

# JACOB M. ZEREGA

jacobmzerega@uga.edu | 703-727-0232