Excel (advanced), Python, R-Studio, Tableau, Power BI; Native Mandarin Speaker
- Interests: Credit Card Rewards, Beat Saber (Expert+), Peloton, Traveling (35 countries and counting)

ELIJAH BEAL (they/them/theirs)

765-667-8573

www.linkedin.com/in/elijah-beal-113199133/

beal.e@wustl.edu

PROFILE: People-centered and equity-driven Joint MBA/ MSW Candidate working at the intersection of social impact, human capital, community engagement, DEI, and community wealth-building. Dedicated to nurturing sustainable partnerships and leveraging data and capital to innovate for social good. Seeking full-time internship for summer 2024.

EDUCATION

WASHINGTON UNIVERSITY IN ST. LOUIS, St. Louis, MO

May 2025

Joint Master of Business Administration & Master of Social Work – Social & Economic Development, Consulting Concentrations

- Racial Equity Fellow; ROMBA Member; BranchOut, VP for Partnerships; Impact Investing Symposium, Chair

NORTHWESTERN UNIVERSITY, Evanston, IL

June 2020

Bachelor of Science in Education & Social Policy, Certificate in Civic Engagement

PROFESSIONAL QUALIFICATIONS

- | | | |
|--|-------------------------------|----------------------------|
| • Program Assessment & Evaluation | • Partnership Coordination | • Advising & Coaching |
| • DEI Dialogue & Workshop Facilitation | • Stakeholder Engagement | • Event & Retreat Planning |
| • Qualitative & Quantitative Analysis | • Social Media & Storytelling | • Curriculum Design |

PROFESSIONAL EXPERIENCE

Gephardt Institute for Civic & Community Engagement, St. Louis, MO

Jul. 2022-Present

Graduate Assistant for Student Civic Learning – Engage Democracy Team

- Assess impact, retool curriculum design, and drive innovation efforts for expanding Engage STL immersion program engagement by 20% in response to \$25,000 budget increase and changes in Institute's strategic engagement priorities
- Develop program content, logistical considerations, organizational partnerships, and educational design of the annual Civic Scholars Immersion, which educates 30-40 students on ethical community engagement, civic dialogue, and the history and context of St. Louis with in-depth programming over 4 days
- Serve as Teaching Assistant for 2 undergraduate courses: Civic Identity, Community, and Context; Civic Collaboration
- Led student hiring committee for 2 full-time staff positions and participated in selection committee for the STL Fellowship

Agape Recovery, Marion, IN

Oct. 2021-May 2022

Internal Consultant – Leadership and Client Care Teams

- Consulted with 3 members of nonprofit leadership and 30 clients to assess levels of inclusivity among LGBTQ+ clients and to evaluate effectiveness of organizational policies and behaviors in mitigating discrimination
- Crafted and presented solutions to Executive Director around new staff trainings, house rules, and accountability measures to ensure LGBTQ+ clients received equitable services within the residential addiction service agency

Northwestern University Office of Social Justice Education, Evanston, IL

Jan. 2018-Jul. 2020

Peer Inclusion Educator (2018-2020)

- Planned curriculum for and facilitated 10 workshops, with 20-40 participants each, on how to best allow for the growth of an inclusive community by identifying social issues impacting campus organizations and individuals
- Presented at the 2019 White Privilege Conference to over 200 higher education professionals and students on the efficacy of affinity spaces in engaging white people in anti-racist work on college campuses

The Chicago Public Education Fund, Chicago, IL

Jun. 2019-Aug. 2019

Fellow – Engagement Team

- Collaborated with 6-person team, administered 15 interviews, and wrote 15 articles with education leaders as part of a summer-long storytelling project to highlight principal leadership and innovation within Chicago Public Schools
- Conducted qualitative and quantitative data analysis alongside the Fund's Director of Investments to support the South Side Education Alliance, a strategic initiative to strengthen school performance in under-resourced areas of Chicago

Howard Area Community Center, Chicago, IL

Sep. 2018-Jun. 2019

Internal Consultant

- Partnered with development, education, and executive teams on community consulting project aimed at addressing root causes to a 20% decrease over 3 years in annual volunteer retention in the organization
- Engaged with 16 staff members and 63 volunteers via interviews and focus groups to gather individual perspectives on underlying drivers to inconsistent volunteer involvement and create stakeholder satisfaction profile for Board of Directors

SKILLS/INTERESTS

- Skills: Workplace proficiency in Spanish, graphic design, Microsoft Suite
- Interests: hiking, playing piano, watch sci-fi and psych thriller movies, cooking, journaling, practicing yoga, cycling

JUAN I. EZQUERRA

juanignacioezquerra@gmail.com - (614) 390 5371 - linkedin.com/in/juaniezquerra/

EDUCATION

The Ohio State University, Fisher College of Business

Master of Business Administration, STEM

Columbus, OH

Aug. 2022 – May 2024

- Honors: University Fellowship, Reaching Out MBA Fellowship.
- President – Full-Time MBA Student Council | Vice President – Out of Office LGBTQ+ Student Association.

Universidad Panamericana

Bachelor's Degree in Administration and Finance, Specialty in Business Strategies

Mexico City, Mexico

Aug. 2008 – Nov. 2013

- Honors: Earned Honorable Mention, similar to Magna Cum Laude. Academic Excellence Scholarship.
- Selected top student for spring semester 2011 Academic Exchange Program in Milan, Italy.

EXPERIENCE

Citi

New York, NY

Personal Banking Summer Leadership Associate - Marketing

Jun. 2023 – August 2023

- Developed standardized Mortgage Marketing Playbook to boost team productivity by documenting critical processes for operational reference.

Stonewall Columbus

Columbus, OH

Executive Management & Marketing Intern

Jan. 2021 – July 2022

Volunteered as Center Greeter from Aug. 2020 to Jan. 2021 before being promoted to intern.

- Expanded partner discount *Pride Tag program*, increased number of companies participating from 4 to 35 in 3 months by developing a strategic communication channel with partners. Increased tag sales by 15%.
- Trained and led Community Service team, contributed to growth of number of people supported to over 3,000 members monthly. Reported directly to Executive Director.

Grupo Financiero Banorte (third largest Financial Group in Mexico)

Mexico City, Mexico

Product Marketing Manager. Insurance Products

Oct. 2016 – Aug. 2020

- Coordinated large-scale B2C, B2B, and B2G strategies and developed marketing assets for retail banking, broker, and online sales channels, contributed to a 15% year-over-year total sales increase.
- Created targeted acquisition, retention, cross-product, and partner marketing campaigns based on competitive analysis, helped Sales Team raise total sales by 20% and car insurance sales by 8% in first half of 2020.
- Planned and executed Go-to-Market strategy for digital products and technology solutions, defining product journey, positioning, and messaging. Car insurance sales rose to \$350K through online channel in first year.
- Increased app download rate by 150% by redesigning it with User Experience Team and launching a digital marketing campaign. Doubled in-app conversion rate after deploying a segmented email marketing strategy.

Marketing Manager. Sponsorships, Events, and Premium Banking Segment

Sep. 2013 – Oct. 2016

- Rebranded product value proposition by working cross-functionally with 15+ internal teams among Product Management, Channel Management, and Strategic Planning; and creative and media agencies.
- Coordinated over 100 sponsorships and corporate events annually, helped Commercial Team bolster revenue by strengthening customer relations at events.

Coca-Cola FEMSA (largest Coca-Cola bottler and distributor in the world)

Mexico City, Mexico

Human Resources Information and Projects Analyst

Oct. 2012 – Sep. 2013

- Analyzed and reported strategic data for HR projects on high-level presentations for upper management.

ADDITIONAL INFORMATION

- Design Thinking Consulting course at HDO° (Culture & Change Management Consulting Company).
- Languages: Spanish (native), English (112 TOEFL IBT), Italian (Level C2: full proficiency).

CHRISTOPHER OMIWADE

chris.omiwade@duke.edu • (972) 310-4436 • Durham, NC

EDUCATION

DUKE UNIVERSITY , The Fuqua School of Business <i>Master of Business Administration</i>	Durham, NC May 2024
TEXAS A&M UNIVERSITY , Dwight Look College of Engineering <i>Bachelor of Science: Chemical Engineering</i>	College Station May 2016

EXPERIENCE

GARTNER CONSULTING <i>Summer Associate – Formulated strategic recommendations to optimize enterprise IT infrastructure and business practices.</i> <ul style="list-style-type: none">Devised strategic recommendations to optimize a state agency PMO through centralization.Completed risk assessment and devised recommendations to turnaround a challenged system implementation.Engaged stakeholders, developed personas, journey maps and detailed requirements to modernize a dated workforce IT solution.Facilitated weekly mental health check-ins, team building, and networking sessions for intern cohort.	Chicago, IL 2023
INCENTIFIND <i>Student Consultant – Developed GTM strategy for a woman-led green-tech startup</i> <ul style="list-style-type: none">Conducted market research to assess viability of DaaS platform in green tech industry.Collaborated with a team of four to recommend GTM strategy for green tech startup.	Durham, NC 2022
BURLINGTON NORTHERN SANTA FE (BNSF) RAILWAY <i>Sr. Project Engineer – Managed small teams to drive execution of capital projects.</i> <ul style="list-style-type: none">Generated 23% YOY increase in production volume through operations data analysis and flex-planning.Eliminated bottlenecks and streamlined traffic flow around a heavily constrained rail facility.Collaborated cross-functionally across teams to achieve a 65% reduction in contract processing delays.Defined roadmap and drove execution of 15+ multi-million-dollar expansion projects at five high volume rail facilities (Average production capacity increase: 15%).Trained and mentored two management trainees who went on to become project engineers.	Chicago, IL 2020 – 2022
BURLINGTON NORTHERN SANTA FE (BNSF) RAILWAY <i>Jr. Project Engineer – Delivered facility projects and optimized process operations.</i> <ul style="list-style-type: none">Created interactive dashboards to analyze data and track key project metrics; identified areas for improvement and reduced YOY injury frequency ratio.Analyzed standard construction processes to eliminate injury causing tool (Cost savings: \$180K).Implemented sustainable practices to achieve 20% reduction in environmental waste (40K Tons).Achieved an 18% decrease in product TCO and \$2M in cost savings through alternative repair solutions.Collaborated with engineering team to create synergies in construction plan (Cost savings: \$1M).	Chicago, IL 2018 – 2019
BURLINGTON NORTHERN SANTA FE (BNSF) RAILWAY <i>Engineering Management Trainee – Completed small-scale operations support projects.</i> <ul style="list-style-type: none">Collaborated cross-functionally with finance team to meet year-end spend target of 100%.Executed \$250K project to eliminate driving hazards, enhancing traffic flow by 11% at auto rail facility.	Denver, CO 2017 – 2018
CIO BODY <i>Fitness Consultant – Grew fitness startup through social media marketing and word of mouth.</i> <ul style="list-style-type: none">Empowered 15 clients to reach fitness goals by developing tailored workouts, and accountability plans.Converted 60% of potential customers through free group workouts and other retention strategies.	Online 2017 – 2020

ADDITIONAL INFORMATION

| Proficient Skills - Project/People Management, Market/Industry Research, Cost Reduction Strategies; **Intermediate Skills** - Tableau, PowerBI; **Beginner Skills** – R Programming Language | **| Mentor** – Project One | **LEAN Six Sigma Certification**, Green Belt |

Stacey Jewell

704.677.5955 | stacemjewell@gmail.com | New York/Remote, US

EXPERIENCED ESG CONSULTANT, CAPITAL ANALYST, AND PROJECT MANAGER COMMITTED TO DRIVING EQUITABLE ECONOMIC DEVELOPMENT

Seeking full time opportunities in **climate justice and restorative finance** with the ability to drive change through the allocation of capital to further support community development. Creative problem solver adept at finding direct impact solutions at high level organizations. Expertise in ESG, capital ecosystems, strategy, client research, applying data, and project management. First-generation college graduate with the intrinsic motivation to mount hurdles on the way to positive change.

WORK EXPERIENCE

CAPITAL ECOSYSTEMS ANALYST | Capital Innovation Lab – Contract, Remote, US (2023 – Present)

- Conducts comprehensive research using CrunchBase and online resources to identify and categorize existing and potential capital providers in Connecticut, such as angel groups, VC funds, investment clubs, incubators/accelerators, CDFIs, private equity funds, family offices, banks, and philanthropic funders.
- Synthesizes data in partnership with CTNext by using Excel reports and Strata to analyze the barriers to local investing and creates strategies to ameliorate these gaps into a final deliverable of an Ecosystem Mapping structure.
- Collaborates closely with the Executive Director and CTNext to outline research objectives, design surveys, and establish measurable goals aimed at increasing access to capital for marginalized entrepreneurs.

ESG CONSULTANT | Evolution Sustainability Group – Contract, Remote, US (2023 – Present)

- Provides targeted recommendations for Multifamily properties to attain Fitwel, Energy Star, and other green building certifications based on certification scorecards while also supporting the submission process by creating comprehensive documentation of their current achievement status.
- Benchmarks energy usage through Energy Star Portfolio Manager by inputting and maintaining data, monitoring energy performance metrics, and implementing standardized procedures.
- Designs and improves upon client facing offering summaries consisting of External ESG Reporting for Investors (Disclosures), Sustainability Data Management, Readiness Assessment, Materiality Assessment, and ESG Implementation, resulting in increased client RFPs.

PARTNERSHIP MANAGER | Move For Hunger – Remote, US (2022 – 2023)

- Led cross team collaboration to rescue over 5 million pounds of food in 2022 alone, equating to 688 metric tons of CO₂ sequestered.
- Implemented CSR campaigns for our network of more than 600,000 Multifamily housing partners by creating customized value propositions that promote food and monetary donations.
- Expanded strategic partner outreach in the Multifamily industry by attending various apartment association conferences and events.

BUSINESS DEVELOPMENT MANAGER | ARC Cinema – New York, NY (2020 – 2022)

- Drove revenue growth 20% over 2-years for ARC Cinema by identifying strategic partners and opportunities
- Expanded client networks by actively engaging with key stakeholders at industry events such as SXSW 2022, Filmmakers Week, and Photoville.
- Nurtured and maintained relationships with existing clients while proactively cultivating a robust pipeline of prospective clients through targeted outreach initiatives

CREATIVE PRODUCER | Verizon Media – New York, NY (2017 – 2020)

- Managed hundreds of Verizon Media projects in creative production, publicity circuits, content development, and digital strategy.
- Coordinated and produced brand-partnered projects to promote social media networks and develop audiences to over 500,000 subscribers across platforms.
- Leveraged client budgets to design cost-effective media campaigns.

BRAND REPRESENTATIVE, PRODUCT SUPPORT SPECIALIST | RED Digital Cinema – New York, NY (2013 – 2016)

- Conceptualized and led workshops to drive community engagement and customer retention with key stakeholders at RED-partnered activations.
- Provided troubleshooting solutions to technical operation issues while issuing repair, return, and upgrade service orders.

EDUCATION**Bard Graduate Programs in Sustainability | MBA in Sustainability, concentration in Impact Finance (2025)**

- ROMBA Fellow
- **Relevant coursework:** Principles of Sustainable Management, Accounting and the Integrated Bottom, Personal Leadership Development, Operations & Supply Chains, Finance for Sustainability, Strategy for Sustainability, and Economics for Decision Making

University of North Carolina at Wilmington | Film, Bachelor of Arts (2012)**East Carolina University | Communications and Political Science minor****Certificates:**

- Fitwel Ambassador (Center for Active Design, Driving real estate health insights in buildings, ESG performance, and bottom line value)
- Fundraising for Nonprofit Organizations (MindEdge Learning, 2022, Credential ID 1307375)

SKILLS & INTERESTS

Benchmarking: Energy Star Portfolio Manager, Fitwel scorecards, various Green building certifications

Software: CrunchBase, Canva, Asana, Classy, Adobe Premiere, Asset Management tools, Salesforce, Zendesk, Jira
Microsoft Office Suite, Google Suite

Community Engagement & Volunteer: Steering Committee for The Impact Report podcast, Role Model and Mentor for Live Out Loud (an LGBT youth organization), Garden Apprentice: Karme Choling Meditation Center and Heart and Soul Retreat Center

NICKY ZARCHEN (she/her)

(310) 883-5786 | nickyz@berkeley.edu | www.linkedin.com/in/nicky-zarchen

EDUCATION

- University of California, Berkeley**, Berkeley, CA Dec. 2024
MBA/MPH - Haas School of Business/School of Public Health
- Consortium Fellow (full-tuition scholarship for students with DEI expertise and passion) & ROMBA Discover Fellow (merit-based scholarship for LGBTQ+ leaders)
 - S³ Practicum: designed a strategic playbook for CommonSpirit's residency program aimed at diversifying medicine
- Vassar College**, Poughkeepsie, NY | GPA: 3.8/4.0 May 2017
BA - Major: Political Science | Minor: Gender & Queer Studies
- Studied abroad at the University of Oxford (Spring 2016)

EXPERIENCE

- Manatt Health Strategies** | Summer Analyst | *Chicago, IL* May 2023-Aug. 2023
Spearheaded four workstreams on a State Medicaid transformation project impacting 15M+ members
- Developed a survey and gathered insight from 24 Managed Care Plans (MCPs) around Transitional Care policy changes, synthesized data, built a findings report, and leveraged insights in capitation rate development
 - Researched and devised a strategy for the inclusion of the tribal health system in the re-imagined State requirement of a collaborative Community Health Assessment engaging MCPs and Local Health Departments
 - Conducted interviews and designed technical assistance materials for 70+ providers delivering Enhanced Care Management to the Long-Term Care and Homelessness populations of focus
 - Created HCPCS coding and reimbursement guidance policy for 300+ MCPs and providers delivering Community Supports, non-clinical benefits addressing SDoH, to ensure smooth delivery to eligible members
- The Miami Foundation** | External Affairs & Investments Officer | *Miami, FL* Feb. 2021-July 2022
- Led the vision, strategy, logistics, marketing, and evaluation of a portfolio of 12 social impact initiatives addressing digital access, economic/workforce development, climate resilience, racial and LGBTQ+ equity, etc.
 - Restructured grant programs, overhauled application and review processes, executed contracts, supervised reporting, and conducted innovative impact evaluation for \$5M+ in grants to 105+ community organizations
 - Headed project-based cross-departmental teams, supervising junior staff, and hiring and directing contractors
- Radical Partners** | Community Engagement Manager | *Miami, FL* Dec. 2019-Feb. 2021
- Managed relationships with 240+ public and private partners, organizing pro-bono support for nonprofits, advising and aligning impact investments, priorities, and activities, and fundraising over \$11M+ for projects
 - Facilitated monthly cross-sector impact forums to convene and drive multi-stakeholder collaboratives, fueled by philanthropic resources, to act on shared impact goals and metrics
 - Produced 50+ events annually (food drives, voter registration, environmental cleanups, equity conferences, etc.) in collaboration with 90+ nonprofit, government, and corporate partners, engaging 400k+ locals
- Lotus House Shelter** | Programming & Research Coordinator | *Miami, FL* Apr. 2018-Aug. 2018
- Led 3 research and innovation projects aimed at enhancing and expanding services — managed research teams, wrote reports and funding proposals, implemented solutions, and shared advisory model summaries
- Apicha Community Health** | Care Navigator | *New York, NY* May 2017-Apr. 2018
- Provided direct care management services for a caseload of 60+ patients, conducting monthly home visits and creating and maintaining patient-centered and culturally relevant care plans

ADDITIONAL

- **Extra-Curricular:** Co-President - Consortium, VP of Community - Q@Haas, Race Inclusion Initiative Project Lead
- **Volunteer:** Board Vice President - TransSocial, Inc., serving the transgender community
- **Interests:** Two-year "Queens of the Beach" volleyball tournament champion; Ru Paul's Drag Race aficionado; on the hunt for the best mac n' cheese in the world

LUIS (RENATO) MEJIA

434-409-3031 • MejiaR25@darden.virginia.edu • linkedin.com/in/renato-mejia

EDUCATION

University of Virginia Darden School of Business – Charlottesville, VA

May 2025

Candidate for Master of Business Administration – Full-time MBA Program

- ROMBA Fellow– leadership award for 2 students committed to serving the LGBTQ+ community at Darden.
- GMAT 720 (Q51, V36); Recipient of scholarship for one-third of tuition and fees per year.

National University of Engineering – Lima, Peru

Dec 2020

Bachelor, Major in Industrial Engineering

- Ranked 1st among 35 students of graduating class.
- Degree completed while working as mechanical engineer (first major).

National University of Engineering – Lima, Peru

Dec 2015

Bachelor, Major in Mechanical Engineering

- Elected graduating class president; raised funds of \$10k to organize graduation activities so all 60 class members and their families could participate.

EXPERIENCE

Epiroc – Lima, Peru

2020-2023

Key Customer Manager for Indirect Sales

2022-2023

Epiroc is a global equipment manufacturer and supplier for mining and construction industries

- Managed the company's business partner network, serving 200+ end customer companies along the Andean Region (Peru, Bolivia, and Ecuador), generating \$10M+ in annual revenue.
- Built and strengthened relationships with existing distributors and onboarded 2 new ones, focusing on providing product training, developing their technical capabilities, and boosting their sales team engagement.
- Launched a new marketing channel strategy, leading to an increase in indirect sales by 22% within first 12 months through the onboarding of new distributors, promotion of key product lines and penetration of niche markets.
- Expanded company's market presence by setting territory coverage management, establishing long-term partnerships, and supporting distributors' marketing activities.

Business Development Analyst

2020-2022

Performed business development and market research within the mining industry

- Conducted market size projections based on industry trends and machine utilization data for strategic sales planning for Parts and Services Division, which accounted for 55% of company's revenues.
- Renewed sales reporting process and built summary dashboards to provide managers insight into key performance indicators so they make agile decisions and secure 15% year-over-year sales growth.
- Developed comprehensive competitor analysis and received management buy-in to launch sales campaigns focused on key products, leading to 20% customer share recovery in specific market segments.
- Championed indirect sales initiative. Developed business plan that grew indirect sales at a 20% CAGR over three years and presented to Global Marketing Council. As a result, I was promoted to manage the new indirect sales channel.

Intech S.A – Lima, Peru

2019-2020

Application Engineer- Product Specialist

Intech provides over \$15M/year in pumping solutions for the largest mining firms operating in Peru

- Delivered technical proposals to 15+ corporate clients from the northern mining zone, which generated 40% of company's revenues and a sustained growth of +10% year-over-year in sales.
- Secured strategic large bids (>\$1M) from key customers by forecasting bidding behavior of competitors and showcasing the unique attributes of our products and solutions to customers.

ADDITIONAL INFORMATION

- Passionate about business driven by data, Experience in data visualization using SQL, Tableau, R, Power BI, Excel.
- Product Manager Intern at Gmat Club, an online community that helps people better prepare for MBA applications.
- Founder of an online store focused on introducing new sports equipment brands to Peruvian market; lead a team of 5.
- Managed teams of 50+ volunteers to collect and process data from thousands of vulnerable families so that they could receive donations during the Covid-19 emergency.
- Housing Program Coordinator between 2015 and 2020 at TECHO Peru, NGO dedicated to implementing social inclusion programs for families living in informal settlements in extreme poverty.
- Led the construction of 200+ emergency houses to help people affected by the 'coastal El Niño' disaster back in 2017.
- Mentored two undergraduates from low-income families, as part of a mining industry mentoring program, to prepare them for success as early professionals.

SHRESHA KARMACHARYA

skarmach@simon.rochester.edu | (585) 415-5685 | <https://www.linkedin.com/in/shreshakarmacharya/>

EDUCATION

Simon Business School, University of Rochester

Rochester, New York

Master of Business Administration (A STEM-Designated MBA Program)

May 2025

- Merit scholarship recipient | Forté Fellow | Reaching Out MBA (ROMBA) Fellow
- Simon Vision Consulting Club | Simon Product Management Club

Knox College

Bachelor of Arts, Double Majors in Economics and Environmental Studies

December 2018

- Senior Research: Air Travel and Its Impact on Knox College's Carbon Footprint
- Desmond Fortes Environmental Studies award recipient for outstanding academics and research in Environmental Studies

PROFESSIONAL EXPERIENCE

WaterAid

Yangon, Myanmar

Fundraising & Grant Management Coordinator

July 2021 – June 2023

- Led the development of 20 grant proposals including research, budget and workplan creation for water, sanitation, hygiene and climate resilience projects with finance & program teams; 15 grants (~\$65m) won; 400,000 beneficiaries reached within 3 years.
- Conducted rigorous impact and risk assessment reports for 11 multi-year projects around socio-political and economic factors to mitigate potential disruptions by 53%; 100% compliance to donor obligations met.
- Devised standardized management plans for 9 cross-geographical projects to reduce waterborne diseases by 70%, increase access to sanitation by 67%, and support pandemic recovery & resilience for 130,000+ individuals.

Resource Mobilization & Grant Management Officer

December 2019 – June 2021

- Generated \$30m in additional revenue by developing a multi-year strategy for resource mobilization for funding portfolio expansion; strategy received executive approval and was replicated across Africa & South Asia, diversifying inputs by 4-fold.
- Championed successful implementation of 5 major grant-funded projects by streamlining operational efficiency through centralized data processing and achieving 98.3% budget utilization.
- Launched an executive analytical dashboard by integrating 2 major project management tools to streamline project management, tracking, & reporting processes, resulting in a 30% improvement in operational efficiency & saving 60 person-hours per quarter.

Strategic Communications Volunteer

June 2019 – November 2019

- Contributed towards an internal strategy for delegating responsibilities, allocating budget and timeframe planning across multiple projects spanning in 3 rural and 4 urban areas, improving project efficiency by 12%.
- Saved \$200k in expenditure by introducing, tracking and monitoring critical KPIs, generating key insights to assess and mitigate financial, logistical, procurement and compliance-related risks to support and streamline decision-making processes.
- Contributed towards production of 28 learning documents with 3 partner agencies to advance policy and practice improvements around gender & social inclusion with government buy-in and expected outreach to 200,000 people.

Sitka Conservation Society

Sitka, Alaska

Sustainable Wild Salmon Intern

June 2018 – August 2018

- Partnered with USDA to implement a 3-week wilderness stewardship project for the removal of an invasive plant species, facilitating restoration of 400ha of natural habitat in Southeast Alaska to safeguard the area's biodiversity and ecological balance.

ENTREPRENEURIAL EXPERIENCE

Kalpabrikshya Holdings Pvt. Ltd.

Kathmandu, Nepal

Founding Member

October 2022 – Present

- Founded an investment company to strengthen financial support for forthcoming Nepalese enterprises across agriculture, IT & digitization, health, tourism and capital market sectors, and secured \$30k in funding through effective lobbying.

ADDITIONAL INFORMATION

Technical Skills: Project Management, Power BI, RIS, Trello, Insights, Google Analytics, Drupal, Microsoft Office Suite.

Soft Skills: Communication, Organization, Structured Problem Solving, Creativity, Leadership, Adaptability, Teamwork.

Affiliations: Mortar Board (a national honor society) and Alpha Phi Omega (a national service fraternity).

Volunteering Experience: 3 years at Knox Prairie Community Kitchen (IL); 1 year in a leadership position as a KnoxCorps Associate.

Hobbies: Avid photographer capturing landscapes and animals in the wild; keen on keeping up with latest industry & technology trends; currently in my journey of creating the best banana bread recipe.

XIAOCHONG (KEN) WANG

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

Master of Business Administration – **MBA** (STEM Designated)

GMAT: 740/800

5/25

- Concentrations: **Health Care Analytics, Strategy, and Business Technologies**
- Memberships: the Consulting Club, Healthcare Club, Out&Allied Club
- Honors: Forté Fellow, ROMBA Fellow
- ExperienceBain Pre MBA Program: Proposed a solution of improving patients' receiving treatment experiences by leveraging generative-AI to recommend appropriate clinical trials

SHANGHAI UNIVERSITY OF FINANCE AND ECONOMICS, SCHOOL OF FINANCE

Shanghai, China

Bachelor of Economics in Insurance (#1st ranked finance university, top 10 university in China)

7/18

- Honors: Excellent Director Award, Shanghai Innovation and Entrepreneurship Project Award
- Memberships: Founder of International Student Club, Arts Club, Alumni Association, Entrepreneurship Center

EXPERIENCE

SHANGHAI PHARMACEUTICAL (2nd largest pharmaceutical group in China, Global Fortune 500)

Shanghai, China

Investment and Acquisition Supervisor, National Investment Management Center (10/21 – 5/23)

7/18 – 5/23

Investment and Acquisition Analyst, National Investment Management Center (7/18-10/21)

Results-Oriented Leadership

- Oversaw strategic investments across four provinces, managing local teams totaling approximately 120 people, with direct reporting from Vice Presidents of Investment and Finance in each provincial subsidiary. Managed the largest scope and closed the most deals among six project leaders at the headquarter

Problem Solving | Financial Modeling

- Championed a first-ever overseas cornerstone investment of \$30M to a biopharmaceutical company pursuing IPO by consulting with business unit leaders, developing financial models to quantify investment returns, and designing clauses. Secured exclusive commercial right of its medical products with a revenue increase of \$300M+

Strategic Planning

- Drove business development for a subsidiary by analyzing the distribution network layout, introducing innovative strategies and assessing synergy effects, including entering the medical device market, launching pharmacies, and establishing joint ventures with governments. Brought a consolidated annual revenue increase of \$35M+

Cross-Functional Communication | Project Management

- Spearheaded a team of 90+ (8 internal departments, external accounting, law firms, etc.) to conduct due diligence on a Shanghai-listed pharmaceutical distributor of ~140 subsidiaries (revenue of \$5.8B). Developed and adapted execution plans to changes. Achieved the fastest completion among competitors with a budget saving of 20%

Stakeholder Management

- Won the opportunity to acquire a subsidiary (revenue of \$500M) of a top three hospital in China by building trust with hospital leadership team, persuading C-level executives to make quick decisions, and negotiating clauses for seven rounds. Made the company the largest distributor in the local market and the primary business partner for this hospital

Initiative

- Identified a subsidiary attempting to conceal regulatory violations while taking over a project under ambiguity. This involved analyzing abnormal data, cross-examining the local management team and making evidence-based judgements. Terminated the project, preventing a potential lawsuit loss of \$10.8M

Data Analysis

- Reviewed a potential investment candidate recommended by General Manager by breaking down the profit forecast, calculating commercialization potential of its pipeline assets, and developing an investment return forecast model. Persuaded the GM to quit, avoiding a potential loss of \$81M (~80% of investment)

ADDITIONAL INFORMATION

- Recognition at Work: Top Performance in 2019, 2020, and 2021 (top 1 within the team); Excellence Project Awards in 2020 and 2021 (top 1% of the company); Outstanding Trainee and a member of company Reserve Talent Program with an opportunity of job rotation as Associate Investment Director of a subsidiary
- Volunteering: Established a healthcare-focused LGBTQ+ community with 26 members. Helped 10+ members eliminate misunderstandings from parents and supported career development for all members
- Certificates: GSP (Good Supply Practice), GCP (Good Clinical Practice), Securities Qualification Certificate
- Interests: Taking on a Master of Ceremonies role (35+ events from elementary school to work), swimming, rafting, singing R&B songs, watching reality shows (Big Brother, Survivor, the Amazing Race, etc.)

RAY TANG

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(737) 326-0336

[linkedin.com/in/ray-tang0](https://www.linkedin.com/in/ray-tang0)

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration

- GMAT: 730

HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY, Hong Kong

May 2015

Bachelor of Business Administration in Information Systems and Marketing

- GPA: 3.70; graduated with first class honors

EXPERIENCE

CATHAY PACIFIC AIRWAYS, Hong Kong

2015 - 2023

Flagship carrier of Hong Kong and world's 5th largest cargo airline, serving 74 destinations with a fleet of 183 in 2023

Digital Enablement & Ops Analytics Manager, Airport Service Delivery (2021 - 2023)

- Spearheaded a two-year transformation in staff performance framework and designed data-driven strategies on recognition and career development for 2000 staff; reduced turnover by 8% and boosted employee satisfaction by 20%
- Managed a 10-member team to develop an operation-based mobile app for all airports. Oversaw development roadmap as product owner, saving \$1M in operating expenses annually through digitalization and process streamlining
- Developed a resource simulation model during the pandemic to address manpower challenges and recommended resource planning strategies to top management
- Mentored over 10 interns and IT Trainees at Cathay Pacific to define development plans, supervise on-job trainings and provide career advice

Assistant Digital Manager, Customer & Commercial (2019 - 2021)

- Oversaw the commercial analytics platform as product owner and reduced campaign analyses turnaround time by 85%; advised on customer behavioral and commercial insights, and delivered quarterly trainings to 500 staff globally
- Co-hosted a series of discovery workshops with external consultants for a digital strategy project with four subsidiaries under the parent company Swire Group. Final proposal was presented to C-suite executives

Solution Analyst, Flight Ops & Inflight Services (2017 - 2019)

- Ran design thinking workshops with 30 flight attendants to revamp inflight meal ordering operations and led change management to streamline processes; improved satisfaction of premium class passengers by 15%
- Defined business and technical requirements to replace training management system for flight crews, reviewed pilot licensing regulations to ensure compliance and delivered \$500k annual savings by implementing a new system

IT & Digital Trainee (2015 - 2017)

- Led a five-member team in an innovation project to establish meaningful brand presence among youth travelers. Developed and publicly launched the mobile app *Cathay Moments* in under six months, with over 100k downloads
- Organized and emceed Cathay's inaugural 24-hour hackathon - Hong Kong's only aviation-themed hackathon event. Hosted over 200 external participants in 2016 and subsequently attracted over 1000 applications each year

ADDITIONAL

- Tools and software: Google Analytics, Adobe Analytics, Alteryx, Qlik, Atlassian suite
- Advocate for LGBTQ+ communities in business - ROMBA Fellow at McCombs; served on *Fly with Pride* network at Cathay Pacific and hosted movie screenings, storytelling sessions and networking events to promote DEI
- Avid backpacker - traveled to over 20 countries and passionate about connecting with people from diverse cultures
- Languages: English (Native); Cantonese (Native); Mandarin (Native)
- **Work Eligibility:** Eligible to work in the United States; will require sponsorship for E3 visa; STEM OPT Eligible

SARAH CORBISHLEY

(786) 350-8264 • sarah.corbishley@gwu.edu • [LinkedIn](#) • Washington, DC

EDUCATION

THE GEORGE WASHINGTON UNIVERSITY, School of Business
Master of Business Administration

Washington, DC
Expected May 2025

- Forté Fellow; ROMBA Fellow
- Relevant Coursework: Strategic Management, Decision Making & Data Analysis, Organizations & Human Capital

AMERICAN UNIVERSITY, School of International Studies
Bachelor of Arts, International Studies & Public Health

Washington, DC
May 2020

- American University Study Abroad Nairobi, Kenya 2019

EXPERIENCE

TRIA FEDERAL

Midmarket Federal Advisory & IT Services Consulting Firm
Consultant II

Washington, DC
January 2023 – June 2023
September 2020 – December 2022

- Prev. Consultant I, Associate Consultant*
- Managed contract compliance management workstream of 5 employees to create enterprise-wide guidance, implement legislative mandates, mitigate potential loss of revenue due to negligence
 - Designed and executed a process, tracking system, and weekly metrics dashboard for responding to over 150 high profile congressional inquiries to improve the speed and quality of responses
 - Co-led the standup of a client's government audit response process for 150+ findings by developing project management tools, strategizing deliverables, cross-training contract and client employees
 - Planned, created, and delivered monthly webinars for 100+ employees from client sites, coordinated and facilitated a virtual four-day training course for 400+ attendees improving field data reporting
 - Advised client organization through major structural transformations by supporting new process designs, policy development, and program implementation to standardize operations in over 100 clinical facilities
 - Served on Diversity & Inclusion task force leading 5 bias/LGBTQ+ inclusion initiatives, pioneering a yearly "pulse" survey with 70% organization completion to inform leadership decision making

U.S. HOUSE OF REPRESENTATIVES, OFFICE OF DONALD NORCROSS
Legislative Intern

Washington, DC
January 2020 – June 2020

- Drafted co-sponsorship forms, bill descriptions, weekly reports for the legislative team to minimize workload for the legislative team
- Analyzed Congressman's press mentions over the previous four years to build a database consisting of thematic hierarchies, top reporters/publications, and biggest stories.

WINNING STRATEGIES WASHINGTON
Government Affairs Intern

Washington, DC
September 2019 – December 2019

- Tracked congressional hearings regarding healthcare, national security, and employment issues to summarize key points and provide specific details of interest for principals and clients
- Conducted legislative and industry research to inform clients about major policy and trade trends; wrote daily trade reports and weekly impeachment recaps

ADDITIONAL INFORMATION

Accomplishments: Certified Revenue Cycle Representative (CRCR), Healthcare Financial Management Association, 2022

Community: Served on Tria Federal's Diversity & Inclusion Corporate Task Force. Member of George Washington University's Out for Business Club.

JAMES RAMSAY

jramsay1@stanford.edu | +1 (917) 929-7920

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS

Palo Alto, US

Master of Business Administration (MBA)

2023 – Present

- Fellowships: ROMBA Fellowship, Sainsbury's Management Fellowship (RAEng)
- Clubs/Society: GSB Pride, GSB First-Generation Low-Income Club, Management Consulting Club, AME Club, Consumer and Retail Club

STRATHCLYDE UNIVERSITY

Glasgow, UK

Master of Engineering (MEng) with Merit (Upper Division), Chemical Engineering

2010 – 2016

- Pharmaceutical Research Project with AstraZeneca, 1 year internship with Worley Parson Ltd. (Exxon Mobil Contract)
- Awards: Deans List (2015-2016), 33sixty Leadership Program (2015)
- Clubs/Society: Chemical Engineering Society, Fusion Radio, Re-Act Theatre Group & Math's Tutoring

PROFESSIONAL EXPERIENCE

BURBERRY

London, UK

Senior Supply Chain Manager: Calendar Orchestration & Data Analytics

2021 – 2023

- Responsible for the daily operation of the supply chain analytics function and the creation, management and governance of the end-to-end critical path, for all collections, capsules & collaborations
- Improved production readiness (+25%) and reduced waste (-30%) through the creation of a stage gate/agile hybrid project management method and support structure
- Enabled a step change in store availability (+20%), distribution centre deliveries (+15%) & team productivity (+30%) through the design and delivery of real time analytics and mitigation tools
- Global D&I Council member responsible for designing and implementing the Global D&I strategy
- LGBT+ employee group leader, including ownership of the Stonewall UK – Burberry Partnership & LGBT+ Advisory Council

PROCTER & GAMBLE

London, UK/Geneva, CH/Dublin, IE

UK/Ireland Oral Care Supply Chain Leader

2020 – 2021

- Responsible for enabling top line growth through effective supply chain management & innovation across 3 key areas: Demand/Forecast; Inventory Planning & Supply; Initiatives/New Product Launches
- Enabled Power Oral Care to grow at a 127-index during peak due to agile inventory management & a 30% increase in forecast accuracy due to key customer interventions

EIMEA Manual Oral Care Initiative & Supply Chain Readiness Leader

2018 – 2020

- Led a multifunctional, multi-location, team to develop and deliver comprehensive initiatives plans that successfully built the brand and maximized shareholder return
- Step change in Manual Oral Care Growth (from a 92-index to 103-index YoY) through the creation of a tailor-made & market specific initiative masterplan
- Mitigated 86% of the business loss from a covid-19 plant closure as the business continuity project leader
- Improved team productivity (+30%) & artwork quality failures (-50%) by leading the implementation of region wide productivity and agility projects (Digital SKU Base Plan & Agile Artwork process)

Process Engineer/Line Leader (Manufacturing Site)

2017 – 2018

- Responsible for a 24/7 manual toothbrush operation, including the technical teams, operators & 8 production lines
- 15% increase in department reliability through implementation of integrated work systems
- 40% reduction in sitewide changeover time when leading the changeover work process improvement project
- Design and implementation of a daily direction setting process that increased meeting productivity by 50%

UK/Ireland LGBT+ Network Founder & Leader

2017 – 2021

- Led the training and implementation of gender-diverse bathrooms across all UK/Ireland sites
- Created partnerships with local LGBT+ non-profits – raising 80,000 EUR from fundraising efforts
- Design & Delivery of P&G Europe's 'International Coming Out Day' educational series
- Keynote speaker & workshop facilitator at PINK Training (EU's largest LGBT+ student event)

VOLUNTARY EXPERIENCE

Mermaids UK & BeLonG To Youth Services

London, UK & Dublin, IE

Local Group Facilitator & Rainbow Ball Committee Member

2017 – 2023

- Empower LGBT+ youths through the mentorship of peer educators and organization of nationwide groups
- Lead Volunteer for London support group, delivering support groups for gender diverse young people and their families
- Operations/logistics for the annual Rainbow Ball & the world's first LGBTI+ National Youth Strategy, in collaboration with the Department of Children and Youth Affairs

AWARDS & ACHIEVEMENTS

- Burberry Global Icon Award Winner (2021)
- P&G Global D&I Award: Michael Chanik Courageous Leadership Award (2019)
- Agile Project Management (Accredited by SAFE) (2021)
- Project Management Fundamentals (Accredited by PMI & NASBA) (2018)

VICTORIA LAVALLEE

Business Writer

vlavalleewrites@gmail.com

(757)810-9604

EDUCATION

BA in Professional Writing (Old Dominion University)

August 2020 - December 2022

In-Progress JD (Northeastern University)

August 2023 - Present

In-Progress MBA (Johns Hopkins University)

August 2023 - Present

PROFESSIONAL EXPERIENCE

757 Angels - Administrator

January 2023 - July 2023

Assisted the executive team and the board with a variety of administrative tasks including technical writing (B2B, B2C, C2C), LLC management, and bookkeeping.

757 Accelerate - Sponsored Business Writer

January 2023 - July 2023

Wrote grant applications, written proposals, and communications for several organizations.

The Muse Writers Center - Editor

June 2022 - November 2022

Wrote grant applications, written proposals, and communications for a single organization.

NATO Institute of Innovation - Technical Writer

September 2021 - February 2022

Worked on various marketing and technical writing projects (SOW, SOT, contract drafts, legal), as well as acted as a representative with various media organizations and specialists.

LG Records - Technical Writer

March 2020 - September 2021

Took lead on all design matters, wrote marketing content, and maintained web services.

Investments and Wealth Institute (CWPA) - Business Writer

November 2019 - January 2020

Researched and wrote on specific topics (insurance, retirement, personal finance, etc.).

PROJECTS

LLC Management

Piper Accessories, 2018, 2019, 2020

Project Management

OccasionGenius, 2020

Technical Writer

ReillyWriting, LLC, 2022

REFERENCES

Monique Adams
Direct Supervisor

(757)513-1343
moniqueadams@757angelsgroup.org

Dr. Daniel Richards
Undergraduate Advisor

(757)683-4629
dprichar@odu.edu

Jessica Kelley
Writing Coach/Mentor

(571)420-4706
thewritejess@gmail.com

CAROLYN TAYLOR

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(214) 934-9121

<https://www.linkedin.com/in/carolyn-taylor-13/>

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration

- Concentrations in Private Equity Finance and Venture Capital
- Recipient of the Jack G. Taylor Memorial Endowed Presidential Scholarship in Business

SMITH COLLEGE, Northampton, MA

May 2017

Bachelor of Arts in Economics

- Four-Year Member of the NCAA Division III Swim & Dive Team

EXPERIENCE

424 CAPITAL, Wakefield, MA

2021 – 2023

Private Equity Analyst

- Sourced, evaluated, and executed control equity investments within Healthcare IT and Renewable Energy
- Closed three add-on acquisitions for BroadcastMed which grew Revenue from \$7M to \$100M and EBITDA from \$2M to \$30M
- Led first add-on acquisition for QE Solar which allowed company to enter key geographic market and solidify position as a nationwide solar operations and maintenance services provider
- Selected to co-manage and conduct outreach for \$250M fundraising process for upcoming fund with Senior Partner
- Managed internship program and developed relationships with local colleges & universities to promote 424 and increase pipeline of diverse applicants

BETH ISRAEL LAHEY HEALTH INVESTMENT OFFICE, Boston, MA

2019 - 2021

Investment Associate

- Identified and evaluated third-party investment managers to increase portfolio exposure to Venture Capital & Private Equity
- Assisted in the underwriting of a \$50M investment in a leading, early-stage life sciences manager
- Conducted and presented analyses to CIO and Board of Directors on investment-related topics including portfolio exposure to oil & gas which resulted in Board's decision to divest from fossil fuels
- Monitored investment managers' performance and reported findings to senior investment team

INVESTURE, Charlottesville, VA

2017 - 2019

Investment Analyst

- Supported senior members of investment team in underwriting investments across a variety of asset classes
- Performed attribution analyses in Excel to understand key drivers of performance
- Assisted CIO with management of \$500M fixed income portfolio for 13 clients. Executed month-end trades via Bloomberg and presented performance reports to clients

ADDITIONAL

- **Professional Memberships:** Member of All Raise, an organization which seeks to advance the careers of women in Private Equity & Venture Capital
- **Volunteer:** Mentor for Draper Competition for Collegiate Women Entrepreneurs (2023); Conduct financial literacy and money management workshops at demographically underrepresented high schools in Boston area (2021 – 2023)
- **Personal Interests:** Hiking (summitted 18 of Colorado's 14,000 ft. peaks); Triathlons (training for Boulder Ironman 70.3); Skiing and Ski Mountaineering
- **Work Eligibility:** Eligible to work in the United States with no restrictions

Nicholas Lazzaro
(508)-825-6120 | Lazzaron@bc.edu

SKILLS SUMMARY

- Financial Planning
- Analysis & Budgeting
- Critical Thinking
- Information Systems
- SPSS, R
- Microsoft Office
- Entrepreneurship
- Contract Negotiation
- Client Engagement

EDUCATION

May 2025 **BOSTON COLLEGE** **CHESTNUT HILL, MA**
CARROLL GRADUATE SCHOOL OF MANAGEMENT
Candidate for Master of Business Administration degree
Awarded Reaching Out MBA USA Fellowship

COLLEGE OF THE HOLY CROSS **WORCESTER, MA**
Bachelor of Arts degree in Political Science
Ciocca Business Center Shark Tank 1st Place, HC LAUNCH Student Mentor

EXPERIENCE

- 2019- Present **NICK'S ON-SITE DETAILING INC.** **MILLBURY, MA**
Owner, and Founder
- Deliver services effectively and efficiently to customers with responsibilities that include hiring and managing staff, financial planning and analysis, state, and federal compliance, online social media marketing and information systems.
 - Analyzed market and competition to determine critical business decisions regarding growth, budgeting, and direction for the company.
 - Produced 62% annual revenue growth, and 68% profit growth year over year, expanded to hiring 4 contractors; resulting in profitability where FY 2022 was the most profitable year on record exceeding forecasted growth by 9%.
- 2020- 2022 **KEENAN & TRUDELL ATTORNEYS AT LAW** **MILLBURY, MA**
Legal Assistant
- Supported attorneys and paralegals, with responsibilities that included drafting legal documents such as power of attorney documents, and real estate documentation for various stakeholders.
 - Organized estates for probate, drafted and filed corporation documents; prepared invoices, managed mailings, and closed files.
 - Performed administrative support including greeting clients ensuring experience with the firm was positive and provided excellent service.
- 2020- 2023 **TOWN OF MILLBURY** **MILLBURY, MA**
Board Member, School Committee
- Held office for 2 consecutive terms. Created measurable goals for administration, managed critical decisions for the district, and negotiated with major union groups including MTA and SEIU. Collaborated with leadership and colleagues to operate Millbury Public Schools.
 - **Leadership:**
Policy Sub-Committee Chairperson- Approved and advised the Superintendent to enact policy change and adapt language to continue to maintain compliance with DESE/ MASC. Conducted extensive research into policy implementation, outcomes, and alignment within district.

AWARDS

- Youngest recipient of the Worcester Business Journal 40 Under Forty, Class of 2022

ELIZABETH SUYI LIM

liz.lim@mba.utexas.edu

(978) 885-8081

<https://www.linkedin.com/in/elizabethslim/>

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration

Consortium Fellow, Forté Fellow, and ROMBA Fellow

GMAT: 710

BENTLEY UNIVERSITY, Waltham, MA

May 2020

Bachelor of Science in Marketing

Liberal Studies Major in Media Arts and Society

GPA: 3.83, Summa Cum Laude

Awards: Trustee Scholar, Bentley Honor Society, Honors Program

EXPERIENCE

RSA SECURITY, Bedford, MA

2019 - 2023

RSA provides trusted identity and access management for 12,000 organizations around the world, managing 25 million enterprise identities and providing secure, convenient access to millions of users.

Channel Marketing Manager (2022 - 2023)

- Managed channel partner relationship with 7 distributors, 10 resellers, and ad-hoc partner requests to provide marketing resources and plan joint-marketing efforts for the Americas, helping to obtain 125% of 2022 sales plan
- Oversaw the \$1.6M Americas Marketing Development Fund Program yearly budget, reviewing and allocating American partners' applications for marketing programs
- Built global channel RSA product enablement webinars, attracting an average of 80 attendees per webinar, two times a quarter with product, sales, and sales engineering teams
- Maintained and streamlined online RSA Partner Portal experience, averaging 300+ worldwide users a month
- Created digital marketing campaigns across all products for global partners to adapt into their own marketing efforts
- Generated ID Plus Message in A Box campaign for global partners for their own implementation, with over 1,000 asset downloads in first year of launch

Channel Marketing Analyst (2020 - 2022)

- Launched new RSA Partner Program through global Virtual Partner Kick-Off, engaging over 500 attendees worldwide
- Executed RSA Partner Roadshow for the Americas, hosting events in four cities and 100 in-person attendees
- Developed new internally-hosted Co-op management system for global Marketing Development Fund Program, obtaining \$1M in savings

Channel Marketing Intern (2019 - 2020)

- Supervised RSA Co-op Portal, including activity approval, account management, and weekly reporting for stakeholders
- Produced email campaign for the RSA Identity Lifecycle and Governance product, having 89 lifetime asset downloads

BENTLEY UNIVERSITY'S TODAY 'N TONIGHT, Waltham, MA

2017 - 2020

Manager (2019-2020), Marketing Coordinator (2018), Event Coordinator (2017-2018)

Today 'N Tonight is a student-run staff organization that plans day and night time programming in Bentley's Student Center.

- Directed a team of 8 event coordinators with a budget of \$100,000 during a departmental reorganization
- Supervised and controlled logistics for two weekly events throughout the school semester, attracting an average of 50 students per event, increasing overall attendance by 75%
- Arranged programming for Harry's, Bentley's on-campus pub, in alignment with redesign of the space for 2019-2020 school year, boosting event attendance by 100% and drink transactions in Harry's by 200%

ADDITIONAL

- **Personal Interests:** Social Media Volunteer at Catnip Casa Refuge in Austin, TX, Grader for Undergrad Business Communications
- **Work Eligibility:** Eligible to work in the United States with no restrictions

LIEM KADAS

916.475.2827

liemn@tepper.cmu.edu

[LinkedIn](#)

EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS
Master of Business Administration – MBA

Pittsburgh, PA
5/24

- Concentrations: **Operations, Strategy, Organizational Behavior**
- **Leadership and Honors:** President of Tepper Out&Allied, Consortium Fellow, ROMBA Fellow, Voted “Most Ethical Negotiator” in a negotiation class of 52 students at Tepper.

CALIFORNIA STATE UNIVERSITY, SACRAMENTO
Bachelor of Art in Economics – BA

Sacramento, CA
12/15

- Dean's Academic Honor List

EXPERIENCE

J FAB CONSULTING LLC
Chief of Staff Intern

Pittsburgh, PA
6/23 – Present

Process / Operation Improvement

- Partnered with the organization's founder on a consulting project for L.M. Colker, utilizing the founder's Six Sigma methodologies to optimize procurement processes for the multi-million dollar cleaning supply company.
- Enhanced J Fab Consulting's B2B and client communication by discovering IT gaps in SPF, DKIM, and DMARC configurations that were responsible for dispatching >12k custom emails to prospective consulting clients.

FORGE TRUST CO.

San Francisco, CA
10/20 – 6/22

Operations Lead (4/21 – 6/22), Valuation Contractor (10/20 – 4/21)

Business Development & Design

- Reduced outstanding valuation queue from 3k+ to 300 by initiating and designing individual weekly snapshots for team members using mechanism design theory, which incentivized employees to achieve high productivity, ensuring positive, tangible feedback for high performers.

Mentorship

- Provided training, guidance, and coaching to team members while demonstrating an empathetic leadership style and interpersonal communication through onboarding, weekly meetings, and quality control sessions. Led a team of 4-5 employees responsible for \$13B AUC (asset under custody) valuations.

Implementation

- Constructed, analyzed, and calculated performance metrics that tracked the team's productivity, which autonomously updated weekly metrics for senior leadership, including the COO and Director of Operations, creating transparency while working remotely. Metrics were used to aid individual performance reviews.

PENSCO TRUST CO. (acquired by Pacific Premier Bank)

San Francisco, CA
8/17 – 10/19

Accounting and Finance Staff (6/19 – 10/19), Asset Specialist (8/17 – 6/19)

Analytical Skills | Data Visualization

- Oversaw diverse reporting tasks, including a Confidence Interval model that revealed a key process was 28% less efficient than our optimal process. Utilized Excel, SQL, and PowerPoint to compute and visualize these business outcomes.

AECOM

San Francisco, CA
3/16 – 5/17

Asset Contractor (3/16 – 5/17)

Management

- Analyzed and organized numerous datasets pertaining to 1k+ software licenses, data usage, and entitlement reports, ensuring an optimal number of engineering/architectural software licenses nationwide for AECOM.

ADDITIONAL INFORMATION

- President (1/18 – 1/20) and first ever Team Captain (1/20 – 1/22) of San Francisco FrontRunners, an LGBTQ+ non-profit, 501(c)3, running organization established in 1974, leading 200+ paid members and 1k+ alumni. Awarded by San Francisco Mayor London Breed and Senator Scott Wiener for DEI philanthropy and community involvement.
- Interests: Team sports, reading on my Kindle & Remarkable, and queer athletics (4x Gay Games Medalist).

EDUCATION

Case Western Reserve University, Weatherhead School of Management **Cleveland, OH**
STEM Degree- Master of Business Administration (Concentrations: Business Analytics) May 2024
• Dean's Strategic Intern
• Reach Out MBA fellow, Vice-President, Weatherhead Consulting Club

Indian Statistical Institute **Tezpur, India**
Post Graduate Diploma May 2019
Major: Statistical methods and analytics with machine learning in R and Python

Maharashtra Institute of Technology **Aurangabad, India**
Bachelors of Technology July 2014
Specialization: Production Engineering, Operations Management

EXPERIENCE

Permco Cleveland, **Streetsboro, OH**
A leading manufacturer of high-pressure hydraulic gear/vane pumps, motors and accessories **06/2023- 08/2023**
Operations Associate Intern

- Assisted the inventory data team in analyzing the existing processes and identified the areas for improvement resulted in **15% efficiency** for under stock and overstock demand management.
- Consulted 4 internal departments to analyze the existing data and resulted in **10% savings in parts** stocking.
- Created strategic decisions for inventory management for a newly Infor Cloud Suite ERP data integration for vendors, inventory department and data integration successfully delivered via manuals.

BYJU'S Think and Learn Pvt. Ltd, **Bangalore India**
World largest Edtech firm with operations in more than 21 countries globally Ed-tech products **05/2019 – 04/2022**
Sr. Associate, Transformation and Strategic Operations

- **Led a team of 8 people** and collaborated with the MIS team to develop and implement business strategies.
- Increased lead efficiency for managers by **20% and automated the reporting of sales discrepancies** through implementation of dashboard **automation** and **visualization** via tableau online.
- Utilized data statistical modeling techniques, resulted **60% reduction** in multiple working platforms and successfully **merged 3** disparate data processes into a unified platform using ETL.
- Developed a demand forecasting model using time series analysis, leading to **20% improvement in inventory** management efficiency and KPIs and received the best team award.
- Created visuals from extracted data using Tableau, and by analyzed it in a time-sensitive setting, patterns and insightful information in the customer retention for post service sales products.
- Exceptional organizational abilities, contributing to streamlined workflow within the team.

Appsoft Infosystem Pvt. Ltd, **Nagpur India**
Provider of technical solutions that formulate user-friendly ERP based products. **07/2014 –7/2017**
Associate

- Met and exceeded sales targets achieved **40%** increase in revenue within the first year of work and consistently.
- Proficient in handling customer inquiries, resolved concerns over ERP software, conflicts relationships.
- Conducted user testing and gathered feedback to drive iterative product improvements and enhance user experience.
- Strong interpersonal communication skills honed through customer interactions in a sales environment.

TECHNICAL SKILLS

Programming Languages: Python (pandas, NumPy, Matplotlib, Seaborn), SQL, R)
Tools & Certifications: Google data Analytics, Tableau-Data analyst, Jupyter Notebook, SPSS, ETL

Academic project: In-Store Sales improvement via A/B testing, regression, and forecasting statistical methods.

Extra-curriculars: Cat Dad, Cricket, LGBT, Volunteering, Visualization, Consulting & student representative.

JALEAH CULLORS

jcullors@iu.edu • 913-406-9050 • [linkedin.com/in/jaleahcullors](https://www.linkedin.com/in/jaleahcullors)

EDUCATION

Indiana University, Bloomington, IN May 2025

Master of Business Administration, dual major in Management and Marketing

- Recipient: Consortium Fellowship, Forté Fellowship, and ROMBA Fellowship

University of Kansas, Lawrence, KS December 2021

Bachelor of Arts, dual major in Political Science and Global and International Studies

EXPERIENCE

United States Department of State, Washington, DC May 2023 – July 2023

Bureau of Cyberspace and Digital Policy Fellow

- Identified growth opportunities and geopolitical and economic risks in Middle Eastern and African countries to inform the Director's policy consultations with U.S. firms interested in expanding global operations
- Supported the International Communications Policy team by conducting research on developments in 5G, AI and the digital economy, attending high-level meetings with foreign governments, and writing meeting summaries

University of Kansas, Lawrence, KS August 2022 – May 2023

Career Advisor

- Advised 300+ diverse students and alumni on career planning, including 1:1 coaching and leading workshops for campus partners
- Analyzed industry and economic data for 200 majors to stay abreast of trends and assist students in career exploration, preparation, and employment
- Collaborated and consulted with 50+ departments and faculty to promote career services and integrate career development into curriculum

Center for Strategic and International Studies, Washington, DC January 2022 – July 2022

International Security Program Intern

- Researched positive impacts of DEI initiatives on workforce retention and recruitment; results were incorporated into report on federal government's organizational resilience
- Identified 100+ organizations across various industries to sponsor the new "Civics at Work" initiative by assessing past commitments to civic and community engagement

Council on Foreign Relations, Washington, DC September 2021 – December 2021

Independent Task Force Research Intern

- Conducted research on U.S. technology and innovation, public-private sector collaboration in cyberspace, and U.S. sanctions against malicious cyber actors
- Proofread and edited subject matter expert report on digital policy's growing importance in foreign policy

People to People International, Kansas City, MO June 2021 – August 2021

Humanitarian Programs and Global Education Intern

- Designed curriculum on cultural competency and media literacy for young and adult audiences
- Created PowerPoint presentations about the organization's public health initiatives in Africa

Kansas Athletics, Lawrence, KS August 2019 – May 2021

Academic Tutor

- Developed and implemented tailored lesson plans to assess each student-athlete's progress and address individual areas of improvement
- Provided virtual and in-person instruction in political science, Spanish, and English to 20-student-athletes each semester, resulting in improved academic performance

LEADERSHIP

University of Kansas Libraries Dean Review Committee

December 2021 – March 2022

- Completed a performance review of the dean's five-year tenure and produced a report including objectives and recommendations for the next five years

Advisory Group on DEI and Undergraduate Research

June 2021 – November 2021

- Evaluated strengths and challenges of the University of Kansas' application of DEI in undergraduate research
- Created a mentor-mentee matchmaking system to address current barriers to inclusivity in undergraduate research

PUBLICATIONS

Spaulding, S., Banks, B., Nair, D., & Cullors, J. (2022). Civics for Adults: A Guide for Civics Content Providers. *Center for Strategic and International Studies*. <https://www.csis.org/analysis/civics-adults-guide-civics-content-providers>

Cullors, J. (2021). The Need for Multilateral Diplomacy in Cyberspace. *International Relations Council*. <https://www.irckc.org/the-need-for-multilateral-diplomacy-in-cyberspace/>

JASMIN RAINBOW

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EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2025

- Recipient, Advancing Women in Business Scholarship
- ROMBA (Reaching Out MBA) Fellow

UNIVERSITY OF CAMBRIDGE, Clare College

Cambridge, UK

Bachelor of Arts in Modern and Classical Languages (French, Latin, Dutch and Polish)

June 2016

- Upper Second Class Honors; National award-nominated student radio presenter, Cam FM; LGBT+ Representative, Clare College Student Union; #1-ranked Fundraiser, Clare College telephone fundraising campaign 2013 & 2016
- Year abroad (2014-15): 6 months studying at University of Leiden (Netherlands); 6 months teaching English at Centre Caribéen de Langues (Guadeloupe, French Caribbean)

EXPERIENCE

INVENIA LABS (80-person Artificial Intelligence start-up)

Cambridge, UK

Talent Specialist

2021 - 2023

- Redesigned Invenia Labs' talent acquisition policies and processes, reducing recruitment process time by ~30%
- Implemented a candidate engagement strategy at a global machine learning conference, increasing monthly career applications by 500% through early engagement and personalized targeting
- Influenced a Founder to integrate cultural awareness into decision-making, enabling new hires from 3 previously untapped global markets and growing one team's headcount by 50%
- Created a company gender transition policy as inaugural Diversity and Inclusion Chair, providing financial support for transgender colleagues' healthcare not covered by the standard health insurance policy

UNIVERSITY OF CAMBRIDGE (World-leading research university)

Cambridge, UK

Business Operations Manager

2019 - 2021

- Led a team of 5 direct reports and managed all aspects of 6 departments' operations, including strategic planning, governance, HR, finance, and research funding
- Secured a £6mn (~\$7.7mn) grant which will fund over 50% of a department's research through 2024
- Researched, pitched and implemented a video interview platform, saving interview panelists ~3 hours per hire
- Coached a direct report through confidence issues to gain a higher-graded role after an organizational restructure

Digital Content and VLE Coordinator (Institute of Continuing Education)

2018 - 2019

- Created and launched a 7-week online course in collaboration with an Archaeology professor
- Trained all 25 institute staff on content management within the virtual learning environment
- Designed and delivered marketing campaign to double one course's registrations in 2 months

Ambitious Futures Graduate Trainee in Higher Education Management

2017 - 2018

- Established the Cambridge Sustainability Team's Student Engagement Strategy, receiving a commendation from University Vice-Chancellor
- Rewrote the Open University's Academic Regulations to enhance usability and accessibility for 200,000+ students

INTERSENTIA (Independent publishing house in the UK and Belgium)

Cambridge, UK

Sales and Marketing Assistant

2016 - 2017

- Created a bespoke sales plan which increased sales of one book by over 1000% in 6 months
- Organized a bilingual book launch in Belgium attended by over 200 guests, introducing Intersentia's English-language titles to the Flemish market

ADDITIONAL INFORMATION

- Languages: French (working proficiency), Dutch (working proficiency)
- Interests: Semi-professional Singer (entertained thousands of people at hundreds of gigs since 2013, and arranged "no-fly" tours for 10 bandmates across 5 countries); Poker Player (hosting games at my home); Sustainable Travel Enthusiast (travelled over 5000 miles across Europe by train in 2022)

Sydney Altmeyer

Boston, MA 02215 | 609.731.1457 | saltmeye@bu.edu | linkedin.com/in/sydney-altmeyer/

EDUCATION

MBA-Social Impact

Expected May 2024

Boston University Questrom School of Business; Boston, MA

BA-Sociology

May 2015

Dickinson College; Carlisle, PA

WORK EXPERIENCE

CUSHMAN & WAKEFIELD; Washington, DC

2016 to 2022

Property Manager (2020-2022) | Served as liaison to building owners, brokerage and engineering teams.

Developed annual budget and reconciliations; completed monthly financial reports and accruals.

- Authored annual budget for a 250,000 sq. ft. building, created long term, 5 - 15 year capital plan; developed and executed RFPs; collaborated with 25+ vendors to deliver against performance criteria.
- Analyzed budgets from past years to ensure increases in expenses stayed within a 3% change; identified areas to cut expenses to ensure an efficient operating model.
- Supervised projects, delivered proposals, and facilitated work on behalf of government tenants.

Sr. Assistant Property Manager (2019-2020) | Assisted in writing annual budget, monthly financial reports, and monthly accruals. Engaged in biweekly calls with ownership and leasing team to strategize about tenant retention and marketing plans to engage new tenants. Reviewed and signed invoices and Purchase Orders.

- Conducted monthly Lunch & Learns with vendors to staff in the DC area. Identified vendors interested in providing presentations and managed internal communication to gauge interest and increased attendance.
- Completed multi-year professional development program, including 14 modules and a capstone exam, resulted in certification as a Real Property Manager (BOMI) and Certified Property Manager (IREM).

Assistant Property Manager (2017-2019) | Coordinated tenant moves and relocations. Worked with accountant to create, program, and maintain annual budget. Prepared and coordinated bid proposals and service contracts.

- Oversaw five major construction projects including full-floor build-outs, elevator modernizations, lobby remodel, fitness center expansion, conference center build out, and adding a rooftop terrace with the Property Manager.
- Led a comprehensive re-certification of building for BOMA 360 designation, due every three years.

Property Administrator (2016-2017) | Led contact with tenants including daily communication, memos, organizing meetings, and maintaining tenant handbook. Tracked and updated certificates of insurance and service contracts.

- Collaborated with team of 5 people to bring building's LEED status from Silver to Platinum.

HCM STRATEGISTS; Washington, DC

2015 to 2016

Administrative Assistant | Managed office, organized meetings and conference calls. Provided administrative support to partners, principals, and senior associates. Submitted monthly expense reports. Copyedited internal and external documents.

- Acted as point person for communication and scheduling for 40+ employees across the United States.
- Planned meetings and private dinners including venue selection, preparation of materials, and travel arrangements for 40+ people.

ADDITIONAL INFORMATION

Technical Skills: Excel, Yardi, Nexus, and Kardin

Language: Proficient in Spanish and American Sign Language

Certifications: Real Property Administrator, Certified Property Manager, DC Property Management License

Recognition: 2023 Finalist in the Kellogg-Morgan Stanley Sustainable Investing Challenge, Selected as one of two Boston University representatives for 2022 Reaching Out MBA Fellowship

JAPHET MUCHENJE

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EDUCATION

Suffolk University, Boston Ma **Sep2022 - May 2024**

Master of Science in Business Analytics **GPA: 3.73**

Relevant Courses: Predictive Analytics, SQL, Data Analytics with SAS Base, Data Visualization with Power BI, Data Management with SAP Hanna

Master of Management and Organizational Leadership **GPA: 3.7**

Relevant Courses: Project Management with Microsoft Office Project, Client Consulting Capstone, Leading Teams, Managerial Skills, Conflict and Negotiation, Organizational Behaviors

Harare Institute of Technology Zimbabwe **Mar 2016 - Sep 2020**

Bachelor of Technology in Information Technology **GPA:3.9**

Relevant Courses: Information Security Management, Software Project Management, Artificial Intelligence and Expert Systems Development, Cybersecurity

RELATED EXPERIENCE

Santander Bank, N.A, (SBNA)

Information Risk Management Intern

USA, Boston

June 2023 – Aug 2023

- Analyzed and visualized over 1000+ issues, achieving a 20% increase in data accessibility through strategic use of Pivot tables and graphical representations.
- Proactively identified and communicated risk deficiencies and operational inefficiencies, leading to a 15% improvement in risk mitigation strategies and decision-making

Toyota Zimbabwe Information Technology and Customer Service Department.

Information Systems Officer

Zimbabwe, Harare

Sept 2021 – Sept 2022

- Provided Office 365 administration and conducted hardware maintenance, ensuring seamless support for 400 employees.
- Enhanced security across 500 workstations through Active Directory management and Webroot console security monitoring, resulting in a 15% increase in overall system security.

ACADEMIC PROJECTS

Loan Dataset Analysis and Enhanced Functionality Implementation

Boston, MA

- Analyzed Kaggle loan dataset using Sas enterprise functions, improving loan approval accuracy by 10% through data-driven enhancements. Rates.

Client Consulting with Aura Company in Texas

Boston, MA

- Consulted Aura Company to enhance security, reducing incidents by 20% and safeguarding customer data in the digital transformation era.

SKILLS

Programming Languages & Tools: SQL, Visual Basics, C++

Database Systems: MySQL,

Visualization: Tableau, Power BI, Microsoft Excel

Statistical Models: Linear Regression, Logistic Regression, Decision Tree, Random Forest, Gradient Boosting,

Other Relevant Skills: Business Analytics, Business Intelligence, Risk Management, Information Security management

Leadership and Organizational Involvement:

ROMBA Fellow (Reaching Out MBA): Highlighting commitment to diversity and inclusion in the business community.

Vice President, Black MBA Student Association at Suffolk University: Demonstrating leadership and engagement in fostering diversity and community building within the university

Member, Graduate Student Association (GSA): Active participation in the graduate student community.

Kaylee M. Stevenson

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EDUCATION

Michigan State University, Broad College of Business, East Lansing, MI
Master of Business Administration – Marketing

Expected 5/2025

Michigan State University, College of Arts & Science East Lansing, MI
Bachelor of Arts in Experience Architecture; Japanese

12/2023

EXPERIENCE

AdvisaCare Home Care, Lansing, MI
Payroll Lead and Office Administrator

2/2023 – 8/2023

- Implemented an automated timecard software which replaced manual operations for 150 employees and reduced the number of missing employee-submitted documentation by 75%.
- Administered education opportunities and employee training on payroll processes, guiding an increased understanding of necessary job functions while simultaneously assuring quality of work.

Payroll Assistant

- Complied physical files for clients to ensure accessibility and legibility for caregivers, while maintaining compliance with HIPAA regulations.
- Utilized spreadsheets to generate accurate outstanding billing reports and branch expense reports to be presented at weekly stand-ups with the CEO.

AF Insurance, Remote

2/2022 – 10/2022

Contracted Customer Experience Analyst

- Collaborated with Customer Experience, Marketing, and Development teams to develop well-rounded project pitches to high-stakes investors, resulting in funding and development approval.
- Translated complex qualitative and quantitative data into customer journey maps to highlight key performance indicators and opportunity areas, establishing standardized data organization tactics to facilitate future research needs.
- Improved existing, outdated digital spaces and portals by assessing current needs, identifying opportunity areas, developing prototypes, and implementing designs that exceeded expectation.
- Prioritized search engine optimization and web standard compliance to increase click rates and visibility to external customers and end-users by 15%.

LEADERSHIP & SKILLS

- Languages: English (native); Japanese (proficient); Spanish (intermediate); Mandarin (beginner).
- Associations: Fellow at Reaching Out MBA (ROMBA) Pride Fellowship; Michigan State Broad MBA Association; MBA Marketing Association
- Certifications: Mapping Customer Journeys (Forrester, 2022; Received to develop stronger research tactics for demographical product interaction)
- Volunteerism: Crowns Against Cancer Nonprofit

GALEN PHILIP DODD

galen.dodd@mba.utexas.edu

(310) 710-9767

<http://www.linkedin.com/in/galendodd>

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business , Austin, TX Master of Business Administration Strategy & Innovation Concentration Reaching Out MBA Fellow Consortium Member	May 2025
LEWIS UNIVERSITY, College of Business , Romeoville, IL Master of Arts in Organizational Leadership GPA 3.94	May 2020
UNIVERSITY OF CALIFORNIA, LOS ANGELES , Los Angeles, California Bachelor of Arts in Anthropology GPA 3.60	June 2018

EXPERIENCE

WEST COAST ATHLETIC CONSULTING , Los Angeles, CA Founder & Managing Director <ul style="list-style-type: none">Increased summer camp registration by 65% through data-driven social media ads and targeted email outreach, leveraging Google analytics and MailChimp to optimize campaignsNegotiated partnerships with three apparel vendors on a \$270K budget and achieved a cost savings of 5% YOYSuccessfully sourced and hired eight new positions for a prominent volleyball club through tailored talent acquisition outreach, client interviews, and rigorous candidate screening to ensure optimal long-term placement	2022 - Present
LOYOLA MARYMOUNT UNIVERSITY , Los Angeles, CA Program Manager <ul style="list-style-type: none">Delivered engagement projects 10% under cost by effectively managing a \$150K entertainment budget for FY2023Utilized Tableau to reinvigorate donor engagement strategies after a three-year hiatus by analyzing non-profit trends and insights about potential donor givingConverted three prospects into major gift donors, giving a combined \$8 million to Loyola Law School in FY2023	2022 - 2023
THIRD COAST SPORTS , Chicago, IL Founder & Strategy Director <ul style="list-style-type: none">Successfully exited the business in 2022 after increasing client participation and revenue by 200% by the end of year 2Developed and executed a multiyear strategic plan for an elite boys volleyball tournament, generating a \$1.9M economic impact in Milwaukee, while managing a \$200K FY2021 operating budget at 5% below projected costsNegotiated a four year, \$500k contract with McCormick Place Convention Center in Chicago in FY2022	2021 - 2022
LOYOLA UNIVERSITY CHICAGO ATHLETICS , Chicago, IL Operations Coordinator (Assistant Volleyball Coach) <ul style="list-style-type: none">Oversaw a 300 player volleyball summer camp, managed eight trainers, and yielded a \$50k revenue through local and national marketing opportunities after a two year pause due to COVID-19 pandemicManaged a \$145K annual operating budget and forecasted growing financial needs through Excel financial modelingEngaged with Athletic Leadership suite staff to strategize and grow the volleyball fan base year over year	2021 - 2022
LEWIS UNIVERSITY ATHLETICS , Romeoville, IL Assistant Operations Coordinator (Assistant Volleyball Coach) <ul style="list-style-type: none">Conducted ongoing budget planning and review of a \$130K annual budget for the men's volleyball programMaintained a recruiting pipeline of 35 prospective student athletes from diverse backgroundsTrained and developed positions within a top-5 nationally ranked collegiate program	2018 - 2020

ADDITIONAL

- Work Eligibility:** Eligible to work in the United States with no restrictions
- Personal:** Coach/Volleyball Analyst, USA Volleyball National Teams, 2017-2021 | Assistant Coach, Lewis University, 2019 NCAA Men's Volleyball Semifinalist & MIVA Champion | Travel & food enthusiast having traveled to 19 countries

David Kalb

71 Drake Ln, Hanover NH • (203) 610-5186 • davidskalb@gmail.com • linkedin.com/in/davidskalb

EDUCATION

2023-Present	TUCK SCHOOL OF BUSINESS AT DARTMOUTH <i>Candidate for Master of Business Administration degree, June 2025</i> Consulting Club, Net Impact Club, Business and Politics Club, Games Club GMAT: 780	Hanover, NH
2019-2020	UNIVERSITY OF PENNSYLVANIA <i>Master of Science in Education</i> Awards: Woodrow Wilson Fellow; Segal AmeriCorps Education Award.	Philadelphia, PA
2012-2016	BUCKNELL UNIVERSITY <i>Bachelor of Science in Chemical Engineering; Mathematics Minor</i> Founder of Esports Club; Co-Captain of Volleyball Team; President of Karate Club and ChemE Car; Teaching Assistant 5 classes.	Lewisburg, PA

EXPERIENCE

2020-2023	SCHOOL DISTRICT OF PHILADELPHIA <i>Math & Science Teacher, Hill Freedman World Academy</i> <ul style="list-style-type: none">Increased 8th grade math test scores by almost triple average district growth. Collaborated with administration to share teaching methods across math team, leading to double number of students scoring "proficient" schoolwide.Reduced number of students with low attendance from 17% to 10% in collaboration with administration by building several after school programs and adding community building into daily schedule.Increased daily positive engagement 30% by creating a system to collect and analyze data for student interventions and working with counselor to develop grade-wide procedures.Authored comprehensive unit plans in collaboration with team of teachers to achieve school accreditation for the International Baccalaureate program.	Philadelphia, PA
2018-2019	AMERICORPS <i>Math Teacher, Tyrone Area High School</i> <ul style="list-style-type: none">Reduced failure rate on statewide Algebra Exam 50% by delivering targeted instruction to high-need students and designing and implementing project-based learning.Led formation of school's first LGBT+ club in response to schoolwide bullying of LGBT+ youth; hosted classroom discussions, mentored leaders, and connected students to LGBT+ organizations.	Tyrone, PA
2016-2018	PENN STATE UNIVERSITY <i>Researcher, Chemical Engineering</i> <ul style="list-style-type: none">Conducted computational materials research using quantum chemistry and molecular dynamics simulation while enrolled in PhD program.Created \$35k in scholarships as head coach of esports by working with Penn State Athletics and Riot Games. Raised \$10k funding to organize and host intercollegiate tournaments.	State College, PA
2016-2023	INDEPENDENT TUTOR <ul style="list-style-type: none">Advised and helped dozens of struggling low-income students get accepted to college and stay in college via nonprofit tutoring.Taught competition math classes for The Art of Problem Solving, a premier contest organization.Tutored 100's of students in classes ranging from AP English to Organic Chemistry.	Philadelphia, PA

PERSONAL

- Passionate about creating equitable access to opportunity for underserved populations.
- Avid enjoyer of video games, volleyball, and getting lost in the woods.

OLAWALE SOLARIN

Washington DC | (202) 352-8240 | osolari1@umd.edu | [Linkedin](#)

Areas of Expertise

Procurement | Negotiation | Contracts Management | Make Vs. Buy Analysis | Cost Modeling | Innovation | Supplier Relationship Management | Inventory Management | Cost Savings | Supply Planning | Project Management | SAP/ERP

Professional Experience

Lafarge Africa PLC

Lagos, Nigeria

Member of the Holcim group, a leader in building solutions present in 92 countries; Software: Ms. Office, SAP, E-Procurement

Head of Strategic Procurement- Direct Materials

Jul 2020 – Aug 2023

Selected Achievements:

- ✓ Led a team of eight senior managers to deliver the in-sourcing cement bags production facility, total project cost of 26 USD'm with a static payback of 4.7 years and EBITDA savings of 11.6 USD'm versus budget over the life of the asset i.e ten years [LinkedIn Recommendation](#)
- ✓ Achieved a total YOY cost savings of 9.3 USD'm (7% total spend), through contracts renegotiations, volume consolidations and changes to source of supply, collaborating with the global category and best cost country team.
- ✓ Initiated quarterly and bi-annual vendor performance review meetings for key suppliers through supplier mapping. Ensure 100% of critical suppliers are accessed every year

Procurement Category Manager-Mining,

Aug 2017 – Jun 2020

Selected Achievements:

- ✓ Updated the mining category strategy, which included in-sourcing of one of the five quarry operations, total project cost of 3.9 USD'm with a static payback of 2.3 years and EBITDA savings of 2.6 USD'm versus previous year.
- ✓ Successful contract termination and transition from an underperforming mining sub-contractor to a better performing company, with net savings of 1.4 USD'm (5 % of spend) achieved through a detailed negotiation plan and should cost modeling.
- ✓ Collaborating with Local legal team and relevant functional directors, I negotiated and ensured contracts with clear key performance indicators were in place for 80% of spend cluster, to support global procurement organizations agenda of an automated procurement process.
- ✓ Sourced and developed alternative Gypsum supplier to ensure continuity and surety of supply as part of my risk mitigation strategy. Cost savings of 13% (2.9 USD'm)

Twinings Ovaltine Nigeria Ltd

Lagos, Nigeria

\$12M turn Malt-based beverage manufacturing company makers of Ovaltine brand Software: Ms Office, SAP, E-Procurement

Procurement / Project Lead

Dec 2016 – Jul 2017

Selected Achievements:

- ✓ Project managed and led a cross-functional team to deliver packaging material specification changes and recipe change as part of operational efficiency and cost avoidance initiatives. Cost savings of about £1,015k (10% of total spend) in 7 months (Dec 2016- July 2017).
- ✓ Collaborated with global category leads to negotiate local marine Issuance policy from 0.25% to 0.003%, translating to about £17k YOY cost avoidance.
- ✓ Project managed primary and secondary packaging material artwork change for the Ovaltine brand, ensuring zero right off during the run-in run-out stage.
- ✓ Initiated the transparent reverse Japanese E auction for the purchase of Diesel, made a cost savings of £2.5k (8% of total spend).

PZ Cussons Nigeria PLC

Lagos, Nigeria

\$688M turnover personal, home care and edible oil manufacturing Company; Software: Ms Office, E-Procurement, MFG-pro

Regional Process lead Procure to pay, Africa, SAP-ECC 6.0

May 2016 – Nov 2016

Key Responsibilities:

- ✓ Proactively involved in Africa Region preparation for Wave-2 implementation (i.e. Nigeria, Ghana & Kenya), User Acceptance Testing, Data Testing, End-user Training.
- ✓ Providing improved End-User support and mentoring for the process areas, collaboration with Global Process Owner and Leader.

- ✓ Execution and acceptance of the system representing the business, help improve and reinforce project communication.
- ✓ Have end-to-end view of the process design areas, Localization of testing scripts/data, including ongoing maintenance.

PT. PZ Cussons Indonesia

Snr. Operational Procurement Manager

Tangerang, Indonesia

Oct 2015 – Apr 2016

Key Responsibilities:

- ✓ Led the Procurement Operations Team for the Asia region, responsibility including One direct report.
- ✓ Is the point of contact (“nose to touch”) for the organization for all Procurement related matters.
- ✓ Owned supplier performance measurement, continuous improvement process and sharing of the results with the respective portfolio lead.
- ✓ Led the supply process optimization (amongst others: continuous improvement process, MOQ, inventory, lead time optimization).

PZ Cussons Nigeria PLC

Procurement Category Manager (Raw & Packaging Material)

Lagos, Nigeria

May 2014 -Sept 2015

Selected Achievements:

- ✓ Initiated the kan-Ban system, Lean stock holding and ordering system, to reduce warehouse stock of corrugates from three weeks to two week saving about 1800sqm warehouse space (July 2014).
- ✓ Part of the team that successfully designed and implemented PZ Cussons warehouse space Optimization system which improved average supplier truck turnaround time by about 200 % through proper vendor scheduling system and pre-shipment alerts (October 2014).
- ✓ Developed Contingency corrugate supplier for the Aba Soap factory there by reduced minimum order quantity, in house stock holding policy of corrugates and networking capital by about 1.5 Million USD a year (November 2014).

PZ Wilmar Limited

Procurement Support Manager

Lagos, Nigeria

Jul 2012 -April 2014

Selected Achievements:

- ✓ Cost savings of about 115k USD (approximately 6% of total spent) in 10 months (June 2013- April 2014) through negotiations, cost avoidance and strategic sourcing.
- ✓ Initiated the waste to wealth program, based on business process improvement and recycling best practices, to save approximately 90k USD annually in cost of industrial waste disposal.
- ✓ Managed strategic sourcing of local crude palm oil (CPO) to feed 1000 metric tonnes per day refinery; ensured the implementation of standard operating procedures (SOP) from mills to refinery, and maintained compliance with terms and conditions of logistics contracts.
- ✓ Contribute to developing and maintaining excellent working relationships with local suppliers and other external stakeholders in line with PZ Wilmar procurement policy, to ensure 95% on-time in full no error (OTIFNE) deliveries.

Education

University of Maryland

Master of Business Administration (MBA), Smith School of Business

May 2025

College Park, MD

- SMITH Fellow
- Reaching Out MBA Fellow

University of Maryland

Master of Science Supply Chain Management (Msc), Smith School of Business

Dec 2024

College Park, MD

- SMITH Fellow
- Reaching Out MBA Fellow

Obafemi Awolowo University

Bachelor of Science in Agricultural Engineering, Major In Water Engineering

Mar 2010

Ile-Ife, NG

- GPA: 3.64
- Vice President debate club
- 2nd Place Nigerian society of Engineers' Graduate Engineer of the year award

ELIZABETH SUYI LIM

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(978) 885-8081

<https://www.linkedin.com/in/elizabethslim/>

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration

Consortium Fellow, Forté Fellow, and ROMBA Fellow

GMAT: 710

BENTLEY UNIVERSITY, Waltham, MA

May 2020

Bachelor of Science in Marketing

Liberal Studies Major in Media Arts and Society

GPA: 3.83, Summa Cum Laude

Awards: Trustee Scholar, Bentley Honor Society, Honors Program

EXPERIENCE

RSA SECURITY, Bedford, MA

2019 - 2023

RSA provides trusted identity and access management for 12,000 organizations around the world, managing 25 million enterprise identities and providing secure, convenient access to millions of users.

Channel Marketing Manager (2022 - 2023)

- Managed channel partner relationship with 7 distributors, 10 resellers, and ad-hoc partner requests to provide marketing resources and plan joint-marketing efforts for the Americas, helping to obtain 125% of 2022 sales plan
- Oversaw the \$1.6M Americas Marketing Development Fund Program yearly budget, reviewing and allocating American partners' applications for marketing programs
- Built global channel RSA product enablement webinars, attracting an average of 80 attendees per webinar, two times a quarter with product, sales, and sales engineering teams
- Maintained and streamlined online RSA Partner Portal experience, averaging 300+ worldwide users a month
- Created digital marketing campaigns across all products for global partners to adapt into their own marketing efforts
- Generated ID Plus Message in A Box campaign for global partners for their own implementation, with over 1,000 asset downloads in first year of launch

Channel Marketing Analyst (2020 - 2022)

- Launched new RSA Partner Program through global Virtual Partner Kick-Off, engaging over 500 attendees worldwide
- Executed RSA Partner Roadshow for the Americas, hosting events in four cities and 100 in-person attendees
- Developed new internally-hosted Co-op management system for global Marketing Development Fund Program, obtaining \$1M in savings

Channel Marketing Intern (2019 - 2020)

- Supervised RSA Co-op Portal, including activity approval, account management, and weekly reporting for stakeholders
- Produced email campaign for the RSA Identity Lifecycle and Governance product, having 89 lifetime asset downloads

BENTLEY UNIVERSITY'S TODAY 'N TONIGHT, Waltham, MA

2017 - 2020

Manager (2019-2020), Marketing Coordinator (2018), Event Coordinator (2017-2018)

Today 'N Tonight is a student-run staff organization that plans day and night time programming in Bentley's Student Center.

- Directed a team of 8 event coordinators with a budget of \$100,000 during a departmental reorganization
- Supervised and controlled logistics for two weekly events throughout the school semester, attracting an average of 50 students per event, increasing overall attendance by 75%
- Arranged programming for Harry's, Bentley's on-campus pub, in alignment with redesign of the space for 2019-2020 school year, boosting event attendance by 100% and drink transactions in Harry's by 200%

ADDITIONAL

- **Personal Interests:** Social Media Volunteer at Catnip Casa Refuge in Austin, TX, Grader for Undergrad Business Communications
- **Work Eligibility:** Eligible to work in the United States with no restrictions

STEPHANIE CHAN

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chanwi@umich.edu • (323) 283-1717 • [linkedin.com/in/stephaniechan468](https://www.linkedin.com/in/stephaniechan468)

EDUCATION

UNIVERSITY OF MICHIGAN

Ann Arbor, MI

Stephen M. Ross School of Business

Master of Business Administration, May 2025

- **Emphasis:** Strategy
- **Awarded:** Reaching Out MBA (ROMBA) Fellowship
- **Leadership:** Student Ambassador, Community Case Competition
- **Member:** Consulting Club, Out For Business, Latin American Business Club

THE CHINESE UNIVERSITY OF HONG KONG

Hong Kong

Bachelor of Science, May 2017

- Major: Public Health; Minor: Spanish
- Leadership: Vice President of Macao Student Union in Hong Kong

EXPERIENCE

2019-2023

SANDS LTD. / MARRIOTT INTERNATIONAL, INC.

Macao

Marketing Assistant Manager, 2021-2023

- Led cross-functional internal teams to launch 10th anniversary campaign, achieving 10% increase in engagement and highest social media engagement rate in 5 years
- Developed and executed relaunched campaign for The St. Regis Bar Macao, generating over 2.4M social media impressions and 4.3M PR impressions
- Launched new social media presence in mainland China by setting up and managing official accounts for WeChat and Red, accumulating 50,000 followers without paid advertising
- Crafted tailored in-house marketing strategy for guests in quarantine at hotel during COVID-19 pandemic, enhancing guest satisfactory survey score first time in 3 months
- Instituted and managed 14 digital marketing campaigns by closely coordinating with Sands Macao Office and Marriott Regional Office, elevating brand visibility and engagement

Marketing Executive, 2019-2021

- Organized trade shows and product seminars across Asia to promote hotel offers, overseeing event and travel logistic and boosting revenue by \$1M
- Analyzed market demand and competitor performance to build hotel seasonal packages, generating \$780K revenue through sales of 7,220 room nights in 3 months
- Secured strategic partnerships with wedding vendors and designed tactical wedding promotions, achieving 30% conversion rate and contributing \$330K in revenue
- Planned \$350K advertising budget and identified and distributed contracts to 20 trade partners, resulting in a 5% improvement in advertising ROI

2017-2019

22PLUS

Hong Kong

Project Executive

- Conceptualized and executed PR and marketing campaign for Nestle Hong Kong, winning 'Marketing PR Award – Best PR Campaign' and 'Marketing Excellence Awards – Excellence in Corporate Social Responsibility'
- Conducted regression analysis on healthcare data and employed insights to orchestrate press conference, resulting in media coverage valuation of \$800K
- Selected to co-lead biggest annual event for organization, working with 30 business partners and increasing participation by 200% YoY through revising event content
- Arranged workflow and prepared legislation materials, establishing a non-governmental organization to raise awareness of obesity in Hong Kong

ADDITIONAL

- Co-founder of Two Accessories, handmade accessories online shop, was invited to biggest craft market in Greater Bay Area
- Coding teacher, taught Scratch, Micro:bit, MIT App Inventor, HTML & CSS, Java Script and Python to 80 children in 3 years
- Volunteer for Marriott Serve360 and Macau Rehabilitation Association, focused on improving physical and mental well-being of elderly
- Avid traveler and outdoor enthusiast: travelled to 33 countries, solo backpacked to South America, scuba-dive certified, enjoy challenging hikes

YURUI (RAY) LIU

rliu48@uw.edu | Seattle, WA | (551) 312-3749 | [linkedin.com/in/yuruiliu](https://www.linkedin.com/in/yuruiliu)

EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA June 2025

Candidate for Master of Business Administration (MBA), Management Science (STEM)

- GMAT: 740
- Honors: Recipient of Dean's Merit Scholarship; 1 of 3 Reaching Out MBA fellows.

CARLETON COLLEGE, Northfield, MN June 2013

Bachelor of Arts, Economics

EXPERIENCE

NIKE, Shanghai, China 2019 – 2023

Content Innovation Manager, Nike Direct Digital Commerce (2023)

- Led a cross-functional team to refine Nike's consumer-facing product assets (photo, video, copy) through testing and innovation; improved visual asset commercial KPI performance by 36 pts over 1 season.
- Directed research project to revamp Nike apparel's sizing user experience on Tmall using internal data analysis and qualitative consumer research; outcome expected to reduce consumer service spending on sizing inquiry.

Advanced Consumer Research Analyst, Consumer Insights (2020 – 2022)

- Spearheaded qualitative and quantitative consumer research on holistic fitness perception among targeted demographics in China using focus groups, ethnography, and surveys, enabling critical input for buying quantities of women's performance leggings product offerings from FY23 onward.
- Delivered social listening analyses on marketing campaigns (Olympics 2021) and corporate emergency responses (BCI Xinjiang cotton incident), with the latter motivating leadership to withhold all marketing communication during Nike brand's recovery journey between March and July 2021 in China.
- Surfaced key friction points across shopping journeys by integrating Nike internal data sources with Natural Language Processing (NLP) models, lifting offline shopping experience Net Promoter Scores (NPS) by 16 pts.

Digital Content / LTCC Data Analyst, Consumer Direct Sciences (2019 – 2020)

- Optimized Nike's digital marketing content (.com, WeChat Mini Program, Nike App, Nike Run Club / Training Club, and SNKRS) performance in Greater China by overseeing content A/B testing programs and hosting quarterly testing workshops with Digital Brand team; increased Nike App home content clickthrough rate by 57 pts YoY.
- Guided evergreen marketing campaigns (LTCCs) on Running, Yoga, and Air Max through KPI setting, monthly learning agenda creation, data analyses, and insight reporting, lifting number of members interacting with yoga content in China by 35% over 2 seasons.

APP ANNIE (NOW DATA.AI), Beijing, China 2015 – 2018

Delivers app data and insights to 1M+ members.

APAC Content Marketing Lead, Marketing (2016 – 2018)

- Oversaw APAC content marketing program; produced 77 in-depth reports and articles on the mobile app industry to acquire prospective clients for the APAC Sales operations in Beijing, Seoul, Tokyo, and Singapore; content generated 32K total sales leads.
- Managed company media relations with top-tier media outlets. Handled journalist interview requests, which resulted in features in publications such as The Financial Times, Caixin, and Bloomberg 100+ times and an increase in brand Share of Voice by 22% against key competitors.
- Oversaw multi-channel content collaborations with tech industry heavyweights such as Tencent, Alibaba, and Grab, directly contributing to sales relationship with regional key clients.

SKILLS AND ACTIVITIES

- Technical: Adobe Analytics, Google Analytics, Salesforce, Marketo, SQL, S-Plus, STATA, and Databricks
- Languages: Mandarin (Native), French (4+ years, Intermediate)
- Activities and Hobbies: Nike Pride Network, running (1:35 half-marathon finisher), traveling (60+ countries)

Cullen Quigley



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Skills

Microsoft Office Suite • Adobe Photoshop • Final Cut Pro • Rebates • BoostR • JIRA • Google Ad Manager • Airtable • Trello • Google Suite • Facebook Bus. Manager • Salesforce • SprinklR

Work Experience

Campaign Manager Specialist

06/2022 - Present

Macy's / New York, NY

- Executed 110+ campaigns garnering over \$10MM in revenue in first 6 months in role
- Manages a portfolio of 20+ advertisers providing daily reporting & performance analysis
- Coordinates trafficking & optimizations for all ads (static, rich media, HTML5 & 3rd party tag)
- 96th Macy's Thanksgiving Day Parade Balloon Handler, highest viewership in 5 yrs: 27.7MM
- Supports programmatic, display, social, & sponsored product from contract sign to invoicing

Digital Media Associate

08/2021 - 06/2022

TED Conferences / New York, NY

- Crafts performance narrative decks & media buy plans for integrated/brand marketing teams
- Prepares high level paid media reports including metrics & tracking all ad campaigns
- Completed 315+ weekly media reports to date for a portfolio of 50+ TED partners
- Provides insights on inventory, ad trafficking, & digital, paid social, audio products or content
- Lead on TED's invoicing program managing \$2MM in digital revenue per quarter

Key Account Marketing Coordinator

04/2019 - 08/2021

Showtime Networks Inc. / New York, NY

- Produced monthly distributor social media & editorial calendar for 300+ affiliate partners
- Oversaw paid media, music licensing, copywriting, legal or talent conflicts for video assets
- Managed delivery process of video, digital, and print assets from post-production to client
- Served as project manager liaison to free episode, sampling, & VOD distribution
- Led traditional & streaming video customization process with production & creative team

Digital Multimedia Intern

07/2018 - 01/2019

Miss Universe Organization / New York, NY

- Garnered 1MM+ views from self-created social video of Miss Universe '17s final photoshoot
- Generated 3MM+ impressions from video, social, and photo content creation reaching an audience of 15MM+ (Miss Universe, Miss USA, Miss Teen USA, World's Strongest Man)
- Tracked 500MM social media impressions for 67th MUO Competition, received 1st TV credit
- Responsible for filming b-roll of talent, post-production editing, and audio/lighting setup

Creative Content Intern

08/2017 - 06/2018

Primary Health Solutions / Cincinnati, OH

- Managed social platforms, editorial calendars, copywriting and paid social media campaigns
- Voiced and distributed company-wide podcast '*Vision Speak*' to staff weekly (Co-creator)
- Conducted staff interviews for video, community events and blog writing projects

Education

- University of Southern California | Marshall School of Business | MBA Candidate - Expected 2026
- Ohio University | E.W. Scripps School | B.S. in Journalism '18 - Specialized in Marketing and Music
- *Now:* Reaching Out MBA Fellow, Marshall Pride, Macy's PRIDE ERG, USC DE&I Office Volunteer
- *Prev:* Big Apple Rec. LGBTQIA+ Athlete, NYC Gay Men's Chorus Singer, Sigma Chi Fraternity

Michael Liu

Stanford, Palo Alto, California, USA | +1 669 331 8174 | michael.jy.liu@gmail.com

PROFESSIONAL EXPERIENCE

Warburg Pincus

Shanghai, China & Hong Kong SAR

Summer Investment Professional (pre-MBA)

May 2023 – Sep 2023

- Initiated coverage of Australia, New Zealand and SEA markets for the Greater China industrial technology & renewable energy team. Key member on several deals leading diligence workstreams, expert calls, drafting IC materials and complex financial modelling
- Industry coverage includes Greater China, SEA, Australia & New Zealand industrial technology & renewable energy. Select deals:
 - Potential US\$160m LBO of Japanese machine vision lens manufacturer **Moritex** from CITIC Capital
 - Potential US\$750m-\$1bn LBO of Swiss ceramic capillary manufacturer **SPT** from Fountainvest Partners

IDG Capital (US\$20bn+ AUM)

Shanghai, China

Private Equity Senior Associate

Mar 2022 – Apr 2023

- Lead deal sourcing and execution of minority, control and pre-IPO investments across APAC – served as key deal team lead in managing advisors (legal, FDD, investment bankers, CDD 3rd parties), internal processes, financial modelling, IC drafting and IC presentation
- Industry coverage includes consumer retail (F&B, beauty, toys, jewellery), industrials (solar devices) and business services. Select deals:
 - Potential US\$80m majority investment in Australian solar device distributor **OSW**- lead all CDD and FDD workstreams including operating model build-up and forecasting, market analysis, management interviews, QoE analysis and deal structuring
 - Potential US\$80m minority investment in **Wallace**, China's largest hamburger and fried chicken chain (20,000+ stores across all provinces) – lead detailed CDD including expert calls, customer surveys, store manager interviews and third-party store-visits
 - Potential US\$260m LBO of **Laowang**, China's largest pork tripe chicken hotpot restaurant chain – served as deal lead, owning the operating and LBO model build-up, IC memo drafting, negotiation, structuring and CDD (market share, market growth analysis)

Crescent Capital Partners (US\$2.2bn AUM)

Sydney, Australia

Crescent is the most active healthcare investor in AU with a track record of gross IRR of 43% / MoM of 4.4x on realised healthcare investments

Private Equity Associate (Healthcare, Industrials & Consumer)

Feb 2020 – Feb 2022

- Managed all aspects of the investment process, from deal origination and assessment of potential investee companies to deal execution, implementation, portfolio monitoring, and exit management. Built complex financial operating and valuation models for deals
- Lead all aspects of **Tigerlily**, **Crumpler** and **Steel Mains**' portfolio monitoring as a **Board Director**, including project management, forecasting, and competitive analysis to determine market positioning. Lead teams of 3-5 operating executives to achieve budget targets, drive operational changes and implement strategies to remain competitive. Select deal experience:
 - US\$320m buyout of **PRP Diagnostics** (radiology provider in NSW (sold to IFM in 2020 for ~A\$1bn at 3x MoM and 40% IRR))
 - Built complex bottom-up operating and LBO model and led the modelling session (presented to entire IC)
 - Conducted extensive commercial diligence (market sizing, competitor analysis), financial diligence (accounting, dissecting management forecasts, QoE), and debt financing (structuring, negotiation, and lender comparison)
 - US\$150m buyout of **Philippine BPO provider EMAPTA** (currently being marked at 2x MoM and 100% IRR for investors)
 - Lead CDD workstreams including market sizing & growth, competitor analysis, management interviews & pricing analysis

Goldman Sachs

Hong Kong SAR

Investment Banking Analyst (TMT, M&A & Financial Sponsors)

Sep 2017 – Jan 2020

- Worked on 11 deals, including sell-side and buy-side M&A, leveraged and management buyouts, IPOs and debt issuances. Select deals:
 - Partners Group's** US\$520m sale of Trimco (HK-based trim and label manufacturer) to **Affinity Equity Partners**
 - Built operating model and conducted DCF, merger, transaction/trading comps, LBO and sensitivity analysis; answered extensive buyer due diligence questions spanning operations, financials, strategy, and industry
 - KKR's** US\$1.6b acquisition/leveraged buyout of **LCY Chemical Corp** (Taiwanese chemicals producer)
 - Conducted shareholder cost base analysis; assisted buyer with ad-hoc due diligence requests, and regulatory approval processes. Resulted in the first successful acquisition of a Taiwanese corporate by a US PE firm in 10 years
 - Sale of flexible workplace provider **The Executive Center** by **HPEF Capital Partners & CVC** to **KKR & TIGA Investments**
 - Built detailed operating model and presented to 5 potential mega-fund PE fund buyers, answering detailed questions around operating forecast assumptions, historical financials and capital structure. Lead teaser, IM and management presentation drafting
 - Tencent's** potential ~US\$10bn tender-offer for a 47% stake in **Nexon**, a listed Japanese gaming company (buy-side advisor)
 - Built complex operating & LBO model; resulting analysis recommended client not to proceed due to lack of synergies

Other Internships: Fountainvest Partners PE (2017); Morgan Stanley Investment Banking (2016); UBS Investment Banking (2017); Reinventure Venture Capital (2017); Uber (2016); Google (2015-16)

EDUCATION

Stanford University Graduate School of Business

California, USA

Master of Business Administration | GMAT: 770 (99.7th percentile)

2023 – 2025

The University of New South Wales

Sydney, Australia

Bachelor of Commerce (Majors in Finance & Information Systems)

2014 – 2017

- Co-op Scholar | New Colombo Plan Scholar | Total US\$50,000 | Weighted Average Mark: Distinction

London School of Economics and Political Science: Study Abroad | **The University of Hong Kong:** Study Abroad

SKILLS, ACTIVITIES & INTERESTS

Languages: Native English, Mandarin, Cantonese | Conversational Hangzhouvian (Chinese dialect), Japanese

Interests: Tennis, LGBTQIA+ Advocacy, Taekwondo (Black Belt), Learning Languages, Flute (performed at Sydney Opera House), Piano

SHUBHAM CHIKODE

+44 7767940626

shubham.chikode23@imperial.ac.uk

EDUCATION

2023-2024	Imperial College Business School <i>Full-time MBA</i> Sole recipient of Reaching out MBA scholarship Electives: Strategy, Design thinking, Entrepreneurship and innovation	London, UK
2015-2019	College Of Engineering, Pune <i>Bachelor of Technology in Mechanical Engineering</i> GPA: 7.76/10	India

WORK EXPERIENCE

05/23- 07/23	Pre-MBA project- Solving real world marketing problems using blockchain technology India <ul style="list-style-type: none">Initiated this project and formed as well as led a team of 3 members; Used blockchain technology to solve some of the pressing problems in marketing such as data privacy and security and ad fraud. Helped a cosmetic brand to reduce ad fraud incidences by ~80% and incentivize genuine engagement	
05/22- 04/23	Harman Connected Services India Senior Consultant – Strategy <ul style="list-style-type: none">Led a team of 4 people to increase a product's market share by 7% points by establishing a strategy based on the insights drawn from competitors' and overall market analysis we conducted before; Also presented my strategy at several board meetings and convinced stakeholders to implement itDeveloped and led the software implementation plan end to end; managed 6 direct reports from India and US region ensuring seamless implementation; followed by conducting impact analysisLed a team of 4 people to improve sales of a product by 18% (\$7Mn) by designing an effective strategy and realigning the salesforce, while utilizing only 85% of the allocated budgetMentored 15+ associates and conducted a leadership development workshop to help them accelerate their professional journey	
04/20- 04/22	ZS Associates India Decision Analytics Associate – Healthcare Analytics <ul style="list-style-type: none">Worked with numerous ad hoc requests related to patient or physician level data analysis, marketing analytics, segmentation, physician targeting, payer data analysis, dashboard creation etc.Led a team of 3 for analysing the impact (12% increase(\$30Mn) in sales) of a marketing tactic for a drug; further calculated Return on investment to evaluate effectiveness of tactic (ROI= 57%)Created a dashboard to deep dive into the qualitative and quantitative features or sales of the products; Received appreciation from the client for taking this initiativeReduced routine deliverable's average analysis time by 50% and operating costs by 15% by streamlining and automating processes	
07/19- 03/20	Oracle Financial Services India Associate Consultant – Operations <ul style="list-style-type: none">Selected a suitable software for implementation after thoroughly researching all the available options; Pitched my recommendation to the executive stakeholders and got approval from themImproved operational efficiency of a few team tasks by 40% by creating a systematic process	

ACHIEVEMENTS

2022	Award for innovative thinking India <ul style="list-style-type: none">Got award for driving positive changes within my team and increasing the team's efficiency	
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ADDITIONAL SKILLS

IT SKILLS

Microsoft Office - Advanced, SQL- Intermediate, Tableau - Intermediate

LANGUAGES

English and Hindi – Full working proficiency

EXTRA CURRICULAR ACTIVITIES

- Climbed ~6000m height (70%) of the Mt. Everest, as a part of a Mt. Everest Base Camp Trek
- Out of 16 under-privileged students I trained for job applications, 14 received a job within 8 weeks

RACHEL CHEN

1788 Beacon St, Apt 4A, Brookline, MA 02445 | 857-9617919 | chenekn@bc.edu

SKILLS SUMMARY

- Financial modelling
- Financial statement analysis
- Due diligence
- Business development
- Strategic planning
- Deal sourcing
- Market analysis
- Data analysis
- Relationship building

EDUCATION

May 2025

BOSTON COLLEGE

CHESTNUT HILL, MA

CARROLL GRADUATE SCHOOL OF MANAGEMENT

Candidate for Master of Business Administration degree, Data Analytics concentration, STEM track
GMAT (710/800) GRE(324/340)

Dec 2013

BINGHAMTON UNIVERSITY

BINGHAMTON, NY

Bachelor of Science in Management, Major in Business Management (Financial Engineering concentration)
Cumulative GPA: 3.8/4.0; Dean's list 2009 – 2013
Scholarship: Marilyn C. Link Endowment for Women in Finance

EXPERIENCE

2021- 2023

MONDELEZ

SHANGHAI, CHINA

Greater China business development manager

- Identified and sourced investment deal flows both financially and strategically meaningful for Mondelez's inorganic growth strategy
- Prepared investment committee materials, involved in due diligence process and built financial models
- Identified frozen bakery & pastry as Mondelez China's new business segment, and successfully extended Mondelez product line into frozen bakery by sourcing and eventually investing in a fast-growing frozen bakery company
- Drove deal synergy by teamwork with various departments, and facilitated the communication between target and MDLZ, to develop MDLZ frozen cake which becomes no.1 SKU in online flagship store
- Set up China ventures arm in process: proactively reaching out to and making connections with c. 10 VC partners
- Project management on importing MDLZ global brands to China offline market; and developing overseas EM for health & wellness segment
- **Selected Transaction Experience**
 - Successfully originated 1 deal in a leading frozen bakery company in China; involved in deal execution process such as model building (standalone and synergy), IC memo drafting; facilitating communication between global and local team; worked on and coordinated the due diligence process among departments

2017 - 2021

L CATTERTON

SHANGHAI, CHINA

Senior Associate

- Invested in significant minority and buyout opportunities in general consumers and related sector, with a focus on revolutionary trends and market phenomenon (i.e. DTC brands, new channels/platforms, new lifestyle) etc. in greater China area
- Involved in all aspects of deal process including initial deal screening, market study, IC memo drafting, financial modelling, due diligence business plan, IC presentation, legal documentation reviews and communication with fellow LPs/co-investors
- Post- investment management and quarterly reporting of existing portfolios
- **Selected Transaction Experience**
 - Project Wills: China's leading fitness platform with over 130+ fitness clubs domestically (amount undisclosed in public)
 - Completed Will's buyout deal from end to end including: coordinating due diligence process, IC memo drafting, buyout financial modelling, legal documentation negotiation, reviews and value-add operations plan under limited supervision
 - Performed unit store financial analysis of 140+ stores and advice on payment structures, course offerings and location
 - Successfully persuaded Asia and U.S. IC committee to embrace the Chinese fitness industry and Will's

- Successfully presented Will's to over 20 co-investors and obtained \$200M fund commitments from 8 LPs
- Drove post-investment value creation such as talent acquisition, IT infrastructure improvements and other key transformation; with the support from target management
- Project Dental: China's leading dental clinics brand
 - Constructed financial modelling with retail analysis, acquisition pipelines and capital structure
 - Coordinated due diligence parties; completed IC memo with due diligence findings, and deal structuring proposals
- Project Glory: China's leading men's casual wear company
 - Participated in in the HKSE listing process of a portfolio company; monthly covenant testing of the leverage; and portfolio management

2016- 2017 **PRICEWATERHOUSE COOPERS** **SHANGHAI, CHINA**

Senior Analyst

- Performed valuation advisory work by building detailed DCF, comparable and transaction financial models of target companies across Consumers, TMT & industrial sectors
- Advised corporate or SOE clients on Mergers & Acquisition deal pricing and engaged in partial financial due diligence process
- ***Selected Transaction Experience***
 - Successfully originated 1 deal in a leading frozen bakery company in China; involved in deal execution process such as model building (standalone and synergy), IC memo drafting; facilitating communication between global and local team; worked on and coordinated the due diligence process among departments

2014- 2015 **GOLDMAN, SACHS & CO** **NEW YORK, NY**

Analyst

- Oversaw the firm's payment strategy, overall cash flows and positions through 8,000 bank accounts
- Assisted agent banks in conducting due diligence process on Goldman subsidiaries by preparing documents of public financial statements, management information, business purposes, account and transaction details, regulatory body and AML checklist to ensure compliance
- Expanded global footprint of Goldman's treasury presence by maintaining and developing close relationship with 250 agent banks worldwide, market counterparties, and internal business partners

LEADERSHIP

2011- 2014 **STUDENTS' ACTION IN CHINA** **BINGHAMTON, NY**

President and Cofounder

- Cofounded the club registered with Binghamton campus, aimed at bridging educational inequality in rural China
- Interviewed and recruited executive board members; held weekly board meeting and delegated the responsibilities to respective team members
- Led a team of 8 Binghamton university students to travel to Southwest China, and initiated a summer camp to enhance the educational resources for local primary school students (i.e., extracurricular activities, volunteer in elderly center, etc.)
- Helped constructing the school computer center and school library; visited selected local students' families

BRIAN ZHU

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EXPERIENCE

INX Media & Culture LTD., Beijing, China

2018 - Current

Content marketing platform in China with over 400,000 subscribers

Founder and CEO

- Founded INX Media, raising 10 million USD, and managing company of 140 employees in total; organized 20+ projects with 100+ group role playing events
- Oversee financial team, providing guidance on budgeting and financial planning to achieve annual ROI of 12%
- Manage 6 directors across different departments to assure 3 major functional sectors are optimized and synergized
- Lead 3 management committees in making financial, strategic, and operational decisions
- Work closely with financing advisors and KOLs (Key Opinion Leaders) to maintain industry leading position among consumers, content creators, and potential investors
- Firm in process of being acquired by Sichuan Taihe Group

Ucommune International LTD., Beijing, China

2015 - 2019

China's largest co-working community provider; listed on NASDAQ (UK)

Co-founder and Executive Vice President (2016-2019)

- Established, convened and held Investment Committee within Ucommune and led investment in 41 startups with total of 50 million USD
- Led financing team to finish 9 rounds of financing with 400 million USD raised in total
- Increased market share by >30% by closing 8 partial share-exchange acquisition deals with third party financial advisors
- Established the first non-public REITs in China and raised 15 million USD for two projects, achieving annual ROIs of 19% and 17.5% respectively

Co-founder and Head of Integrated Service Department (2015-2016)

- Founded the Integrated Service Department to provide finance, HR and government relations support; liaise with third-party partners including traders, auditors and legal advisors

EDUCATION

University of California, Berkeley, Haas School of Business

May 2025

Master of Business Administration

- Berkeley Haas Scholarship; ROMBA Fellowship; FORM+FUND Fellowship at Berkeley Law;

Imperial College London, London, UK

November 2014

Master of Science in Economics and Strategy for Business

- Graduated with Merit; Student Ambassador

Northeastern University, Boston, MA

December 2012

Bachelor of Arts in Dual Major: Economics and International Affairs

- Dean's List; Most Influential Senior; CRLA Nationally Certified Tutor Advanced Level

ADDITIONAL

- Vice President of Berkeley Entrepreneurship Association since 2023
- Senior Volunteer Coordinator of Beijing LGBT Center and BlueCity LGBT Family from 2018 to 2022
- Director and honored lecturer of the National Immersive Experience Forum of China in 2021
- Golden Prize for National Best Financial Advisor in entrepreneurship of the year in 2017
- Languages: Mandarin (native); English (fluent); Japanese (conversational)
- Interests: Texas hold'em; performing standup comedy (won Best Performer of Beijing Open Mic 2020); contract bridge, and outdoor barbeques

A decorative rainbow graphic with multiple bands of color (red, orange, yellow, green, blue, purple, pink) arching across the top of the page.

Chloe Lester

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Collaborative business professional pursuing an MBA that problem solves with initiative, utilizing a passion for inclusion to facilitate sustainable business and community growth.

EDUCATION

Michigan State University

Broad College of Business

Master of Business Administration, 2022 – 2024

Human Resources and Strategic Management Concentration, ROMBA Fellow

Michigan State University

Broad College of Business

Bachelor of Arts - Hospitality Business, 2014 - 2018

Enology Society, Student Industry Resource Center, 3.70 GPA - Dean's List (6 semesters)

EXPERIENCE

Education Committee Representative at Spartan Housing Cooperative, Aug 2021 – Aug 2023

- Planned events for skill development and economic empowerment with a team of 15, expanding community involvement and recruitment pool.
- Publicized monthly articles communicating organizational goals, strengthening alumni engagement and donation network.
- Designed surveys and summarized findings to draft governance with membership, increasing engagement.
- Led conflict resolution with integrity, promoting a consent-based culture.

Manager at Inspired Concepts Management LLC, Apr 2018 - Apr 2019

- Developed training and development systems, generating compliance standards for future locations.
- Streamlined daily procedures and internal communication pathways, increasing business productivity.
- Coordinated roll-out of new projects to decrease service delays, increasing customer satisfaction.
- Integrated new onboarding systems for fair hiring and efficient payroll processing to increase organizational diversity and pay equity.

Supervisor, Production Associate at Michigan State University, Oct 2014 - Apr 2018

- Empowered 30+ employees to exceed standards through coaching, increasing internal promotion rate.
- Analyzed data to predict behavior of thousands of daily customers to improve scheduling, decreasing labor cost.
- Synthesized procurement data for forecasting, optimizing orders and decreasing waste costs.

SKILLS & INVOLVEMENT

Skills: Communication • Customer Service • Data Driven Perspective • Data Analytics Software • Training & Development • Hiring & Recruiting • Project Management

Organizational Involvement: Graduate Student Accessibility and Support Network (Secretary) • Spartan Housing Cooperative (Board Representative) • MSU Society for Human Resource Management • Broad MBA Human Resources Association • Broad Women MBA Association

ALEX PASTRON

New York, NY | 626-428-2277 | alex.pastron@stern.nyu.edu | www.linkedin.com/in/alexpastron

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2025

Specialization in Strategy and Leadership & Change Management

- Recipient, Professor Elizabeth Morrison Faculty Scholarship (full-tuition, merit-based)
- Fellow, Reaching Out MBA
- Member: Entrepreneurship & Startup Association, Management Consulting Association, OutClass (LGBTQ affinity), PE/VC Club, Stern Women in Business

NEW YORK UNIVERSITY, College of Arts & Science

New York, NY

Bachelor of Arts in Journalism and Politics

May 2016

- *Cum laude*; Dean's List 2014-2015 Academic Year
- NYU Prague, Fall 2014; NYU Madrid, Spring 2014
- Staff Writer, Washington Square News; Editor, NYU Prague Wandering

EXPERIENCE

THE NEW YORK TIMES

New York, NY

Growth Marketing Manager

2022 - 2023

- Led subscriber acquisition, engagement and retention for NYT Cooking, including annual tentpole sale with promotion across paid social, display, email and audio; exceeded 2022 new subscriber target by 171%
- Strategized with product teams on platform improvements and A/B test plans, including recipe page redesign, resulting in 6% increase in average time on page, and landing page layout optimization, resulting in 2% increase in conversion
- Piloted content-led social media marketing strategy; outperformed existing offer-led strategy by 18%
- Analyzed performance data and identified trends to optimize acquisition campaigns across channels; effectively curated high-performing recipes to feature during peak winter holiday season, driving 21% increase in marketing email CTR

CONDÉ NAST

New York, NY

Audience Development Manager

2019 - 2022

- Led digital audience growth and content distribution for Bon Appétit and Epicurious across channels, including search (SEO), newsletter and partnerships; resulted in record setting traffic (+86% YoY) for both brands
- Devised go-to-market strategy for digital paywall; acquired more subscribers in first 30 days than any other Condé Nast brand
- Created multi-channel affiliate revenue content strategy for Epicurious generating \$2M in annual sales by third year
- Pioneered rapid-growth newsletter sweepstakes acquisition strategy; achieved 1.5M active user goal within 18 months

Email Strategy Coordinator

2017 - 2019

- Consulted on newsletter strategy for Architectural Digest, Bon Appétit, Epicurious, The New Yorker, and Vanity Fair; devised bespoke audience growth and optimization recommendations for each brand
- Designed new newsletter template, led testing, optimization and company-wide implementation; generated 13% increase in average CTR
- Selected and implemented new email deployment platform; saved hours of development time across the company

WINE AWESOMENESS (*Subscription wine club within VC-funded startup incubator*)

New York, NY

Marketing & Content Strategist

2016 - 2017

- Developed content-and-commerce acquisition strategy; obtained 1M users across email, social media and blog in two years
- Established marketing department; devised team structure and hired four person full-funnel marketing team
- Oversaw brand blog; increased weekly publishing cadence from three to 10 articles driving 97% YoY traffic growth

ADDITIONAL INFORMATION

- Family business: Oversee marketing for family-owned hospitality group with restaurants in Los Angeles and Las Vegas
- Technical skills: Google Analytics, HTML & CSS, Meta Ads Manager, Adobe Photoshop, Microsoft Office
- Certifications & Coursework: Google Search Ads Certification (2022); Advertising with Meta, Coursera (2022); UX Design 101, General Assembly (2017); Intro to Google Analytics, General Assembly (2016)
- Interests: Baking, downhill skiing, science-fiction novels, rock climbing

LUIS MANUEL SANCHEZ-BALLE

lumsanch@iu.edu | (559) 359-6728 | www.linkedin.com/in/luismsb

EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN May 2025

Master of Business Administration, Management Major

- Consulting Academy | Consortium Fellow | Reaching Out MBA Fellow | Wallace L. Jones Fellowship

Tel Aviv University, The Lowy International School, Tel Aviv, Israel August 2016

Master of Arts in Political Science

University of California, Los Angeles, College of Letters and Science, Los Angeles, CA June 2015

Bachelor of Arts in Sociology, Spanish Minor

- Secretary, American Indian Student Association: Coordinated two conferences for ~200 students

EXPERIENCE

Self-Help Enterprises, Visalia, CA July 2019 – July 2023

Senior Community Development Specialist, 8/22 – 7/23

- Led a team of three hydrologists across more than 35 rural communities and organize more than 25 local water managers to secure access to well sites to improve water supply for 300 households
- Coordinated a team of 10 canvassers to conduct a survey of 170 households in a drought-affected region, assessed dry wells in a sensitive manner, and connected 20% of households to water resources

Vice Chair, Diversity Equity & Inclusion Initiative, 8/22 – 7/23

- Developed hiring rubric and corresponding interview questions to guide CEO and committee in selecting a DEI consultant increasing the committee's hiring productivity level by 30%

Administrative Analyst, 7/19 – 7/22

- Analyzed organizational budget of \$3M in institutional grants to increase grant compliance, drive efficiency, and secure \$250K of unrestricted funds
- Reconciled \$7M in accounts receivable for 12 institutional and private funders to correct past invoicing, including incomplete billing, resulting in a passed audit and preventive procedures
- Advised groundwater agency on policy recommendations by building consensus between four opposing interest groups to approve three policies including water pumping regulations and fees

Dolores Huerta Foundation, Bakersfield, CA March 2018 – June 2019

Public Relations & Grants Coordinator

- Spearheaded interviews with Dolores Huerta, renowned advocate, with major news networks (i.e., CNN, Telemundo, NPR), to amplify importance of the 2020 Census, water access, and redistricting
- Increased organizational budget of \$2.8M by 15% through funder engagement and grant preparation to facilitate hiring 15 new staff to serve 200 low-income farmworker households

Family HealthCare Network, Visalia, CA November 2016 – March 2018

Grants Management Coordinator

- Secured 15% grant portfolio increase by coordinating across multiple departments to support expanding health insurance education, family planning programs, and community health outreach
- Rectified a subpar proposal prepared by outsourced grant writing team editing content to align with center's vision and defend the acquisition of clinics by 13% and healthcare specialties by 600% to DHHS

ADDITIONAL

- Foster Care System Nonprofit, Volunteer Mentor & Assistant Case Manager, 2/22 – 7/23
 - Oversaw caseload of three children reporting milestones and service recommendations to judge
- Open Water Diver PADI License, Barefoot Dive Center, Cozumel, Mexico 7/21
- The Source LGBT Center's Rainbow Social Club, 10/19 – 6/23
 - Engaged with local LGBT community for professional exchange and advocacy needs

BRYAN ZARAMBA

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PROFILE

MBA candidate pivoting to the commercial real estate industry after a ten-year career in project and relationship management in higher education. Seeking opportunities to use operational improvement and change management skills to add value on a real estate investment team.

EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI

2025

Master of Business Administration Candidate, Real Estate Specialization

- Key 2023-2024 Coursework: Real Estate Finance, Excel, ARGUS, Public RE Equity Investment, Private RE Equity Investment
- Recipient of Reaching Out MBA Fellowship
- Real Estate Club: Career Fair Co-Coordinator for 2023-2024, responsible for organizing Fall and Spring REC Career Fairs
- Project Assistant at James A. Graaskamp Center for Real Estate

Boston University, Boston, MA

2012

Bachelor of Arts in Linguistics and International Relations

- Exchange Semester: University of Haifa, Haifa, Israel, September 2011 – January 2012

PROFESSIONAL EXPERIENCE

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI

08/18 – 08/23

Assistant Director of Employer Engagement, Undergraduate Program

- Stewarded relationships with 60+ strategically-important employers in finance, real estate, healthcare, and professional services industries, representing more than 50% of graduates hired yearly.
- Led collection, analysis, and reporting of student post-graduation and internship outcomes for 900+ graduates annually, achieving 95% placement rate and 97% knowledge rate for 2021-2022 graduates.
- Coordinated employer engagement opportunities, including 6 in-market treks and 75+ in-person networking events in total.
- Trained and coached employers how to use Handshake as a career platform, including editing schedules, posting jobs, etc..
- Built and maintained connections with industry-relevant WSB student organizations and academic departments, including the Graaskamp Center for Real Estate, Real Estate Club, the Department of Finance, and Badgers in Finance.
- Led team's implementation of Salesforce as employer relations CRM, developing best practices for team usage, and performing administrative functions by grouping duplicate accounts and editing accounts to ensure accurate data uploads.
- Supervised team of 2 part-time student workers, who assisted with interview logistics, data analysis, and resource creation.
- Represented WSB on UW-Madison Data & Assessment Team and First Destination Survey working group.
- Served as Employer Engagement Team representative on Undergraduate Program Equity & Inclusion Committee, and as staff liaison to the Undergraduate LGBTQ+ Student Affinity Group.

Massachusetts Institute of Technology, Cambridge, MA

01/18 – 08/18

Employer Relations Coordinator, Career Advising & Professional Development

- Consulted with employers recruiting students across all majors and degrees to develop optimal engagement strategies.
- Co-chaired the Spring Career Fair Committee, organizing a fair of 80+ companies and 1,100+ student attendees.
- Arranged 20 seasonal employer relations events: January and summer site visits; Fall Career Fair Prep workshop series.
- Aided with developing annual career outcomes survey and reporting survey outcomes for over 10,000 annual graduates.
- Developed and deployed employer satisfaction survey for organizations recruiting on campus.

Massachusetts Institute of Technology Sloan School of Management, Cambridge, MA

07/13 – 12/17

Senior Administrative Assistant, Career Development Office

- Oversaw \$3MM office budget: monitored spending using SAP and Cognos reports, reconciled projected with actual expenses; processed invoices and reimbursements; produced midyear projections and coordinated annual budget collation.
- Led key data analysis efforts including tracking job offer data for 400+ graduates annually and company event attendance; longitudinal study of Master of Finance outcomes after graduation; and incoming/outgoing student survey analysis.
- Administered projects such as onboarding 10 new employees and rebranding office collateral through 3 campaigns.
- Coordinated event logistics for staff and student groups of up to 300 people.
- Provided administrative support: managed office supply inventory, senior staff calendars & travel itineraries.

SKILLS & INTERESTS

- Technology and Software: Salesforce, Qualtrics, Microsoft Office and Google applications, Handshake
- Languages: Conversational French, Beginner Hebrew, German, Norwegian, Portuguese, and Swedish
- Interests: Learning languages, reading historical nonfiction, Minnesota Wild and UW ice hockey
- Community Involvement: Madison Gay Hockey Association, Hockey Operations Committee (2019 – Present)

MICHAEL OWENS

mikeowin419@gmail.com

(512) 788-2359

linkedin.com/in/www.linkedin.com/in/mike-owens--

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **May 2025**

Master of Business Administration, Marketing

- Business Development and Sales

PRAIRIE VIEW A&M UNIVERSITY, COLLEGE OF JUVENILE JUSTICE, Prairie View, TX **May 2016**

Bachelor of Science in Criminal Justice

EXPERIENCE

THE KYO GROUP, Remote **Winter 2023**

Business Development Consultant (Internship)

- Spearheaded development of a comprehensive and results-oriented business development strategy; provided the company with a clear roadmap for growth, resulting in a 25% increase in new partner development
- Developed and executed lead generation strategies, generated CRM inputs, and reached out to leads, resulting in a 20% increase in qualified leads and a 15% increase in overall revenue
- Fostered strong relationships with clients and prospects through effective communication, active listening, and a consultative approach, resulting in a 10% increase in quality lead generation

MARINE CORPS, Various locations, United States **2016 - 2023**

Inspector Instructor (Manager), Mobile, AL (2020 - 2023)

- Ensured completion of administrative, operational, and logistical requirements for 65 personnel and over 2 years implemented new training programs and an increase of staff personnel by 5 direct reports
- Managed and owned maintenance, inventory, and accountability of \$10M of military gear and equipment ensuring the completion of over 20 mission-critical operations and training events
- Led the logistical, and operational completion of two support missions to U.S. Border Patrol with multiple personnel rotations through relationship management, training, and coaching, enabling 3 separate counter-narcotic operations
- Fostered a dynamic work culture that empowered employees at all levels to take ownership of office conduct and mission execution, resulting in enhanced collaboration, problem-solving, and a 35% improvement in team productivity

Executive Officer (Assistant Manager), Kaneohe HI (2019 - 2020)

- Planned and supervised the execution of a comprehensive training plan and drove event completion through weekly meetings and the coordination of resources improving task completion by 25%
- Built rapport and led the relationship coaching and operational process for a team of 78 employees, increasing relationships and operations with 3 other departments and external customers
- Coordinated quarterly review of training events and exercises for all small units and individuals increasing unit readiness to 100% for four quarters

Officer in Charge (Supervisor), Zamboanga, PH (2018 - 2019)

- Directed an 18-person signals intelligence team to provide services to specialized teams in remote locations
- Organized accounts and equipment totaling \$3M+ ensuring support to three remote support locations
- Briefed and reported intelligence products to military and federal intelligence officers ensuring a 200% increase in reporting of activities in the area

ADDITIONAL

-
- Security Clearance: Top Secret Clearance | SCI with Polygraph
 - Computer Software: MS Word, Excel, Teams, PowerPoint
 - Operating Systems: Microsoft Windows
 - Hobbies: Car Enthusiast, an active participant in local car events and group rides
 - Work Eligibility: Eligible to work in the United States with no restriction

AMIR NILI

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(786) 521-1089
linkedin.com/in/amirnili

EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School – Chapel Hill, NC May 2025

Master of Business Administration, Full-Time MBA Program

- Maverick MBA Fellowship (Full tuition and stipend,) ROMBA Fellow, and Consortium Fellow

UNIVERSITY OF MARYLAND, COLLEGE PARK – College Park, MD

December 2018

Master of Professional Studies, Industrial Organizational Psychology

BOSTON UNIVERSITY – Boston, MA

May 2015

Bachelor of Arts, Psychology, Minor in Biology

EXPERIENCE

PWC – Charlotte, NC

Summer 2023

Pre-MBA Internship

- Developed a mid-sized tech firm's return-to-office strategy, optimizing incentives, workspaces, staff communication, and onboarding, ultimately achieving a 15% reduction in overhead

INTERNEWS – Remote/Washington, DC

2020-2023

People & Culture Manager for Inclusion & Learning (2021-2023); Sr. HR Generalist (2020-2021)

- Crafted and implemented a DEI roadmap using executive team and staff inputs, and global DEI benchmarks, increased US staff racial diversity by 19% and inclusion scores by 22% in 2.5 years
- Spearheaded a cross-functional team to transform performance management and compensation practices, creating core competencies, equitable pay and promotion practices, and saving \$500k
- Orchestrated global launch of 6 Working Groups and Employee Resource Groups, groups hosted numerous internal events, drove policy changes, and implemented an inclusive language guide

HILTON WORLDWIDE – McLean, VA

2019

Talent Management Analyst (Contract)

- Revamped leadership succession program by curating learning opportunities to drive retention and engagement of rising African American, Hispanic American, Native American, and Women leaders
- Formulated and implemented an algorithm to identify and recommend high potential leaders to new internal teams and hotels, reducing company's leadership gaps by 12%

PEW RESEARCH CENTER – Washington, DC

2017-2019

Human Resources Associate (2018-2019); Human Resources Coordinator (2017-2018)

- Overhauled recruiting practices resulting in staff racial diversity increasing by 16% in 2 years by using new sources, integrating behavioral-based interviewing, and leading company-wide recruiting trainings
- Launched annual engagement survey program by selecting vendor, writing staff communications, and prepping President for all-staff meetings, elevated scores by 10% YoY via feedback-driven changes

URBAN INSTITUTE – Washington, DC

2016-2017

Training Associate

- Facilitated new hire orientation for 200+ employees producing a 98% new-joiners satisfaction score
- Created 30+ job aids and led 20+ technical trainings resulting in seamless adoption of new ERP system

ADDITIONAL

- Diversity, Equity & Inclusion In The Workplace Certificate - USF Corporate Training
- Blacks in IO: Mentor to recent graduates to find and succeed in IO psychology related roles
- Proficient in Spanish, French, and Farsi

YASIN TAGHVAEI

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EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2025 <ul style="list-style-type: none">• Awarded: Reaching out MBA (ROMBA) LGBTQ+ Fellow, Ross Merit Scholarship• Member: Consulting Club, Out For Business, Business + tech Club, Ski and Board Club• GRE: 335/340 (96th Percentile)	Ann Arbor, MI
	SHARIF UNIVERSITY Bachelor of Science in Electrical Engineering, September 2017 <ul style="list-style-type: none">• Ranked: 93 out of 560,000 participants of Iran's Undergraduate Entrance Exam• Selected: Board member and manager of programs at Sharif Mountaineering Club• Member: Resana Cultural Association, IEEE (Institute of Electrical and Electronics Engineers)• Awarded: Third Place at the "Startup Trigger" Boot Camp for innovative idea and its successful implementation.	
EXPERIENCE	DIGIKALA Senior Project Manager 2021-2023 <ul style="list-style-type: none">• Led "Return" project team, Supervisor of fourteen individuals across two teams for the largest e-commerce in Iran. Teams' ultimate goal was to reduce the rate of product returns by customers.• Coordinated new project plans, decreasing product return rate by 47% and generating monthly cost savings of 200k\$ and successfully reversed its upward trend after two years.• Revamped and redesigned Return dashboards to address the lack of reliable data on return rates. Provided tracking and reporting analytical data along with predictions for C-level managers and engaged various departments to enhance decision-making accuracy.	Tehran, Iran
	2020-2021 SNAPPFOOD Project Manager, 2020-2021 <ul style="list-style-type: none">• Led 23 persons from 3 operation teams, revamped and scaled up their team structures for Iran's leading online food-delivery service (similar to Uber Eats)• Designed and implemented a new fraud detection algorithm for vendors by coordinating cross-functional collaboration among six departments, leading to a 630% increase in fraud detection compared to the previous algorithm and ultimately boosting customer satisfaction.• Documented and published an article based on the designed algorithm. The company's CEO officially praised my excellent design and implementation of the new algorithm and requested its publication.• Benchmarked and provided a comprehensive report comparing the mechanisms and algorithms used by other international food-delivery firms. These reports helped us diagnose the issues with the previous algorithm and guided our decision to redesign it. Data Analyst, 2020 <ul style="list-style-type: none">• Analyzed and categorized delivery bikers to forecast their availability and work patterns, resulting in a 30% improvement in estimating the available biker supply and better preparing the operations team for shortages.• Developed innovative incentive plans to manage and train bikers, aligning their working hours with demand. These plans resulted in a 16% improvement in supply-demand matching and an enhanced delivery rate, consequently reducing overall delivery times by 5%.• Conducted research and explored methods for improving supply-demand matching, focusing on finding more accurate methods to estimate supply and examining the approaches used by companies and industries. The outcome was the development of a roadmap to initiate the supply-demand matching improvement project.	
ADDITIONAL	<ul style="list-style-type: none">• Medalist of Iran National Mathematics Olympiad• Producing a podcast series centered on LGBTQ+ life in Iran.• Led an ascent to the summit of Mount Damavand (the highest peak in the Middle East). Led 56 individuals who simultaneously ascended to the summit via four different routes. - July 2019• Winner of "KetabeSabz" Business Plan writing competition - June 2018• Paragliding on some weekends for about 4 years now, and I've been a paragliding instructor for about 1.5 years.• Eleven years of pottery experience, gifting 100 potteries to friends, family, and acquaintances.	

Lauren Booth

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EDUCATION

- 2023 - 2025 London Business School, London, United Kingdom**
Reading for Masters of Business Administration (MBA) degree
- Scholarships: Reaching Out MBA (ROMBA) Fellowship, London Business School Fund Scholarship
- 2019 - 2019 Australian National University, Canberra, Australia**
Master of Science Communication (Outreach), awarded with Commendation, GPA 7.0/7.0
- Relevant Coursework: Climate Change Science and Policy, Science in the Media
- 2014 - 2018 Australian National University, Canberra, Australia**
Bachelor of Philosophy (Honours) in Science, awarded with First Class Honours, GPA 6.7/7.0
- Scholarships: Defence Science and Technology Group Women in STEM Scholarship, Australian Government New Colombo Plan Scholarship, Singapore International Pre-Graduate Award (SIPGA)
 - Exchange at National University of Singapore (2017) & Shanghai Jiaotong University (2015)**

BUSINESS EXPERIENCE

- 2020 - 2023 BOSTON CONSULTING GROUP (BCG), Canberra, Australia**
- 2023 Consultant**
- Designed and executed value for money strategy for New Zealand grocery retailer, including pricing reset on >2000 products and refreshed marketing approach for in-store, OOH and digital channels
- 2022 - 2023 Senior Associate**
- Assessed and prioritised 50+ potential growth territories for a new venture including market sizing, analysing investment flows, and identifying global exemplars with BCG Digital Ventures (DV)
 - Crafted and pitched strategic narrative and revenue model for 3 potential ventures aiming for \$100m ARR to Australian financial institution who invested in retirement finance and lifestyle venture
 - Managed pilot roll-out of an optimisation engine to enable store-specific ranging in 1000 stores for Australia's largest grocery retailer, achieving 2% sales uplift in pilot categories
 - Built sophisticated Tableau dashboard to enable quick review of store-specific ranging outputs
- 2020 - 2022 Associate**
- Led cross-functional Agile squad to build and launch promotional effectiveness tool for Australia's largest grocery retailer, realizing ~\$30m USD in-year gross profit uplift (25% over target)
 - Designed and delivered training and change management program to encourage uptake of new promotional effectiveness tool with over 100 client employees
 - Developed integrated gas market optimisation model for an Australian government department, including coding pipeline costing model in Python, stakeholder engagement and drafting 2 reports
 - Conducted due diligence for retailer, responsible for store footprint geo-analytics in Tableau
 - Developed business case, target operating model and go-forward roadmap for a new retail media business unit for retail chain in Africa
 - Awards: BCG Key to Purpose Award (only Australian consulting team member awarded in 2021)
- 2022 BINARRI-BINYJA YARRAWOO (BBY), Kununurra, Australia**
- BCG Social Impact Secondee**
- Co-designed proposal and budget for East Kimberley Indigenous Leadership Development (EKILD) initiative through extensive engagement with over 100 community members and organisations
 - Produced scoping study for BBY's Early Years Community Data Project to provide access and strengthen capability of community leaders to use locally relevant health & education data
- 2015 - 2018 Research placements**
- Completed 3-12-month full-time research placements with the A*STAR Bioinformatics Institute (Singapore), ANU Research School of Chemistry, Defence Science and Technology Group
 - Co-authored 3 research publications in Computational Biophysics

ADDITIONAL INFORMATION

- Awarded ANU Vice Chancellor's Commendation for Student Volunteer of the Year for volunteering for and leading DE&I initiatives in STEM including:
 - Robogals volunteer running coding/robotics workshops to encourage STEM participation, including roles as Asia-Pacific Regional Mentor, Partnerships Lead, Training Manager
 - Questacon Science Circus presenter, including 3 months travelling around regional and remote Australia to deliver over 120 science shows and workshops
 - Founder of ANU Women in STEM Mentoring network
- BCG Office Roles: Pride@BCG network lead, Modern Analytics training facilitator
- Skills: Tableau, Power BI, Python, SQL, VBA, Excel, Alteryx

SAURAB PRABHAKAR

Tel: (239) 588-0115 | Email: sp2232@cornell.edu | He/Him/His

EDUCATION

CORNELL SC JOHNSON COLLEGE OF BUSINESS

Master of Business Administration; Immersion: Strategic Product & Marketing

Ithaca, NY

May 2024

- Leadership: Business Strategy Course Assistant, Out for Business – VP Marketing, Wine & Spirits Club – VP Education
- Awards: ROMBA Fellow, Wallace E. Jones Fellow, S.C. Johnson Case Competition (Finalist: 3rd out of 61 teams)

UNIVERSITY OF CENTRAL FLORIDA

Bachelor of Science, Marketing

Orlando, FL

May 2017

PROFESSIONAL EXPERIENCE

AMERICAN EXPRESS COMPANY

Product Management MBA Intern

New York City, NY

Jun 2023 – Aug 2023

- Implemented user-friendly digital product experiences with engineering, product development, and UX teams, increasing premium consumer engagement and customer satisfaction by 30% and 25%
- Aligned with the 6 digital product teams, driving P&L expertise, product economics insights, and value proposition development for a 15% increase in profit margins, and streamlining execution cycle for 5+ products
- Positioned premium product portfolio for a 10% market share increase by conceptualizing a phased targeted outreach for Platinum cardholders, set to drive significant 2024 membership growth and retention

ARISGLOBAL

Product Marketing Manager, AI/ML Suite

Miami, FL

Jan 2021 – July 2022

- Generated \$1M incremental annual recurring revenue by leading go-to-market strategy for \$7M Medical Affairs SaaS vertical. Drove product messaging, enterprise sales campaigns, pitch decks, and marketing collateral
- Translated 2022 go-to-market strategy into actionable marketing plans, focusing on digital ads, search engine optimization, event marketing, and social media, resulting in 20% YoY revenue growth in SMB segment
- Led PMO of AI/ML product release across a global, 15-person cross-functional team, including senior executives, resulting in a 20% increase in conversion rates across key sales funnel stages
- Analyzed Salesforce and Tableau data to interpret clients' buying behavior over 5-year period, identifying revenue synergies that created 3 new sales segments and transformed company's enterprise pricing strategy

Associate Product Marketing Manager

July 2019 – Jan 2021

- Reengineered sales enablement program and convinced SVP of Marketing & Global Sales of a new competitive intelligence tool, resulting in 45% long-term cost savings and 300% increase in lead generation over previous process
- Conducted training for the entire salesforce following introduction of a new competitive intelligence tool, resulting in 60% time saved and 150% increase in sales contribution
- Influenced executive team's R&D budget decisions by providing market analyses for Medical Affairs industry's total addressable and obtainable market size estimates, resulting in the investment of 2 segments worth an added \$500M

MEV STUDIOS

Account Manager

Miami, FL

July 2018 – June 2019

- Outpaced sales and adoption across key accounts by 30% through development of novel celebrity endorsement strategy and launch of 3 new product enhancements, resulting in two-year engagement renewal

Account Coordinator

April 2018 – July 2018

- Restructured CPG client's UX strategy by conducting consumer research, increasing 2H website traffic by 150%

YMCA

Marketing Analyst

Naples, FL

May 2016 – Dec 2017

- Revamped digital strategy by defining vision for full digital transformation including leading region's first digital app (engagement increased 200%) and reallocating 30% of materials budget to online marketing

ADDITIONAL INFORMATION

- **Indoor Cycling Instructor:** Consistent "5-Star" ClassPass instructor rating at CycleBar Miami
- **Skills:** Salesforce, Confluence, Aha! Roadmap Software, Tableau, Jira, SmartSheet, Workday, Ariba, SAP

Conor O'Malley

Conie – they/them//theirs

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EDUCATION

American University, Kogod School of Business - Washington, DC

Bachelor of Science in Business Administration

May 2022

Specialization: Accounting

Division I Student – Athlete (Track & Field and Cross Country)

GPA: 3.82

Dean's List, Cum Laude

American University, Kogod School of Business – Washington, DC

Master of Business Administration (Degree in Progress)

May 2025

Reaching Out MBA Fellow

WORK EXPERIENCE

KPMG – Washington, D.C.

Associate – Advisory

July 2022 – Present

- Led over 30 client facing meetings that resulted in configuration decisions, deliverable approvals, and integration solutions
- Created test scripts for multiple testing iterations and led more than 10 testing sessions across procurement and inventory workstreams
- Provide analysis based in thorough research, experience, and business knowledge to address client concerns in an everchanging world.
- Identify new work opportunities on projects both company internal and client facing to further business acumen, strengthen relationships, and meet firm objectives.

19th Special Forces Group, United States Army - Middletown, RI

Special Forces Senior Engineer Sergeant

April 2020 – Present

- Spearhead development and implementation of a 6-week training course for Lebanese Special Operations Forces (SOF) that is now a nationwide training program
- Developed physical preparation program for detachment members to increase physical performance and combat survivability
- Supervised movement of equipment for an entire Special Forces company to 4 separate countries with zero loss of equipment or discrepancies
- Planned team tactical training program that included weapons, technical communication equipment, medicine, and explosives

10th Special Forces Group, United States Army - Ft. Carson, CO

Special Forces Senior Engineer Sergeant

November 2013 – April 2020

- Trained U.S. Special Forces soldiers in physical preparation for Combat Diver Qualification Course
 - Maintained accountability and organized maintenance of over \$1.25 million of equipment
 - Reconciled over \$300,000 of funds for logistical and life support activities, including the construction and occupation of a firebase housing over 750 personnel
 - Led intelligence operations and fusion cell for Special Forces Operational Detachment – Alpha for 3 combat deployments, using Palantir to compile intelligence and Significant Actions (SIGACTs), open-source and government imagery programs to reconnoiter objectives, and develop target intelligence packets (TIPs)
 - Coordinated intelligence operations and reporting across combat theaters, communicating and integrating with other units and agencies and briefed directly to Ambassadors, Chiefs of Station, and Commander of Forces in Afghanistan
 - Executed over 40 combat operations as a Cell Leader, responsible for all men, weapons, and equipment of Americans and 50 foreign SOF soldiers
 - Developed and led training program for 150 foreign SOF soldiers in breaching and demolitions
-

SKILLS AND INTERESTS

Computer: Proficient in Microsoft Office (Word, Excel, PowerPoint); Oracle Cloud Software as a Service products; excellent written and oral communication skills, basic knowledge of SQL, Tableau, RapidMiner, and Palantir

Certifications:

Oracle Cloud Certified Inventory Implementer (August 2023)

Top Secret – SCI Security Clearance (Granted: August 30, 2018)

Emerald Nomad – Advanced Special Operations and Techniques Level III (Graduated: November 2018)

CPR / AED and First Aid (August 2023 – August 2025)

Certified Personal Trainer (in progress)

Language: Working knowledge of Russian language

Interests: Licensed skydiver, avid weightlifter, passionate baker

OLIVER TORRES

Somerville, MA • 786-865-1708 • olivertorres@brandeis.edu • [LinkedIn](#)

Track record of success in policy and scaling projects. Pursuing an MBA to maximize impact.

PROFESSIONAL EXPERIENCE

Oxfam America | Boston, MA 09/2023 – Present

Consultant, Private Sector

Southern Poverty Law Center | Miami, FL 11/2019 – 04/2022

Senior Litigation Advocate/Senior Outreach Paralegal

- Collaborated with diverse stakeholders, including policy advocates and attorneys, to design strategic advocacy campaigns.
- Led and scaled successful coalitions for Community ID resolution campaigns in Miami-Dade County, Broward County, Palm Beach County, and the City of Tallahassee.
- Lobbied for policies at the local, state, and federal levels.
- Drafted policy recommendations and press releases.
- Interviewed by local and national media while acting as a spokesperson for campaigns.
- Mentored and trained Outreach Paralegals.
- Presented at state and national conferences on policy advocacy.

Southern Poverty Law Center | Miami, FL 09/2017 - 11/2019

Outreach Paralegal

- Spearheaded state-wide partner outreach, resulting in collaboration with dozens of organizations.
- Elected to be a founding member of the organization-wide “Diversity, Equity, and Inclusion” Working Group. Drafted relevant RFP language, including for LGBTQ+ workplace guidance.
- Spearheaded a community lawyering framework for a federal lawsuit challenging SB168 of the 2019 Florida Legislative Session, including recruiting and leading a coalition of 9 plaintiff organizations, resulting in a 2021 trial win.
- Developed advocacy toolkits and webinars.
- Organized extensive evidence for federal civil rights litigation.

VIPKID | Virtual 03/2017 - 08/2017

Mock Class Mentor

- Coached and evaluated English as a Second Language (ESL) teacher candidates through individualized verbal and written feedback.

VIPKID | Virtual 01/2016 - 08/2017

English Teacher

- Taught English as a Second Language (ESL) to students ages 5-12 by modifying for individual needs.

Fund for the Public Interest – Human Rights Campaign | Miami, FL 09/2015 - 01/2016

Canvasser/Field Manager

- Fundraised for LGBTQ+ equality through direct conversations with community members.
- Educated and empowered community members to act to both support policies advancing and combat policies harming LGBTQ+ rights and equality.
- Promoted to Field Manager after 1 week.
- Regularly fundraised twice the weekly quota.

Achievement First Providence Mayoral Academy | Providence, RI 06/2014 - 06/2015

Office Coordinator

- Procured school supplies and curriculum through careful budget assessments.
- Led family and community engagement work in a primarily Spanish-speaking immigrant community.
- Successfully co-created attendance plans with 10-15 families by meeting their individual needs.

World Academy of Tirana | Tirana, Albania 08/2013 - 01/2014

Second Grade Teacher

- Taught all core subjects to second grade English Language Learner students.

Volunteer Experience

Presidential Elections

- WinJustice Florida (Phonebank and Text Captain), August 2020 - November 2020
 - MoveOn (Canvasser and Captain), August 2016 - November 2016
 - Hillary for America (Canvasser), August 2016 – November 2016
 - Miami-Dade for Bernie (Canvasser and Office Volunteer), December 2015 - May 2016
-

EDUCATION

Brandeis University, Heller School | Waltham, MA | Expected Graduation: December 2023

- **Master of Business Administration:** Social Impact, Social Equity and Corporate Responsibility
- **Honors and Committees:**
 - Diversity, Equity, and Inclusion Scholarship (Full Tuition Scholarship)
 - ROMBA Discover Fellow (1 of 2 Nationally, LGBTQ MBA Organization)
 - Board Fellowship for the Support Center for Non-Profit Management
 - MBA Class Representative
 - Impact Investing Working Group Co-President

Brown University | Providence, RI | 2013

- **Bachelor of Arts:** Education Studies, Policy & History Track
- **Honors and Committees:**
 - Bill Gates Millennium Scholar (Full Cost of Attendance Scholarship)
 - Zeta Delta Xi (Primarily LGBTQ) President, Vice-President, Historian, and Rush Chair
 - Swearer Center for Public Service Community Fellowship
 - Students for a Sensible Drug Policy Co-President

Education and Qualifications

2022 – 2023	University of Oxford , Said Business School	MBA.
2013 – 2015	Strathmore University	Certified Public Accountant (CPA).
2008 – 2012	Jomo Kenyatta University of Agriculture and Technology	BSc Electrical & Electronic Engineering.

Work Experience

Five35 Ventures

Jun-23 – Sep-23

MBA Intern – Venture Capital Investments

London, UK

- Developed fund model for 7-year, \$30M early-stage fund in collaboration with general partners – covering fund economics, carry distribution, OPEX forecasting, portfolio management, fundraising, and investment return models
- Evaluated 13 investment opportunities – conducted financial analysis, due diligence, desk and market research – drafted and presented investment recommendations to investment committee – with one \$2M investment approved
- Worked with portfolio companies' senior executives to devise and execute value enhancement programs – from growth (Organic and via M&A) and performance improvement strategies to valuation modeling and fundraising – with one attaining \$3M bridge funding

Hallmark Marketing

Apr-19 – Sep-22

Group General Manager

Nairobi, Kenya

- Led design and delivery of strategic business change and transformation programmes – digitized and optimized processes and operations, and managed project and firm-wide profitability – increasing efficiency in forecasting, cost optimization, working capital management, and resource utilization – raising net margins from 9% to 20%
- Implemented strategy and organizational performance improvement programmes for retail and consumer brands – led delivery teams to realise set objectives and key results for pricing, customer insights, consumer experience, process optimization, operations improvement, and route-to-market projects – attaining 12% average YoY net revenue growth
- Developed four-year business plan, growth, and marketing strategy – leveraging data and analytical insights to execute them – expanded to eight countries and grew annual revenue from \$3M to \$25M (733% topline growth) in three years
- Managed multi-stakeholder relationships – collaborating with internal and clients' senior leadership in joint strategic initiatives planning and contract negotiations – leveraging relationships to win five long-term high retainer-value bids
- Oversaw organizational design, people operations, and talent management – coached, mentored, supervised and managed collaboration of 13 direct reports overseeing 1,000-staff cross-functional project delivery teams

Patton Electronics

Oct-17 – Mar-19

Regional Sales Manager – Africa

Gaithersburg, MD, USA

- Led three territory managers driving account management, service delivery and continuous process improvement strategic initiatives - negotiated and closed technical & commercial B2B contracts in collaboration with cross-functional global teams (spread across 4 continents) to attain \$5M revenue quota
- Managed product, channel, and partner sales and marketing programs' project management office teams - set up sales operations in 23 countries, and oversaw 15+ channel partnerships and executive stakeholder relationships to establish Patton as a trusted technology partner for 13 telcos and 20+ public sector clients

Avaya

Jan-15 – Jun-17

Territory Account Manager

West, East, Central Africa & Indian Ocean Islands

- Increased channel sales operations' productivity by coaching channel sales teams and restructuring regional mid-market sales playbook for Avaya's cloud services portfolio, reducing bid response and training times by 50%
- Initiated and executed go-to-market programs; re-onboarded 100% of lapsed channel partners, recruited integrators, and won nine customer experience transformation bids – over \$1M in value each – for banking and public sector clients

Broadcom

Jul-13 – Dec-14

Project Engineer – Power Systems

Eastern Africa.

- Conducted 10+ technical consultancy projects, leading teams of 4 - 5 engineers in project delivery, from feasibility scoping to design, implementation, and performance monitoring and control

Additional Information

Interests: Reaching Out MBA (ROMBA) Fellow
Diversity & Inclusivity Taskforce Member – Said Business School Student Council

Achievements: Certified Public Accountant (CPA) & Registered Engineer

Analytical Skills: Excel, VBA, SQL, Power BI, Salesforce.com, Valuation Modeling, P&L Analysis & Modeling

BRANDON GONZALES

3930 N Pine Grove Ave, Apt 509 | Chicago, IL 60613
(323) 304-3672 | bgonzal0@chicagobooth.edu

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration

- ROMBA Fellow, MLT PD Fellow, Toigo Finalist

Chicago, IL
Sep 2023 – Jun 2025

OCCIDENTAL COLLEGE

Bachelor of Arts in Sociology

Los Angeles, CA
Aug 2011 – May 2015

EXPERIENCE

NORTHERN TRUST

Second Vice President - Product Manager, Corporate Banking

- Managed the lifecycle of 5-10 cash management products, including accounts receivable and accounts payable solutions, by partnering with sales, finance, and marketing to ensure products met client demand and the bank's profitability targets.
- Presented a successful business case to product leadership for decommissioning 2 products with shrinking client utilization and profit margins—saving the bank \$125K over 5 years and freeing up capital for enhancements on performing products.
- Coordinated a pension payment solution for Canadian retirees, which replaced 450 monthly payments via electronic methods in lieu of paper checks—automating a process that saved the bank \$22k/month.

Chicago, IL
Oct 2022 – Sep 2023

JPMORGAN CHASE

Associate - International Onboarding Specialist

- Implemented over 80 highly technical, commercial payment projects for the bank's corporate-tier international clients—generating \$25K-\$100K in revenue per project.
- Developed customized project plans and coordinated weekly project calls with internal and external stakeholders to track project milestones against key target dates and deliverables—resulting in 98% of projects being completed on time and budget.
- Expedited the Latin America onboarding team's training for technical projects by hosting weekly Q&A office hours—increasing the team's project volume by 50% within 3 months.

Chicago, IL
Oct 2021 – Sep 2022

Product Implementation Specialist

- Completed over 300 cash management onboarding requests for the bank's corporate-tier US clients—generating \$5K-\$25K in revenue per request.
- Collaborated with sales, compliance, and product to ensure that request deliverables achieved client scope and timelines—resulting in 95% of post-implementation evaluations reporting 100% client satisfaction and 10/10 net promoter scores.
- Mentored 5 new hires by providing job shadowing and one-on-one Q&As to ensure readiness for taking on requests.

Jul 2020 – Sep 2021

M1 FINANCE

Client Success Associate

- Managed a daily queue of 50-100 client requests, ranging from account opening to portfolio management, to drive adoption and asset retention for the platform's self-service investment, lending, and banking products.
- Instituted an Account Manager Pilot Program for 25 clients who had a minimum of \$2M of investable assets in an effort to attract high-net worth users—resulting in 50% of the pilot users consolidating all of their brokerage accounts to M1.

Chicago, IL
Sep 2019 – Mar 2020

MORGAN STANLEY

Client Service Associate

- Coordinated closely with the lead portfolio manager to chart and analyze portfolio performance—covering data on over 100 stocks, bonds, and mutual funds.
- Established a new client onboarding process in concert with risk and operations to expedite account openings, asset transfers, and documentation requirements—resulting in a 30% reduction of end-to-end onboarding times.

Santa Fe, NM
Jul 2016 – Sep 2019

ADDITIONAL

- FINRA Series 7 & 66 Licenses; Sequent Learning Networks Product Management Certification
- Compass Pro Bono Nonprofit Consulting - Project Team Volunteer; Prospanica - Chicago Chapter Member

ANDREA RENÉ HANSGEN

andreahansgen@gmail.com | 937.219.8197 | linkedin.com/in/andrea-hansgen/

EDUCATION

Indiana University Kelley School of Business | *Master of Business Administration Candidate* | GMAT: 700

- Reaching Out MBA Fellow
- Kelley Direct Pride Association | Vice-President of Marketing and Communications

University of Dayton | May 2020 *Bachelor of Arts, English Literature, Minor in Women's and Gender Studies, Certificate in Human Sexuality Studies* | GPA: 3.42

- Peers Advocating for Violence Education (PAVE) | Street Harassment Prevention Chair | *Myriam Award*
- Theta Phi Alpha Sorority | Sisterhood Chair | Standards Board | *Chapter Spirit Award*
- Student Government Association | Sustainability Committee
- Studio Theatre | Troupe Member | *Black Box Award*

EXPERIENCE

Kaplan, Fort Lauderdale, FL (Remote) | August 2021 – May 2023 *Social Media Specialist*

- Create and execute the social media strategy for a team of 500 brand ambassadors resulting in “heard from someone I follow on social media,” being the second highest driver of brand discovery.
- Mentored an ambassador one-on-one on the best practices for content creation, influencing, and personal branding leading to this individual securing 30+ paid brand deals post-graduation.
- Liaise with teams throughout the broader organization to create cohesive strategies effectively integrating campus marketing messaging with overarching company goals.

The Lesbian Bar Project, New York, NY (Remote) | April 2021 – August 2021 (Contract) *Social Media Coordinator*

- Created and led social media presence for a documentary film which grew in following from 2K to 27K, reaching one billion organic impressions; and landing the production of an ongoing streaming series deal with Roku.

Artemis Center, Dayton, OH | December 2020 – August 2021 *Development Associate & Volunteer Coordinator*

- Develop cohesive marketing efforts across all digital and tangible channels to drive donations and domestic violence awareness for leading area non-profit garnering positive reception from major donors, board members, and community leaders.
- Manage a team of volunteers as they perform crucial functions for organizational success while providing feedback and customizing management strategy to each team member's strengths and weaknesses, increasing retention and volunteer referrals.

ADDITIONAL

Theta Phi Alpha Sorority

Co-Chair of Alumni Advisory Board, Epsilon Chapter September 2022 – Present

Alumni Advisory Board Member at Large, Alpha Psi Chapter February 2021 – August 2021

Pride Committee Kaplan | June 2022

Publications Research: *The Myth of Queer Agony: Homoeroticism the Media and Censorship*, published October 2021 in LURe Journal | Poetry: *Delusions*, published July 2022 in Moon Cola Zine, *Studying*, published October 2021 in Moody Zine

Volunteerism *LGBTQ*: Closet TRANSformation | *Animal Welfare*: The League of Animal Welfare | *Poverty Alleviation*: Kenzie's Closet, The Freestore Foodbank, St. Vincent DePaul, House of Bread, Shelter House, Family Promise, Dayton Inspires

Personal I've attended nineteen concerts in eight states since graduating from university.

J TURNER (THEY/THEM)

Evanston, IL | (215) 284-2050 | jarred.turner@kellogg.northwestern.edu

EDUCATION

2023-Present	KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY <i>Candidate for Master of Business Administration degree, June 2025</i> <ul style="list-style-type: none">Major: Managing Organizations and Strategy; Diversity, Equity and Inclusion PathwaySelected: ROMBA Fellowship	Evanston, IL
2012-2016	BROWN UNIVERSITY Bachelor of Arts <ul style="list-style-type: none">Concentration: International Relations GPA: 3.6	Providence, RI

EXPERIENCE

2023-2023	DRAGONFLY (L-CATTERTON BACKED STARTUP WITH +\$500M IN FUNDING) <i>Senior HR Generalist</i> <ul style="list-style-type: none">Built a biannual performance process for non-HQ talent by surveying managers to drive change managementInitiated activities like PTO reporting, pulse surveys, and LLC benefits analysis to foster well-being and retention	Remote
2021-2022	GOPUFF <i>HR Business Partner, M&A, Dec 2021 - Jul 2022</i> <ul style="list-style-type: none">Drove execution of all global HR M&A activity yielding ~\$7.7M total in projected savings from 2022-2024Devised an inclusive integration strategy, cultivating trusting relationships and saving a key acquisition by retaining 100% of employeesBuilt HR M&A playbook ensuring scalability of processes, improving cross-functional involvement in key tasks <i>Senior People Generalist, International Expansion, May 2021 – Dec 2021</i> <ul style="list-style-type: none">Managed HR workstreams and deliverables across ~6 business units in 7 countries throughout EuropeCreated briefings and communicated critical, timely updates and insights to senior leaders	Remote
2020-Present	NALAVERSE (76ERS BACKED, WHARTON-BORN, BLACK WOMAN-OWNED MENTAL WELLNESS STARTUP) <i>Advisor, May 2021 - Present</i> <ul style="list-style-type: none">Deliver ad hoc strategic advisory, coaching, and thought partnership to CEO on brand, culture, and HR needs <i>Brand & Culture Lead, Jul 2020 - May 2021</i> <ul style="list-style-type: none">Collaborated with the Founder to create a business strategy based on non-performative DEIBLed rebranding process to curate a brand identity aligned to company culture using cross-industry insights on org culture, corporate DEIB, and brand experience	Remote
2020-2020	305 FITNESS <i>HR Generalist</i> <ul style="list-style-type: none">Streamlined core HR processes by eliminating dependencies and implementing rubrics, templates, and guidesLaunched DEIB strategy and development plans for ~385 workforce with insights from leaders and employees	Hybrid - New York, NY
2018-2019	POINT72 <i>HR Generalist</i> <ul style="list-style-type: none">Rebuilt I-9 and visa process painpoints through stakeholder surveys to eliminate adverse downstream impactsPartnered with HR and Legal leaders on all areas of the HR lifecycle to deliver global HR support to	New York, NY
2016-2018	BLACKROCK <i>HR Rotational Analyst (Shared Services, Total Rewards, HR Transformation, Talent Mobility)</i> <ul style="list-style-type: none">Restructured LatAm HR operations for compliance, reducing each Business Manager's work by ~32 hours monthlyAnalyzed the firm's 401k plan, identifying and purging ~200 accounts yielding an annual \$22k savingsBuilt talent mobility knowledge base to mitigate pain points in mobility initiation via stakeholder discussions	New York, NY

ADDITIONAL DATA

- Management Leadership For Tomorrow – Career Prep, MBA Prep, PD Fellow, MLT Ascend Mentor
- Gopuff - GOATS of All Colors, EmpowerHER, and GoPride Leadership Boards
Built and organized GoPride Mentorship Program, company first Juneteenth celebration, and 2022 Pride events
- Point72 - Multicultural, Women's, and Pride72 Networks, Founding Global Leadership Teams
- BlackRock - OUT & Allies Network, Leadership Board Member
- Languages: Spanish (Fluent), Portuguese (Advanced)
- Certifications: Certified Diversity Executive®, Institute for Diversity Certification (Aug 2020)
- Interests: houseplants, cooking, tennis, modeling, creating Spotify playlists

September 6, 2023

Christian Redondo

Atlanta, GA • (678) 628-8930 • ChristianRedondo@gatech.edu • LinkedIn.com/in/ChristianRedondo

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

Master of Business Administration (MBA)

May 2024

- Honors: Tomé Scholar, ROMBA Fellowship
- Leadership: Scheller Pride, President; Social Committee, Board Member & Class Rep.; MBA Ambassador

Bain & Company BASE Program Scholar

August 2022

- Completed strategy consulting program; collaborated on a business transformation case for a large defense contractor.

PwC Pre-MBA Consulting Program

July 2022

- Selected for 2-week consulting internship program; completed ESG focused project utilizing problem solving, analytical and consultative skills to recommend and present solution, resulting in an “exceeds expectation” performance evaluation

GEORGIA INSTITUTE OF TECHNOLOGY, Woodruff School of Mechanical Engineering

Atlanta, GA

Bachelor of Science, Mechanical Engineering (BSME)

December 2016

EXPERIENCE

PwC

Washington, D.C.

Capital Planning Software Implementation for Major US Utility Company

Summer Associate

June 2023 – August 2023

- Led data cleansing for a pivotal software rollout with a US utility company, translating complex data into actionable insights for capital optimization and successful stress testing
- Navigated a diverse team across 5 time zones, ensuring seamless communication and effective project delivery
- Enhanced data acquisition by proactively communicating with client stakeholders, and expediting project timelines
- Crafted comprehensive guidelines for a PowerBI dashboard, driving clients towards strategic action, enabling real-time monitoring, and highlighting project gaps
- Championed an initiative to redesign a business unit SharePoint site, elevating internal collaboration for 100+ members

L.B. FOSTER

Suwanee, GA

Transit Products company, working primarily to provide the supply chain services required to procure specialized transit devices.

Project Manager / Transit Group

June 2021 - May 2022

- Managed 15+ projects at a time, led project meetings with customers and vendors, ensuring all deliverables were met
- Reduced business-unit costs by developing accurate monthly financial forecasts for projects and managing project budgets
- Identified \$250k shortcoming in EOY financial forecast and spearheaded a department-wide effort to increase production, ultimately closing the gap and exceeding the original forecast by \$22k
- Facilitated cross-departmental collaboration for project support through the development of strong working relationships with Engineering, Lab, Sales, etc.

SOUTHERN COMPANY GAS

Atlanta, GA

Associate Engineer / Engineering Design

Oct. 2018 - May 2021

- Planned and executed a department-wide effort to replace over 100 miles of natural gas pipelines
- Developed excel templates to streamline the processes of engineering and permitting tasks reducing data entry time by 30-50%
- Led interdepartmental teams, allocated budgets, and completed projects with multidisciplinary teams ahead of deadlines
- Mentored over five co-op students and new-hires to ensure efficient and successful onboarding processes

Contract Engineer / Engineering Design

Feb. 2018 - Oct. 2018

- Analyzed processes of full-time engineers and implemented strategies to increase efficiency and productivity, resulting in reduced project completion time by 15%
- Led an initiative to analyze historical documents and identify natural gas facilities needing replacement

ADDITIONAL INFORMATION

Activities: EK Prep – Personal Tutor, (2017-2022)

Interests: Avid traveler, musical pop culture history and significance

Affiliations: Consulting Club

TANYA JHA

tjha@uw.edu | Seattle, WA | +1 (206) 737-6781 | [linkedin.com/in/tanyajha/](https://www.linkedin.com/in/tanyajha/)

EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA

June 2024

Master of Business Administration (MBA)- Management Science (STEM), Software Product Management Concentration

- Forté Fellow, Dean's Merit Fellowship | President, Out in Business & Board Member: Tech Club, Women in Business, Data & Analytics Club
- **MBA Consultant, Sustainable Seattle:** Developed a comprehensive financial model and partnership capacity database to evaluate the economic sustainability of Interweave Program, maximize ROI on fiscal sponsorship and identify growth opportunities for the company.

LNM INSTITUTE OF INFORMATION TECHNOLOGY, Jaipur, India

June 2017

Bachelor of Technology, Electronics and Communication Engineering, Led English upskilling program for 30 university cafeteria-workers.

EXPERIENCE

HP INC., Houston, TX

June – Sep 2023

Product Manager MBA Intern- Led the strategic development and management of the Consumer Digital Services product portfolio.

- Identified a \$100B+ monetization opportunity through market analysis, exploring partnerships for significant revenue growth.
- Shaped market-entry and brand positioning strategy by synthesizing customer insights from surveys, interviews, and A/B testing.
- Engineered strategic portfolio bundling, tier differentiation, and subscription pricing strategies to enhance customer lifetime value.

MICROSOFT – Global Customer Experience & Success, Bangalore, India

2017 – 2022

Sr. Technical Engineer - Azure Data and AI

Orchestrated strategic alignment of product outcomes to optimize data strategies for enhanced user experiences across 5K+ customers.

- Innovated zero-cost product to prevent SLA defaults, achieving 100% SLA compliance and global adoption across 7 teams.
- Crafted a customized SaaS training module for a \$1B automobile company by conducting a comprehensive root cause analysis to uncover knowledge gaps, resulting in a \$1.2M increase in revenue.
- Enhanced troubleshooting and feature improvements for the First Quality Response Initiative by establishing a data-driven framework, resulting in a 170% surge in First Day Incident Resolution.
- Designed and executed a training program for an 18-member Big Data support engineering team focusing on optimizing dependency management for Windows components to resolve critical client issues and reduced incident resolution time by 64% (120 to 43 days)

Technical Lead - Windows Directory Services (Active Directory)

Managed a team of 24 Support Engineers and partnered with cross-functional teams such as Product Engineering, Solution Architects, Consultant and Sales teams to drive adoption of Windows platform based products across North American Fortune 500 Enterprise customers.

- Launched a OneNote-based tool that optimized product workflows, leading to a 16% reduction in average time to resolution. This enhancement significantly improved customer experience and further boosted engineer performance.
- Led enterprise risk assessment efforts to safeguard authentication update for 200M users, averted \$1.24B disruptions. Recognized among top 50 global contributors.
- Transformed automated case allocation, optimizing engineer workload, and achieving a 35% increase in weekly incidents serviced. Reduced incident backlog by 85%, enhancing customer satisfaction by 16% (4.1 to 4.75 CSAT)
- Defined and executed strategy & roadmap for new hire onboarding, integrating business objectives, modularizing technical components, and tracking engineering KPIs, leading to 50% reduction in onboarding time and saving \$62K annual costs across three Business units.

Technical Support Engineer - Windows Directory Services (Active Directory)

Managed end-to-end customer relationships with over 1K Enterprises across North America to facilitate business continuity by solving strategic technical failures, managing escalations related to domain management, authentication, and directory services.

- Orchestrated cross-functional collaboration with five business units to implement customer-driven cross-training efforts, elevating customer satisfaction by 10%.
- Managed and coached 20 engineers to create a pool of subject matter experts, supporting regional business expansion that handled 22K+ incidents annually.
- Resolved high-stake technical cases for top S&P 500 customers, leading to a 67% reduction in critical downtime events and 20% faster cloud migrations.

SKILLS AND ACTIVITIES

Key Skills: Product Management, Competitive & Corporate Strategy, Data Analytics (SQL), Power BI, Windows OS, Cloud Computing, C

Interests: Chess, Calligraphy (Copperplate & Spencerian script), Art (Acrylic and Oil painting), Digital Art (using Procreate)

Community Engagement: University Food Bank Volunteer, Challenge 4 Charity Participant

- Led STEM Workshop for Visually Impaired at 'Samarthanam Trust' and mentored 2 undergraduates via 'Mentor Together'.

GREER KANN

greer.kann@mba.utexas.edu

917.270.8695

linkedin.com/in/greer-kann/

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX

May 2025

Master of Business Administration, Concentration in Social Enterprise

- ROMBA Fellow, Forté Fellow, Consortium Member

FRANKLIN & MARSHALL COLLEGE, Lancaster, PA

May 2017

Bachelor of Arts in English Literature, Magna Cum Laude

- **F&M Marshall Fellow:** Research stipend awarded for academic excellence

EXPERIENCE

WARNER BROS. DISCOVERY (formerly HBO) New York, NY

2017 – 2023

People Partner/HR Generalist (2021 – 2023)

Supporting employees in Streaming Technology, Media Supply Chain, and Central Program Management

- Strategized with leaders to build, develop, and motivate a workforce from two merging global media companies with contrasting cultures and business priorities
- Spearheaded global mentorship pilot program and partnered with executives to increase leadership diversity, break down department silos in technology, and give more employees access to senior leaders
- Served as interim personnel lead for 200+ person client group during a year-long leadership gap, managing a multi-million-dollar budget and creating stability
- Closely supported 250+ client group of engineers and product managers through high pressure launches of the HBO Max and MAX applications
- Partnered with internal communications to create a central structure of information for a 2,500+ global tech team during a time of intense merger upheaval
- Devised multiple work arounds with immigration team to make sure employees with visas could maintain work eligibility with post-covid governmental delays
- Maintained under 5% attrition by customizing talent strategy with recruiters, managers, and compensation team to hire and retain best talent through multiple mergers
- Transformed team dynamics and worked with Legal to conduct fair, thorough and timely investigations
- Standardized policies and processes, notably Return to Work and Promotions, for newly formed Warner Bros. Discovery as the workforce increased by 40%
- Built career ladders and harmonized job families within the 2,500+ streaming technology pillar

HR Coordinator (2018 – 2021)

- Implemented and administered multi-billion-dollar merger of HBO, Turner and Warner Brothers into WarnerMedia including layoffs, succession planning and organizational design
- Central resource for 20-person HR team in supporting 6,000+ employees in technology keeping a busy team on the same page for key initiatives including layoffs and policy roll-outs
- Contributed to HR initiatives including conflict management, coaching, development, employee relations, compensation, internal mobility, position management, and compliance

Executive Assistant (2017 – 2018)

- Supported SVP of Human Resources and served as first HR point of contact for senior leaders allowing the SVP to remain focused on wider strategies of the company without getting bogged down in day-to-day problems and questions

ADDITIONAL

- **Computer Software:** Workday, ServiceNow, Concur, Visio, Tableau
- **Personal Interests:** *Graduate Women in Business*, Fall 2025 • *Clean Tech Group*, Fall 2025 • *Gotham Writers*, Poetry, Spring 2020 • *New York Academy of Art*, Sculpture, Fall 2019 • *Editor/Writing Coach*, Fall 2017-Fall 2019 •
- **Work Eligibility:** Eligible to work in the United States with no restrictions

NONNA TITLAURI

she/her/hers | ntitulau@simon.rochester.edu | (415) 867-4016 | linkedin.com/in/nonna-titlauri

EDUCATION

Simon Business School, University of Rochester

Rochester, NY

Master of Business Administration with Concentration in Banking and Strategy

May 2025

The Consortium for Graduate Study in Management, Forté, ROMBA and Prospanica Fellow; Toigo Finalist

Simon Finance and Investment Club Member, Graduate Wellness Committee Representative

New York University

New York, NY

Master of Science in Bioinformatics and Systems Biology

May 2023

Thesis on Machine Learning and Predictive Modeling of Gene Expression in Plants

Director of Operations at the Graduate Student Council; Grace Hopper Celebration '21 and '22 Scholar

San Francisco State University

San Francisco, CA

Bachelor of Science in Biochemistry, Marketing Minor

May 2020

Event Coordinator at the Chemistry and Biochemistry Student Association

PROFESSIONAL EXPERIENCE

Reprise Digital | *Global Digital Marketing Agency*

New York, NY

Senior Web Analyst

August 2021 – May 2023

- Led website performance analysis for eight Janssen Oncology products providing data driven UX/UI recommendations increasing user engagement by 15% YoY and driving KPIs in the form of CRM sign ups, document downloads and testimonial video views
- Presented and implemented new case studies to 12 Janssen Oncology brand managers through industry research, A/B tests, ad-hoc reporting, visualizations, and performance audits for website optimizations leading to conversion rate increase from 2% to 5% YoY
- Project managed and optimized SEO, SEM and Media B2B reporting to derive marketing strategy insights for eight brands
- Created company award winning networking initiative building community and connecting 60+ IPG Mediabrands employees

COOP Careers | *Non-Profit Education Organization*

New York, NY

Executive Instructor Data Analytics and Digital Marketing

August 2021 – May 2023

- Assisted 30 students in securing employment at leading US digital marketing agencies through professional mentorship, development of analytics tools proficiency and capstone projects resulting in 83% employment rate
- Collaborated with the program manager and led six instructors through written material development, conflict resolution, teaching support and capstone project research for 40 out of 230 students resulting in 78% employment rate
- Organized information sessions with 25 different industry experts from advertising and data science for students to learn about careers in digital marketing analytics and practice networking in professional settings

Slate Bar | *Woman-owned Craft Cocktail Bar*

San Francisco, CA

Social Media Manager

September 2020 – May 2022

- Independently managed \$15,000 marketing budget, improving social media following by 80% while reducing ad spend by 23% YoY
- Organized 200+ weekly public events with local entertainment talent raising annual revenue by 18%

Genentech | *Biotechnology Corporation*

San Francisco, CA

Data Analytics Intern

February 2021 – August 2021

- Consulted the Protein Sciences Informatics team to aid selection of the ideal platform for analytics by creating a comparative Tableau model of the current R-built database and a complete report of pros and cons of using each presented to stakeholders
- Designed a staff to room capacity database by department using SQL and internal proprietary software with data from six sources delivering a comprehensive analysis for the post-COVID return to office of 300,000+ team members

Quaker City Mercantile | *Creative Branding and Advertising Agency*

Philadelphia, PA

Lo Fi Aperitifs Brand Ambassador Contractor

December 2020 – June 2021

- Launched a new ready-to-drink product in East Bay Area (CA) through POS in retail locations increasing brand visibility by 150%
- Managed 10 brand education and bartender social service events with 100+ participants building loyal brand following

ADDITIONAL INFORMATION

- **Certifications:** Wall Street Prep Excel Best Practices, Financial Edge Financial Modeling Training
- **Technical Skills:** Python, R, SQL, Tableau, Excel, PowerPoint, Asana, Notion
- **Volunteer:** Social Media Lead for Speed Rack Competition; Receptionist at Sutter Health Women's Breast Health Center - 450+ hrs
- **Languages:** French (Proficient); English (Advanced); Romanian (Advanced); Ukrainian (Advanced); Russian (Native)
- **Interests:** National bartending champion; published food writer; avid reader, hiker; Soho House and the Ned NYC member

MEREDITH TIERNEY-BEED

Greenbelt, MD | mertiern@indiana.edu | (240) 476-4913 | LinkedIn: [linkedin.com/in/tierney-beed/](https://www.linkedin.com/in/tierney-beed/)

MBA candidate raised in eight countries across Asia, Africa, and the Americas. Skilled in impact driven marketing. Seeking consulting or brand strategy roles in the DC/MD/VA region, leveraging expertise in analytics and stakeholder engagement.

EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN February 2025
Master of Business Administration GPA: 3.93/4.00

- President, Kelley Direct Pride Association: Established the program's inaugural LGBTQ+ affinity club.
- Strategy Consultant, Minority Supplier Development Council: Led a winning proposal among 35 teams, advocating an innovative hybrid business model.
- Affiliations: ROMBA Fellow, Women in Business Association Member.

Earlham College, Richmond, IN May 2018
Bachelor of Arts, Sociology and Anthropology (SO/AN), Spanish and Hispanic Studies GPA: 3.93/4.00

- Recognitions: College Honors, Sociology/Anthropology Departmental Honors and Faculty Award.
- Leadership: Captain - NCAA DIII Women's Volleyball; Senior Scholar-Athlete Award; HCAC All-Sportsmanship Award.

EXPERIENCE

Johns Hopkins University, Baltimore, MD September 2021 – Current
Reputation Marketing Manager

- Curated industry reports and trends to inform the launch of three new research centers: innovative leadership, human capital development, and digital health technology. Presented results to the management council.
- Collaborated with the dean to craft the inaugural annual impact report on the school website. Utilized Smartsheet for project management and led cross-departmental meetings with structured agendas. Presented findings to leadership.
- Led strategy, execution, and reporting for thirteen annual high-profile speaking events, including briefings with the dean and corporate c-level stakeholders. Conducted trend analysis on event KPIs for 30,000+ stakeholders.
- Cultivated strategic partnerships with external organizations, negotiated sponsorship agreements and five industry events. Achieved a sponsored digital and print campaign with the Washington Post, resulting in 2M+ impressions.
- Conducted a comparative analysis using Python scripts for web data collection. Identified institutions with women's initiatives, creating a deck for school leadership, resulting in a \$1M commitment from an alumna.

YWCA Southern Arizona, Tucson, AZ February 2020 – September 2021
Marketing and Community Relations Manager January 2021 – September 2021

- Distributed bilingual grants totaling \$9M to support over 1.3K small business owners and domestic violence survivors. Led reporting to the City of Tucson, securing an additional \$500K for the nonprofit.
- Initiated the inaugural Climate Action report and event. Managed 15 additional events, securing a \$1M donation through donor engagement. Managed project timelines and tasks using Asana.

Donor Communication Coordinator February 2020 – January 2021

- Developed a content marketing strategy through industry analysis and qualitative research, doubling Facebook reach. Executed campaigns using Mailchimp and Hootsuite.
- Elevated website traffic by 32% by managing a brand alignment, accessibility, and UX project with freelancers. Designed visual assets using Adobe Creative Suite and Canva.
- Collaborated with the board to integrate a new case management solution, boosting operational efficiency and strengthening donor relations by effectively communicating outcomes and impact.

AmeriCorps VISTA, Tucson, AZ February 2019 – February 2020
Communications and Development Coordinator

- Drove a 42% uplift in year-end donations via CRM implementation and creation of donor engagement strategy.
- Produced photographs, videos, print collateral, and social media graphics utilized in national AmeriCorps campaigns.

ADDITIONAL

- **Technical:** Office 365, Google Suite, Adobe Creative Suite, Mailchimp, HubSpot, Hootsuite, Asana, Canva, GPT-4, MidJourney, Microsoft Excel, Artificial Intelligence Prompting.
- **Certifications/Training:** Civic Leadership Certificate, Project Management Training.
- **Languages:** English, Spanish.

Qi (Eddie) Hu

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EDUCATION

Rotman School of Management, University of Toronto, Toronto, Ontario
MBA Candidate, 2025

- GMAT 710
- Recipient, entrance scholarship
- Member of Rotman Asset Management Association and Rotman Finance Association

CFA Level III Passed - CFA Institute, Charlottesville, Virginia, 2021

New York University, New York City, United States
Master of Science in Accounting, 2018

- Finished Advanced Financial Reporting & Disclosure, Corporate Finance and Financial Statement Modeling
- Completed internships as an investment analyst at Zenity Holdings

University of Illinois at Urbana-Champaign, Champaign, United States
Bachelor of Science in Accountancy, 2016

- 3.83/4.00 GPA, Dean's List in 2013, 2014, 2016, 2016
- Recipient of 2nd place in PwC Challenge Case Competition- Analyzed financial statements of target companies and provided business solutions to improve financial leverage, operating margin, and liquidity
- Completed internships in Business Tax at Deloitte, Assurance at BDO, and Finance at OCBC Bank

EMPLOYMENT EXPERIENCE

Hehui Investment Management, Shanghai, China
Hehui invests in and manages U.S. real estate

Operations Analyst, 2021 - 2023

- Researched potential multifamily investments in five U.S. northeastern markets, including New York and Boston; *delivered investment recommendations and generated monthly housing reports for managerial assessment*
- Evaluated financial performances of 600 properties in the portfolio; updated financial models to forecast property values; *realized IRR of 32% and 30% by divesting property investment in Marietta and Norcross, GA*
- Devised fee structures, and calculated income and expenses for fund entities; managed financial accounts and nurtured banking relations for 12 entities; *arranged capital and supervised fund distributions to 50 investors*
- Led interpretation of economic indicators and statistics for weekly in-house workshops; *presented insights on U.S. economies and housing markets with the analyst team to managers*
- Contributed investment performance analysis and distribution notices in collaboration with client service team; *adhered to GIPS, bolstered investor trust, and amplified investor reinvestment rate by 35% in Q1 2022*

PwC, Shanghai, China

Assurance Associate, 2019 - 2021

- Developed seven working papers for bank treasuries; initiated tests of details for redemption and liquidity risk of interbank lending business; *ensured accuracy of financial reports*
- Conducted 1200 credit reviews among 45 global branches to scrutinize loans' credit qualities through scrutinization of borrowers' financial health and discussion with bankers; *augmented fairness of loan and mortgage disclosures*
- Inspected net asset value fluctuations and risky holdings of bank financial products; *navigated clients to correct three material misstatements of bad debt provisions*

Loop Capital Markets, New York, United States

Investment Analyst Intern, Jan – Mar, 2019

- Tracked multiple industries in expansion, including lithium and fast food; identified pivot players for external financing; *facilitated the connection with 1 burger chain and 1 Brazilian lithium-mining firm for bond issuance*
- Performed due diligence on New York Port Authority's freight railroads; projected revenues with cargo volume growth; *assisted issuance of multi-million AA- bonds*

ADDITIONAL INTERESTS AND ACHIEVEMENTS

- Volunteered at Shanghai Qingai Health Center since 2020, raising sexual health awareness within the LGBTQs

KORIN A. CARNEY

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business
Master of Business Administration (MBA)

Atlanta, GA
May 2025

GEORGIA SOUTHERN UNIVERSITY, Parker College of Business
Bachelor of Business Administration, Marketing (BBA)

Statesboro, GA
December 2015

- *Honors:* National Society of Leadership & Success Presidential Member Inductee
- *Leadership:* Dean's List, Delta Sigma Pi Business Fraternity - VP of Scholarships & Awards, Delta Sigma Pi Business Fraternity - Webmaster & Public Relations Chair, National Retail Federation Student Association - Philanthropy Officer

EXPERIENCE

BLACK GIRL DIGITAL

New York, NY (Remote)

Marketing Project Manager - Campaign Activations (Contractor/Part-time while in school)

August 2022 - Present

- Led content strategy meetings, campaign kick-off calls and managed communication between Fortune 500 clients, global ad agencies, talent, and relevant stakeholders to successfully launch digital activations targeting minority consumers on social (YouTube, Instagram, and TikTok)
- Developed media plans and creative briefs that roadmapped the campaign timeline and overall strategy based on the clients valuation of success (ex. Impressions, engagement, brand awareness, etc.)
- Provided weekly status updates detailing campaign performance by using Microsoft Excel and monday.com to analyze data and track campaign progress
- Created wrap report decks at the conclusion of a campaign highlighting successes, opportunities for improvement, and recommendations for future business strategies
- Managed brand lift studies that analyzed organic search traffic using surveys to receive direct consumer feedback regarding harder-to-hit metrics
- Identified issues related to talent contracting in prior project management software and assisted the team in transitioning to a new, robust platform

EAP HEAT

Atlanta, GA

Marketing Project Manager (Contractor)

March 2019 - February 2023

- Built, owned and reconciled project budgets in Excel (\$5K - \$500K) for all marketing and ad campaigns
- Led foreign and domestic cross-functional teams through the project initiation, planning, execution, monitoring, and closing stages of the company rebrand and immersive customer experiences

THE INTERSECT GROUP

Atlanta, GA

Executive Recruiter of Technology

June 2017 - May 2018

- Recruited and built professional connections with local Atlanta IT talent by connecting them with start-up and enterprise-level career and networking opportunities (UX/UI Designers, Animators, Project Managers, Web and App Developers, Architects, Implementation Specialists, Analysts, Directors, and Chiefs)
- Maintained relationships with clients and candidates as a career consultant, educating both parties on market trends in compensation, interview and resume writing skills, training and continuing education

CONDÉ NAST PUBLICATIONS

New York, NY

Marketing & Advertising Sales Intern

June 2013 - August 2013

- Assisted advertising executives and their various luxury fashion, beauty, and lifestyle partners to launch paid media campaigns, advertorials, and in-store events

ADDITIONAL INFORMATION

Certifications: Introduction to User Experience Design, 2022
Digital Marketing & Analytics, 2018

Skills: Marketing, Project Management, Data and Strategic Analysis, Relationship Building, Campaign Planning

Tools: Microsoft Office Suite, G-Suite, HubSpot, monday.com, IMAI, Dropbox, Slack, Facebook Ads Manager

Interests: Beta Software Testing, ASMR, researching random facts, plane spotting, brunch, and fashion technology

VARSHA HARI (SHE/HER)

AN IMPACT-DRIVEN, WELL-ROUNDED MARKETER PASSIONATE ABOUT DATA-DRIVEN STORYTELLING TO PROMOTE TECH INCLUSIVITY

Boston, MA | 978.635.2780 | vhari1@babson.edu | www.linkedin.com/in/varshahari

EDUCATION

BABSON COLLEGE, Wellesley, MA + **HEC PARIS (Semester Exchange)**, Jouy en Josas, France **Sep '22 - Present**
Full-time MBA Candidate; Concentrating in Marketing, Specializing in Data & AI for Business Transformation

- Awarded 75% scholarship as a Reaching Out MBA (ROMBA) Fellow, Dean's MBA Scholar, and Babson MBA Scholar
- Co-President of 'Graduate Tech Club' and 'Out & Allies Network' (grad LGBTQ+ student club) for academic year 2023-24

Key Projects:

- (Fall '23) Student Consultant: Collaborated with L'Oréal Paris's internal Gen AI "Task Force" to create a roadmap for implementing data hubs that generate marketing collateral. Presented recommendations in teams of 2 in Paris
- (Summer '23) 100-Hr Entrepreneurship Sprint: Representing Babson, joined a team of 5 to develop a prototype of a digital platform that connects startups & scientists to address UNSDG 14 in 100-Hr sprint organized by HPI, Germany
- (Spring '23) PIVOT; Founder and CEO: Founded a platform to help early career professionals by virtually shadowing roles. Selected as top 3 among class of 35 to pitch to VCs from The Engine for early feedback and pre-seed funding
- (Spring '23) Student Consultant: Led a 4-member consulting team for an interactive panel distributor to assess new market. Developed a buyer journey map via stakeholder interviews, industry data and recommended GTM strategy

BOSTON UNIVERSITY, QUESTROM SCHOOL OF BUSINESS, Boston, MA **Sep '17 - May '18**
Master of Science in Management Studies with 100% Dean's Achievement Scholarship, 2017-2018

- **G51 Amplify Venture Scholar** (Internship Jan - May 2018): Conducted market intel, evaluated pitch decks, analyzed product-market fit & financial health of start-ups with pre-money valuation of \$3-\$10 million & presented to senior VCs

UNIVERSITY OF MADRAS, M.O.P. VAISHNAV COLLEGE, Chennai, India **Jun '14 - May '17**
Bachelor of Science in Electronic Media with First Class Honors Award, 2014-2017

EXPERIENCE

SENIOR USER EXPERIENCE RESEARCHER, GOODRX, Santa Monica, CA (Contract) **Jun '23 – Sep '23**

- Independently conducted 2 projects to redesign the brand's "price page" through usability tests and collaborated with senior leaders in product, engineering, design & marketing. Presented recommendations to VP of Insights & CMO
- Established semantic code taxonomy to analyze and report on all web intercept data weekly to cross-functional leaders

CONTENT MARKETING MANAGER, MOSAIC FOODS, Brooklyn, NY (Contract) **Jan '23 – Jun '23**

- Managed all owned and paid media content to maintain brand position and increase engagement across channels
- Launched marketing campaigns over email and socials for churned and abandoned cart customers; advanced number of emails sent by 147%, average open rate by 14%, and average click-through rate by 9%

SENIOR ANALYTICS MANAGER, FORRESTER RESEARCH, Cambridge, MA **Mar '21 - Aug '22**

(Promoted to Senior Analytics Manager, Jan '22; Analytics Manager, Mar '21 - Dec '21)

- Managed a \$6.4M data team delivering advisory & consulting services for 15+ F500 Tech clients on product marketing and sales strategy using large, syndicated technographic (buyer-side) data. Achieved 92% contract renewal rate (2021)
- **IBM (Watson)**: Collaborated with cross-functional client teams to build custom buyer persona segmentation report that reduced customer acquisition cost by 15% across core distribution channels
- **Microsoft (Teams)**: Created projections for product purchase rates among frontline workers for different device types to inform GTM of new function (Walkie-Talkie) using Forrester's predictive analytics tool, FindR

CONSULTANT, C SPACE (OMNICOM GROUP), Boston, MA **Jul '18 - Feb '21**

(Promoted to Consultant, Oct '20; Associate Consultant, Jul '18 - Sep '20)

- Designed, moderated, and presented insights from customer research studies using qualitative techniques (usability tests, interviews, IDIs, focus groups, surveys, etc.) to executive clientele from HP Inc., Walmart, and Corteva
- **HP Inc.:** Led end-to-end in-person ethnography project in India to identify new geographic opportunities for HP's AiO model; design based on recommendations is sold in market with 4.9-star rated features on top tech blog (PCmag.com)

Strother Gaines

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SUMMARY OF SKILLS

- 15+ years of event management, theater production, and experience design for a wide array of audiences.
- 11+ years of coaching individuals and organizations on goal setting, professional development, and DEI topics.
- Recognized expert and presenter on immersive storytelling, strength-based leadership, and strategic thinking.
- Expertise in entrepreneurship from successfully launching two concurrent businesses that have run for 7+ years.

COACHING & CONSULTING EXPERIENCE

Founder & Speaker/Facilitator

2014-Present

But I'm a Unicorn, Dammit!

- Launched company to translate business and personal growth concepts into understandable and relatable ideas.
- Combine coaching, public speaking, and facilitation to maximize client's desired outcomes.
- Spoke at TEDx MidAtlantic on Immersive Storytelling which has been seen by over 40,000+ online viewers.
- Serve the personal and professional needs of 50+ individual 1:1 coaching clients to establish timeframes, set markers, and move quickly through projects with clear direction.
- Professional facilitations, workshops, and keynotes have reached over 30,000 in-person attendees.
- Utilize a unique approach to provide bespoke support to every member of the group while still maintaining group momentum and awareness. Highly focused on group and company dynamics.

MBA Consultant, University of Denver

2021-Present

Craig Hospital / Hinthunt South Africa / Aurora Mental Health & Recovery

- Competed and placed second in Denver University's "Race & Case" competition by providing innovative new market strategies for Craig Hospital in Denver, CO.
- Presented in the finals of the CU Boulder Net Impact Case Competition.
- Lead consultant for Aurora Mental Health & Recovery. Produced core recommendations based on research, interviews, a current GAP report, staffing limitations, and technological needs. Conducted an organization-wide technology audit along with a community needs assessment.
- Evaluating three potential expansion strategies to provide a single focus for the upcoming business year. Upon election of the primary strategy, produce a go-to-market strategy supporting our recommendation.

Manager DEI Consulting & Training

2020-2022

Ethos Talent

- Hired to provide training and consulting support as well as management of independent contractors to a boutique consulting firm concerned primarily with diversity, equity, and inclusion.
- Support the development of custom solutions across DEI assessments and roadmaps, hiring, retention, and equitable promotion practices, and policy development.
- Create, develop, and deliver training and learning event materials across a portfolio of 50+ client companies.
- Support the implementation of consulting projects, including launching and reinvigorating affinity groups, developing hiring practices that eliminate bias, developing and leading onboarding programs, supporting the construction of levels, growth frameworks, and growth plans for companies
- Design, develop, and test new individual training across discipline areas: diversity, equity, and inclusion, mindfulness and stress management, emotional intelligence, management, and leadership development.
- Manage the Train the Trainer program to support new contract facilitators.

EVENT PRODUCTION & MANAGEMENT EXPERIENCE

Accelerator Program – Basecamp

2022-Present

Theraplay - *Crimson Society* at DU

- Applied for, was accepted to, and completed a rigorous 6-week accelerator program designed to accelerate student's business ideas, find market fit, and create value.
- Conducted customer validation, product testing, product fit, and market analysis in service of development of the most impactful and financially viable products and services.
- Created a go-to-market strategy for adult play therapy group practice operating in multiple cities.
- Created cashflow projections, budgets, traction models, and business model canvases in anticipation of a service-based business.
- Produced a research project focused on evaluating the psychosocial benefits of immersive theatre and alternate reality gaming on incoming first-year students. Collaborated with professionals and undergraduate students in producing a fully immersive experience focused on values, ethics, and social connection following a mission of a secret society on DU's campus.

Founder & Producing Artistic Director

2014-Present

TBD Immersive

- Created the only theatre company in DC to make profits fully from ticket sales without aid from grants or donors.
- Specialized in creating audience experiences that increase engagement, connection, creativity, and enjoyment.
- Director of the artistic as well as the financial vision of the company.
- Responsible for all aspects of show production which includes all outreach, partner negotiations, venue management, relationship management, budget setting/management as well as approval, collaboration with playwright and all performers, managing bookings, calendars, and payments to all parties involved.
- Produced, directed, and staffed 8 full-length immersive experiences with over ~6,000 audience members, ~250 performers, ~30 volunteers, and numerous one-off collaborators.
- Served as lead project manager for any performance, collaboration, or consulting project.

Event Director

2015-2018

Network Under 40: DC

- Organized DC's young professional network committed to creating an environment of genuine connection for personal and professional development rather than transactional.
- Produced 30+ events with 3,000+ attendees, managed all pre and post-event logistics and planning.
- Iterated on the experience by using guest feedback to provide the most diverse and inclusive environment and creating connections between disparate professional sectors.
- Maintained social media and event mailing list for DC audience.

EDUCATION

University of Denver, Daniels College of Business

Master of Business Administration

Expected June 2024

Seth Godin's AltMBA

2018

Accomplishment Coaching

Coach Training & Certification

2014

University of Denver, School of Social Work

Master of Social Work

Concentration in Mental Health

Expected June 2024

Centre College

Bachelor of Arts in Dramatic Arts

Minor in Sociology

2006

AWARDS

- BASE Camp Accelerator 2023
- ROMBA Fellow, 2022
- 202 Creates Mayoral Artist Residency, 2020
- SPACE4 Artist Grant, 2016

DILLON PAPENFUSS

151 N. Michigan Ave, Apt# 1806 | Chicago, IL 60601 (801)
554-4258 | dpapenfu@chicagobooth.edu

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration

Chicago, IL

September 2022 – June 2024

- Co-chair of Outreach and member of Management Consulting Group
- Booth Reaching Out MBA Fellow
- GMAT Score: 760 (99th percentile)

BRIGHAM YOUNG UNIVERSITY

Bachelor of Science in Accountancy and Master of Accountancy

Provo, UT

August 2011 – August 2018

- Merit-based Scholarship, Magna Cum Laude, 2018 Director's Award
- Founded student-led research collective focused on international business and cross-cultural literacy
- Served as Treasurer of BYU's Chapter of Golden Key International Honour Society and supported chapter's community service efforts

EXPERIENCE

FINANCIAL EDUCATION & RESEARCH FOUNDATION

Morristown, NJ

MBA Strategy Intern

September 2022 – September 2023

- Directed strategy development for research projects (ESG, Audit Fee, Compensation) including development and monetization of content channels and pioneered new product development, increased revenues related to sustainability reporting by 10%
- Developed media strategy to target new media partners to boost organizational influence. Cited by the Financial Times

Director of Research

August 2021 – September 2022

- Led entry into ESG reporting by developing a multimodal ESG content strategy and advising senior leadership team on forming new strategic partnerships and leveraging existing partnerships, resulting in a 10% increase in organizational revenues
- Oversaw technical research activities and assisted business development to grow research revenues by 20%
- Created organizational DE&I strategy with senior leadership team and other subject matter experts to outline content strategy for FY 2022 projecting to a 5% increase in content-related revenues

Manager of Research

April 2020 – August 2021

- Consulted on overhaul of research process to better employ internal and external data sets and subject matter expertise to enhance relevance and reach of research yielding a 40% more coverage from leading media publications
- Formed research partnership with the Center for Audit Quality to transform audit fee research to multimodal research boosting footprint of report by 150% and increasing research revenues by 20%

Research Analyst

April 2019 – April 2020

- Streamlined research process to expand volume of research reports released annually by 33%
- Wrote for newsletter Forward Thinking and worked with marketing team to grow and retain user base leading to monetizing newsletter, expanding revenues not related to research activities by 15%

COHEREX MEDICAL

Salt Lake City, UT

Finance and Accounting Integration Consultant

May 2018 – April 2019

- Modeled production costs informing pricing decisions and detailing production inefficiencies, decreasing production costs by 5%
- Devised budget variance reports to improve budget allocation decisions decreasing unfavorable budget variances by 10%
- Led integration into Biosense Webster by detailing internal controls over financial reporting procedures reduce closing time by 20%

ADDITIONAL

- Fluent in Swedish, Eagle Scout (member of the Order of the Arrow), avid runner (completed two marathons), and writer (authoring two novels)

JANE WIESENBERG

610 Franklin Street, #2 Cambridge, MA 02139
jwiesenberg@mba2025.hbs.edu (914) 806-5981

education

2023 - 2025

HARVARD BUSINESS SCHOOL

BOSTON, MA

Candidate for Masters in Business Administration, May 2025. Horace W. Goldsmith Fellow. ROMBA Fellow. Social Entrepreneurship Initiative. HBS Pride.

2012 - 2016

COLBY COLLEGE

WATERVILLE, ME

Bachelor of Arts, *summa cum laude*, in Government. Phi Beta Kappa. President of Colby Democrats. Editor-in-Chief of Outside Colby Opinions Magazine. Goldfarb Center for Public Affairs Fellow.

experience

2019 - 2023

NEW YORK STATE EXECUTIVE CHAMBER (OFFICE OF THE GOVERNOR) NEW YORK, NY Assistant Secretary for Economic Development (2021-2023); Policy Advisor (2019-2021)

Served on state operations team under two gubernatorial administrations, Gov. Cuomo and Gov. Hochul.

- **Financial Oversight:** Supported management of budget, priority projects, and operations at six state agencies with cumulative budgets of \$2 billion and 3,000 employees, including the Department of State, Dormitory Authority of the State of New York, and Empire State Development, among others.
- **Capital Investment:** Assisted in development and delivery of major incentive deals and capital projects, including \$100 billion Micron investment in Central New York, \$1.3 billion Belmont Arena Redevelopment on Long Island, and Penn Station General Project Plan.
- **Policy and Program Management:** Oversaw design and implementation of several COVID-19 relief programs, including \$1 billion in grant assistance to more than 50,000 small businesses.
- **Operations and Logistics:** Served on team sourcing critical medical supplies and PPE during the COVID-19 public health emergency; drafted reopening guidelines for more than 40 industries; worked with private lab partners stand up more than 70 COVID-19 rapid test sites statewide.
- **Leadership:** Directed interagency team – including Department of Transportation, Department of Health, State Police, Division of Homeland Security and Emergency Services, and Olympic Regional Development Authority – in support of the 2023 FISU World University Games, largest multi-sport collegiate athletic event in the world, bringing more than 2,000 international athletes and coaches to Lake Placid, NY.

2017 - 2019

UNITED STATES SENATE, OFFICE OF SENATOR CORY BOOKER WASHINGTON, DC Director of Scheduling (2019); State Scheduler & Assistant to the State Director (2017-2019)

Member of New Jersey Senator Cory Booker's senior staff; led short- and long-term strategic planning.

- **Principal Management:** Worked closely with the Senator and Chief of Staff to build calendar reflecting legislative and stakeholder priorities; briefed and staffed the Senator for hearings, meetings, and events.
- **Supervision and Cross-Functional Collaboration:** Coordinated with staff across all departments to elevate opportunities for press and community engagement; supervised Deputy Scheduler and State Scheduler.
- **Stakeholder Outreach:** Led the Senator's LGBTQ+ outreach portfolio in state; cultivated stakeholder relationships and promoted the Senator's legislative record.

2016 - 2017

CITIGROUP

NEW YORK, NY

Public Finance Analyst

Junior quantitative and transaction support banker to six senior bankers in the infrastructure and higher education groups, working on more than \$2 billion general obligation and revenue bond transactions.

- **Financial Modeling:** Built cash flow models in both Excel and DBC Finance for municipal issuer clients, including the City of New York and Metropolitan Transportation Authority, as well as for Tobacco Settlement transactions relating to the Master Settlement Agreement; utilized linear programming and incorporated NYS Local Finance Law regulations, rating agency stress criteria, and bond indenture provisions.
- **Transaction Management and Execution:** Managed diligence, pricing, and closing process, working with partners across the Corporate/Municipal Syndicate Desks, Debt Capital Markets Desk, and Municipal Credit Committee.
- **Deal Identification and Pitching:** Monitored corporate and municipal funding opportunities for issuer clients; drafted RFP responses; presented at client pitches and meetings.

community: Member of Out in Government NYC (2021-2023). Volunteer at Newark LGBTQ+ Community Center (2017-2018).

LAKSHMI "MAYUKHA" AVASARALA
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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX **August 2025**

Master of Business Administration

- FORTE Fellow, ROMBA Fellow and Merit Scholarship recipient

GITAM UNIVERSITY, Visakhapatnam, India

April 2018

Bachelor of Technology in Computer Science Engineering

- Led TEDx GITAM and UNESCO MGIEP event student organization committee; Student Body leader

EXPERIENCE

Feast at Trucks, India

First food truck aggregator across three large cities in India

2022 - 2023

City Strategy Lead

- Planned and ran strategy for Food Truck Festivals across 3 cities, increasing engagement footfall by 15x event over event
- Worked on collaborations, onboarding and sales operations, partnering with big brands such as Swiggy and Radio City
- Piloted food truck aggregation into two cities, onboarding 60+ food truck clients onto the platform, generating 50k sign-on revenue

FOUNTANE INC, India

2021 – 2022

IT Consulting firm and digital maker-space

Program Manager

- Transformed all physical operations digitally via automating, lowering process time by 25%
- Optimized recruiting program as part of college student intake and summer projects with 60% savings on labor costs
- Prepared and implemented virtual employee protocols with time sheet systems, piloted retention increase programs

UBER, India

2018 – 2021

Team Lead (2020 – 2021)

- Supervised a team of 20 members under program to improve supply of drivers in US&C region
- Spearheaded optimization projects for workflow and quality development leading to a 5% increase in driver supply
- Automated procedure for query handling, thereby reducing dependency on service level with 5M half-yearly savings
- Implemented team management techniques, and received best team leader award for consecutive quarters
- Consulted on fraud management analysis in driver intake systems, mitigating ~10,000 fraudulent driver tickets

Content Strategist (2018 – 2020)

- Planned and strategized policy and changes for product launches, leading to improved customer experience
- Strategized projects to analyze and enhance payments and optimized workflow for query handling; 14M lifetime savings
- Led a team of 13 members in scrubbing data to track issues resulting in 8% decrease in turn-around time
- Promoted from Content Strategist to Team Lead due to high quality and APAC level recognition of performance
- Designed content for Uber India, Sri Lanka and Bangladesh webpages and curated best resources for query tracking

CREYA LEARNING, India

2018 – 2018

Edu-Tech start-up working with IoT and Robotics curriculum

Associate Education Program Manager

- Operated and organized a network of 10 schools and handled curriculum for Robotics and IoT
- Conducted workshops to train teachers on product aspects, with 50+ conferences conducted across India
- Arranged summer training activities for 1000+ students as part of CSR activities

ADDITIONAL

-
- Certification: Micro-economics (LinkedIn), Leadership with DI (LinkedIn)
 - Founding Member - Street Cause Pride (LGBTQI+); Lead Pride at Uber – India SA, fundraised 14K worth rides for LGBTQ+
 - **Work Eligibility:** Eligible to work in the United States; STEM OPT eligible, will require visa sponsorship

JENNELL B. ENCIZO

951-205-0838

<https://www.linkedin.com/in/jennell-encizo/>

e.jennell@wustl.edu

Compassionate student dedicated to advancing justice, equity, diversity, and inclusion in and out of workplace by using an empathetic approach to foster strong rapport and support with clients and peers. As a budding consultant, I aim to use detail-oriented experiences to drive organizational improvements by leveraging research expertise, knowledge of system enhancements, and interpersonal skills.

EDUCATION

WASHINGTON UNIVERSITY IN ST. LOUIS, St. Louis, MO

May 2024

Master of Social Work Master of Business Administration, MSW/MBA

- GPA: 4.0/4.0
- ROMBA, Forte, Prospanica Foundation Conference Fellow, Cigna Foundation Fellow, and Prospanica Foundation Scholarship Recipient
- Chair - Latin Graduate Student Association and Mi Gente at the Brown School

UNIVERSITY OF CALIFORNIA, San Diego

June 2020

Bachelor of Science, Cognitive and Behavioral Neuroscience + Business Psychology

- Chips Dreilinger "Independent Spirit" Award Recipient
- Extracurricular Activities: Athletics and Marketing Intern, Muir Transfer Year Experience (TYE) Discussion Leader, Muir College Council (Student Government), Triton Tide Founder

PROFESSIONAL QUALIFICATIONS

- | | | |
|----------------------|---|-------------------------------------|
| • Power and politics | • Human Behavior and Motivation | • Interpersonal and Empathic Skills |
| • Negotiation | • Motivational Interviewing, Cognitive Behavioral Therapy (CBT) | • Social Emotional Learning |

PROFESSIONAL EXPERIENCE

College Bound STL, St. Louis, MO

August 2023-Present

Mental Health Services and Therapy Intern

- Aids current high school and college students via various psychological treatment methods, acting as a one-on-one and group therapist for those seeking services and educating teens via social emotional learning strategies.

The Adolescent Brain and Cognitive Development (ABCD) Study, St. Louis, MO

September 2021-Present

Graduate Research Assistant, Psychiatry

- Under Drs. Deanna Barch and Pamela Madden's supervision and mentorship, administer psychometric tests, collect DNA, conduct MRIs, and survey teens to study effects of childhood experiences on brain development and various outcomes.

Jazz St. Louis, St. Louis, MO

January 2022-June 2022

Program Evaluation Intern

- Conducted and distributed surveys among artists and parents participating in the Artist Residency Program. Analyzed and communicated findings to Jazz St. Louis staff, assessing program's impact on young musicians in St. Louis and evaluating Jazz St. Louis's influence on community and school districts.

EARLI/EdNeuro/New Vistas Study at UC - San Diego, San Diego, CA

May 2018-June 2020

Undergraduate Research Assistant

- Guided by Drs. Timothy Brown and John Iverson, aimed to assess effect of vocal and musical interventions on transitional kindergarteners' development and academics. Trained in tools Woodcock-Johnson IV, NIH Toolbox, CTOPP, and Expressive One Word

SKILLS/ACTIVITIES/INTERESTS

- Analytical and Clinical Thinking, Flexible and Adaptable, Excellent Communication Cultural Awareness, Advocacy, MS Office Suite (Excel, PowerPoint, Forms, Word), Tableau Software (Intermediate), English (Native), Spanish (Basic), Assessment

SEAN LAKEY

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EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA

June 2025

Candidate for Master of Business Administration (MBA)

- Reaching Out MBA (ROMBA) Fellow

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA

June 2018

Bachelor of Arts, Business Administration, Marketing, Entrepreneurship

EXPERIENCE

HEY, Seattle, WA

September 2019 – July 2023

Marketing and advertising agency - Hey works at the intersection of data-driven digital and world-class creativity

Senior Account Executive (June 2022 – July 2023)

Collaborated with diverse B2C and B2B clients (finance, insurance, commodity, tech, education, consumer product, non-profit) for full-service creative and media solutions. Specialized in strategy, new business, and ROI-driven programs

- Main point of contact for clients, both large and small, including North America's largest lumber distributor with 7B+ annual sales, a publicly traded \$250MM+ annual revenue company, Microsoft, and the University of Utah
- Closed new accounts and grew relationships from small projects to multi-year, \$1MM+ annual retainer clients
- Overhauled a large corporation's brand – logo, website, brand guide, internal & external materials, videos, subsidiary co-branding, and thought leadership content resulting in more employee recruitment and a new industry perception
- Achieved +59% daily average conversions and +51% site sessions in the first 90 days for a new e-commerce client, leading to a budget increase to over \$1.5MM for Q3 and funding for Amazon and CTV video productions
- Secured a client's B2B segment based on the success of the B2C program. This generated an additional \$100K in agency revenue in just three months, with plans to scale budget over time
- Created a brand campaign using primary research, resulting in +39% clicks and +138% paid conversions Q/Q

Account Executive (September 2019 – June 2022)

Directed 9 accounts: developed marketing and brand strategies, managed budgets (including a \$1.7M retainer), wrote briefs, reviewed/presented creative and media plans, forecasted revenue, optimized campaigns, and led client meetings

- Created "*Business is All of Us*", a campaign for a regional bank during COVID, beating cost-per-lead goal by 50%, facilitating 4,124 PPP loans worth \$870MM+, impacting 87,000+ jobs in 35 days
- Developed brand/vis ID for Univ. of Utah's new Craig H. Nielsen Rehabilitation Center. Led a successful awareness campaign, generating 33,119,596 impressions, \$4.53 CPM (49% below goal), and 85% market reach
- Designed an internal "*Toolkit*" website for 50+ office locations, organizing sales content, resulting in improved brand cohesion and an effective sales force, with 100+ downloads/month, 6+ minutes/session, and 500+ sessions/month
- Built and executed a successful full-funnel e-commerce digital media and creative strategy for a new client, achieving an impressive 11:1 return on ad spend and delivering 85% new users to the site
- Led a large video project launching a new Microsoft product at major companies like J&J and P&G

GREENRUBINO, Seattle, WA

June 2018 – September 2019

Full-service media and creative agency that believes great work comes from a good place

Account Coordinator

Partnered across all agency teams (account, creative, media, analytics, production, project management, strategy) to meet a range of client marketing and advertising needs, including two multi-million-dollar annual retainer accounts

SKILLS AND ACTIVITIES

- Extensive creative and media experience in broadcast TV, Radio, OOH, Print, Programmatic Display, Native, TikTok, Meta, YouTube, Snap, Amazon, Site-Direct, Spotify, Pandora, OTT, CTV, Google Performance Max, and Search
- Proficiency in HubSpot, Google Analytics, and custom digital marketing dashboards
- Hobbies include playing the bass and drums, traveling (13 countries, 4 continents), and outdoor activities like fly fishing

DORIAN J. ALLEN (HE/HIM)

Evanston, IL | +1 973 986 5988 | Dorian.Allen@Kellogg.Northwestern.edu

EDUCATION

2022-Present	KELLOGG SCHOOL OF MANAGEMENT NORTHWESTERN UNIVERSITY <i>Candidate for Master of Business Administration degree, June 2024</i> <ul style="list-style-type: none">• Major: Marketing, Data & Analytics• Leadership: Reaching Out MBA Fellow (only student selected for fellowship based on LGBTQ+ leadership), Black Management Association VP of Allyship and External Relations, Golub Capital Nonprofit Board Fellow	Evanston, IL
2013-2017	DARTMOUTH COLLEGE <i>Bachelor of Arts</i> <ul style="list-style-type: none">• Major: French Studies, Minor: Sociology• Leadership Positions: President, Brovertones (a cappella); Trip Leader and H-Croo, Dartmouth Outing Club; Secretary, Dartmouth Alumni Council; Alumni Board Member, Dartmouth Men's Swimming and Diving	Hanover, NH

EXPERIENCE

2023	JPMORGAN CHASE <i>Summer Associate, Wealth Management, Diverse Advisor Experience, June 2023 - August 2023</i> <ul style="list-style-type: none">• Selected as 1 of 78 MBAs for JPMorgan Chase's esteemed leadership development program• Spearheaded the strategic vision for US Wealth Management team's Black Leadership Forum and presented recommendations to senior leadership, resulting in immediate approval and request for implementation• Led and analyzed focus groups and interviews with financial advisors to inform C-suite of DEI opportunities	Chicago, IL
2021-2022	LYCÉE FRANÇOIS RABELAIS <i>English Teaching Fellow, October 2021 - June 2022</i> <ul style="list-style-type: none">• Pursued a 1-year teaching fellowship to improve enablement skills and gain international experience• Managed 11 classes of ~20 high school students, pursuing careers in food and hospitality• Designed and administered lesson plans for American English grammar and vocabulary resulting in 81% of students passing professional placement exams	Dardilly, France
2019-2022	COLLIBRA <i>\$5.3 billion valued B2B SaaS company backed by CapitalG (Google's venture capital firm)</i> <i>Competitive Intelligence Contractor, October 2021 - March 2022</i> <ul style="list-style-type: none">• Researched and synthesized competitive insights to create enablement materials for sales and marketing teams• Led monthly information and enablement sessions for ~150 sales and marketing team members• Launched and managed competitive intelligence platform, Crayon, contributing to \$3M in Q1 revenue• Increased Collibra's competitive win rate by 6% and sales KPIs by 7% YoY <i>Senior Product Marketing Analyst, Competitive Intelligence, April - September 2021</i> <ul style="list-style-type: none">• Led Collibra's competitive intelligence function, reporting directly to VP of Product Marketing• Analyzed competition's products and services to build enablement materials for sales and marketing teams• Built and launched Collibra's competitive enablement intranet page, driving 91% engagement from sales team• Published competitive analyses to executive leadership team <i>Product Marketing Analyst, Data Governance and Platform, July 2019 - March 2021</i> <ul style="list-style-type: none">• Authored 44 content pieces, driving ~\$10M in marketing pipeline and improving SEO ranking by 25 spots• Developed product and persona messaging to support Collibra Data Governance's go-to-market strategy• Conducted expert interviews and market research to create sales and marketing enablement materials• Launched company's first competitive win/loss program, driving \$1M in incremental revenue in first 6 months	New York, NY and Remote
2017-2019	UNILEVER <i>Associate Shopper Marketing Manager</i> <ul style="list-style-type: none">• Managed \$10M budget for Unilever's hair and skin categories at Target, contributing to 3.1% YoY sales growth• Analyzed consumer data and brand assets to design beauty campaigns customized for Target shoppers• Managed, briefed, and collaborated with agency teams to execute marketing tactics• Coordinated the deliveries of 4MM samples across Unilever's beauty portfolio	Minneapolis, MN

ADDITIONAL DATA

- The Roycemore School, Non-voting Board Member, October 2022-Present
- Management Leadership for Tomorrow (MLT), MBA Prep and PD Prep Fellow, March 2021-Present
- Breakthrough New York, College and Career Success Coach, June 2020-Present
- Black and Latinx Employee Networking and Development, Cofounder and President, June 2020-September 2021
- Technical skills: Proficient in Microsoft Office, Radiant
- Certifications: Diplôme de Français Professionnel – Affaires B1 (certificate of business French proficiency) – 2017

August 2023

JEDSON BARBOSA

Boston, MA | (314) 604-5538 | jedson.barbosa@bc.edu

EDUCATION

BOSTON COLLEGE – CARROLL GRADUATE SCHOOL OF MANAGEMENT

CHESTNUT HILL, MA

M.B.A. STEM Track & Master of Science in Finance (Dual Degree)

May 2024

- Honors: ROMBA Fellow (1 of 2 out of 90 accepted) | ROMBA LGBTQ+ Fellowship Scholarship Award (\$50K annually).
- Memberships: BC Graduate Consulting Club | BC Graduate Finance Association.

MISSOURI BAPTIST UNIVERSITY

SAINT LOUIS, MO

B.A. in Business Administration; B.A. in Marketing (Dual Degree), GPA: 3.7/4.0

Apr 2011

- Honors: Magna Cum Laude | Dean's List | Full-Ride Men's Volleyball Scholarship (\$32K annually).
- Awards: NAIA All-Academic Award | Midwest Conference Champions | NAIA National (2010: 2nd Place; 2011: 4th Place).
- Leadership: Varsity Men's Volleyball Team Captain

PROFESSIONAL EXPERIENCE

PROCTER & GAMBLE | GILLETTE

BOSTON, MA

Senior Brand Manager Intern – King C. Gillette

May – Aug 2023

- Led team of 9 to conceptualize, pitch to senior management, and collaborate across 5 departments to successfully execute high-impact holiday season gifting marketing strategy, resulting in ~30% increase in annual sales.
- Analyzed pricing, manufacturing, distribution, content, and promotion strategies using Excel and Nielsen Data Panel and presented findings to 2 executives, driving market share increase from 2% to 4.5%, surpassing national average for \$22B grooming category.
- Executed extensive market analysis for beard coloring segment using Nielsen Data Panel and Excel models; presented insights and strategic recommendations to 3 executives, averting ~\$1.2M in potential project losses over 3 consecutive years.
- Collaborated across Sales, Finance, R&D, and Supply Chain to enhance product development for chemical beard care line, employing data analysis, resizing, and pricing adjustments, resulting in gross margins increase from -22% to +26%.

PROCTER & GAMBLE

CINCINNATI, OH

Brand Management Camp, Pre-MBA Internship

Jul 2022

- Participated in exclusive week-long seminar to acquire insights into P&G strategies and innovative approaches that contribute to driving category growth and achieving market leadership (1 of 45 participants out of 1.4K applicants).
- Applied data-driven insights from Nielsen and Excel to case study to drive relaunch of Charmin Forever Roll; received full-time internship offer for outstanding brand management leadership.

COLUMBUS HOSPITALITY GROUP (CHG) | MISTRAL

BOSTON, MA

Private Event Lead

Sep 2011 – Aug 2022

- Managed team of 12 to organize 92 private events per year, generating \$3.2M in annual revenue (6% of CHG's \$55M annual revenues across 6 restaurants).
- Enhanced annual sales growth by 4% by developing 24hr follow-up call and survey system and optimizing tailored events packs; achieved 16% repeat customer rate, contributing to ~\$3.5M increase in sales companywide.
- Implemented new 7-day hands-on training program for 85 employees companywide annually, resulting in 93% increase in new hire retention rate and cost savings of ~\$450K in turnover and talent acquisition costs.
- Mentored team of 9-12 employees and conducted weekly training sessions, leading to ~90% of employees achieving recognition and advancing vertically within the company.

LEADERSHIP

BOSTON COLLEGE GRADUATE LGBTQ+ CLUB, President

Jan 2023 – Present

- Directed 22-member LGBTQ+ club fostering LGBTQ+ awareness, professional networking, and education through initiatives like ROMBA (Reaching Out MBA) and current events forum featuring guest speakers.
- Established individualized mentorship by pairing all 22 club members with LGBTQ+ BC Alumni or affinity buddies, enhancing professional development and promoting diversity within Carroll School community.

PERSONAL

- **Languages:** English (fluent) | Portuguese (fluent) | Spanish (conversational).
- **Technical:** R | SQL | Python | Tableau | SPSS | Excel | PowerPoint.
- **Interests:** Avid CrossFitter (participated in 23 competitions in Northeast and Midwest) | Wine enthusiast (completed 4 wine courses and 2 certifications).

KAI DAI

Email: Kdai.mba2024@ivey.ca

LinkedIn: <https://www.linkedin.com/in/kai-dai-296899a0/>

Tel: (226) 577 8886

EDUCATION

Ivey Business School, Western University

Candidate for Master of Business Administration, MBA

London, ON

2023-2024

The Chinese University of Hong Kong

Master of Social Science in Advertising

Hong Kong

2013-2014

The Central Academy of Drama

Bachelor of Literature in Film Production Management

Beijing

2009-2013

PROFESSIONAL EXPERIENCE

FUTURE (a smart fitness unicorn company valued at over \$1 billion with over 1000 employees)

Shanghai

Marketing Director

2021- 2022

- Led a 16-person marketing team responsible for digital marketing, KOL & celebrity collaboration, PR event management, membership marketing, and successfully achieved the sales target of 10,000 fitness mirrors during the 2021 Double 11 Shopping Festival
- Managed a cross-departmental team of 60 members as the project leader to build the IP for the first FUTURE FEST offline fitness carnival, resulting in an overall increase of over 50% in brand voice volume and 96% in activity satisfaction
- Initiated the Yang Shuyu Celebrity Course cooperation project, resulting in a threefold increase in member DAU and usage time. Planned and led the Vlog IP cooperation between FUTURE and celebrities, achieving brand exposure of more than 500 million within 3 months

Forethought (an integrated marketing consultant firm)

Beijing/Shanghai

Co-founder

2018- 2022

- Guided and led a 40-person marketing team, providing integrated marketing consulting services to enterprises including Alibaba, Tencent, iQiyi, Sohu, Sennheiser, Issey Miyake, Chevrolet, and others. Successfully achieved annual revenues of over \$6 million.
- Founded and led the MCN team of 10 people, focused on Vlog production, live-streaming sales, and KOL commercialization on digital platforms like Douyin, Kuaishou, Bilibili, and others. Incubated the initial account of Girl Cannibal Flower, gaining over 1 million followers within 6 months

Alibaba Entertainment (one-stop digital media and entertainment platform with over 30000 employees)

Beijing

Marketing Expert

2017- 2018

- Integrated a team of more than 20 people for social media marketing, PR, and visual design of the reality show 'Street Dance of China'. The show garnered more than 1.6 billion views and became the most popular reality show in 2018
- Innovated the digital marketing of the 2018 World Cup program of Youku platform and the co-marketing with other business units of Alibaba, which resulted in the DAU increased by more than 40%

AIA Group (Hong Kong-based American multinational insurance and finance cooperation with over 23000 employees)

Hong Kong/Beijing/Shanghai

Wealth Management Manager

2017- 2022

- Provided wealth management consultations and customized plans to more than 100 clients with a total sum assured of over \$15 million.

Havas Group (one of the world's largest global communication groups with more than 9000 employees)

Beijing

Senior Account Manager

2016- 2017

- Chaired the account team in providing comprehensive marketing strategy, 360 communication plan, and creative ideas for the developing country markets of Durex, including China, Mexico, Brazil, Nigeria, and more
- Contributed to the pitch of Mate9 Huawei, resulting in winning the pitch and securing over 2 million dollars. Provided strategic and creative services for the Huawei Mate 9 series products

Karla Otto (an international public relations and brand strategy agency with over 500 employees)

Beijing

Digital Strategist

2015- 2016

- Spearheaded and coached the digital team in Karla Otto Beijing, managed a two-person team, served luxury brands of Sandro, Berluti, Jil Sander, Philipp Plein and Nina Ricci on China's digital marketing, including KOL collaboration, digital campaign planning and daily content generation of Weibo & WeChat accounts, etc.
- Secured new digital marketing pitches worth over \$800,000 in total budget for clients including Memories Lab, Pomellato, and Gieves & Hawkes

ADDITIONAL INFORMATION

- Language: Fluent in English, Mandarin. Basic in Cantonese
- Producer of a short film named Photography, shortlisted in Yokohama International Film Festival
- Ivey MBA ROMBA Fellow (Serve as an ambassador to the LGBT+ community)

A. Nicole Kutteh, CMA

Hanover, NH • (610) 213-8068 • Nicole.Kutteh.TU24@tuck.dartmouth.edu • linkedin.com/in/nicole-kutteh

EDUCATION

- 2022-present **TUCK SCHOOL OF BUSINESS AT DARTMOUTH COLLEGE** Hanover, NH
Master of Business Administration Candidate, Expected June 2024
ROMBA Fellow, Tuck Pride Co-Chair, Course Rep, Marketing Club, Glen Tuck Society
- 2011-2015 **QUESTROM SCHOOL OF BUSINESS AT BOSTON UNIVERSITY** Boston, MA
Bachelor of Science in Business Administration, Summa Cum Laude
Concentrations in Operations and Technology Management and Accounting, Minor in Psychology
Top Operations and Technology Management Concentrator Award, Honors Program
-

EXPERIENCE

- 2023-2023 **AMERICAN TOWER CORPORATION** Woburn, MA
Leadership Development Program Intern, US Tower Corporate Development (June-August)
- Managed a cross-functional project team (Strategic Finance, FP&A, Accounting, Data Analytics) to develop a Quarterly Business Review process for U.S Tower Senior Vice President performance management
 - Established 30 KPIs across 8 asset types that total to \$5B+ in annual revenue, to be tracked, monitored, and reported out on a quarterly basis
 - Coordinated two offsites to obtain leadership buy-in and provide a current state assessment of process enablers (systems, tools, roles and responsibilities) to drive an effective implementation
 - Assessed opportunities for future automation and worked with the reporting teams to incorporate high priority enhancements into the existing analytics roadmap
- 2018-2022 **BOSE CORPORATION** Framingham, MA
Program Manager, Manufacturing and Global Supply Chain (MGSC) (2021-2022)
- Planned and executed high profile cross functional strategic projects including maturing the ESG program to remain competitive and reducing returns to improve overall margin across the top five North American resellers
 - Partnered with the Business Unit Strategy Manager to create and document the long-term (5-7 year) supply chain strategy, which was leveraged by the MGSC Senior Leadership team to efficiently communicate and deploy the strategy across impacted functions
 - Formulated and implemented 30+ tiered divisional performance metrics and directed metric owners prior to monthly report outs to the Senior Leadership team to ensure alignment with annual financial targets and implement operational changes when needed
 - Coordinated, organized, and developed content for weekly leadership team staff meetings, quarterly off-sites, divisional meetings, and corporate requests for the Business Unit Strategy Manager and the Senior Leadership team to align work across the organization
- Senior Process and Controls Assurance Analyst, Independent Assurance Services* (2018-2021)
- Assessed design and effectiveness of internal controls across over 15 business processes resulting in improved operations (i.e. lower risk exposure, lower cost, higher efficiency)
 - Performed company-wide financial analysis and facilitated leadership discussions to build an annual risk-based audit plan that provided leadership with confidence over a wide range of entities and processes
 - Lead a diverse range of value-add audit projects and ad hoc investigations covering strategic, operational, and financial scope areas with actionable recommendations
 - Presented key audit findings to the CFO during recurring Internal Audit Quarterly updates
 - Advised and assisted the Enterprise Risk Management team with monitoring top level risks
- 2015-2018 **ERNST & YOUNG (EY)** Boston, MA
Senior Risk Advisor, Risk Advisory Practices
- Managed SOX 404 ICFR for two Fortune 100 companies within Commercial Retail industry and Aerospace and Defense sector
 - Tracked engagement economics on all SOX and Internal Audit projects and achieved project objectives on time, within budget, and with high quality for 3+ projects at a given time
 - Analyzed and evaluated effectiveness and design of internal controls across various business processes
 - Leveraged data analytics to emphasize key findings and provided a visualization of current and future states
 - Supervised and reviewed work of up to 10 less senior team members prior to project delivery
 - Owned client relationship, anticipated requests, and was specifically requested by multiple clients

NICO PEDREIRA

New Haven, CT 06511 | Tel: (949) 351-4258 | Email: nico.pedreira@yale.edu

EDUCATION

YALE SCHOOL OF MANAGEMENT

New Haven, CT

Master of Business Administration (MBA)

2025

- Dean's Scholarship | ROMBA Fellow | Consortium Member
- Clubs: Consulting, Assn. of Hispanic and Lat-Am Students, Out of Office (LGBT), Impact Investing Club, Net Impact

THE GEORGE WASHINGTON UNIVERSITY

Washington, DC

Bachelor of Arts (BA), International Affairs

2015

- Dean's List, magna cum laude | Elliott School of International Affairs Class of 2015 Graduation Speaker

PROFESSIONAL EXPERIENCE

KATIE PORTER FOR U.S. SENATE

Los Angeles, CA

Political Advisor

2023

- Devised and executed strategy that earned support for campaign among key California constituencies, including over 30 labor unions, elected officials, grassroots activists, advocacy organizations and Democratic Party leaders
- Led outreach efforts to Latino communities, including organizing two roundtable discussions with over 20 Latino leaders focused on the impact of climate change on lower-income communities and local entrepreneurship

HILLTOP PUBLIC SOLUTIONS

Los Angeles, CA

Principal

2022 - 2023

- Developed and executed 19 strategic plans for clients, which encompassed analyzing voter data profile, building political coalitions, reviewing private and public polling, and appropriating campaign resources for paid media efforts
- Managed political relationships and outreach to secure over 200 endorsements from organizations and elected officials for clients such as Rob Bonta for Attorney General, Dave Min for Congress, and Catherine Blakespear for State Senate

Associate

2020 - 2021

- Built and maintained an Excel database with over 300 political contacts in order to track communications between candidates and campaign stakeholders and provide analysis of political engagement for campaign leadership
- Organized planning, implementation, and follow-up engagement for dozens of campaign rallies, press conferences, and expert roundtables with community leaders to raise profile for federal, state, and local political campaigns in California

GAVIN NEWSOM FOR GOVERNOR

Los Angeles, CA

Deputy Political Director

2021 - 2022

- Liaised with federal and state elected officials serving as the Governor's surrogates in public events during a recall campaign and personally stumped for Gov. Newsom to a dozen Democratic clubs throughout California
- Planned, implemented, and supported staffing for three statewide campaign bus tours with 25 events across 10 cities with high-profile surrogates including President Joe Biden, VP Kamala Harris, and Sen. Elizabeth Warren

KAMALA HARRIS FOR THE PEOPLE

Los Angeles, CA

California Deputy Political Director

2019

- Directed event planning, briefing preparation, and on-site staffing for candidate as she campaigned throughout California, including for a 3,000-delegate convention and spontaneous visits to local events
- Produced over 50 research memos on contemporary political trends in California, including ballot initiatives, competitive local elections, and in-state campaign activity of all primary rivals

ADDITIONAL INFORMATION

- Languages: Spanish, Native | French, Limited Working Proficiency | Portuguese, Elementary Proficiency
- Interests: playing tennis, perfecting my peach cobbler recipe, losing myself in a Gabriel Garcia Marquez book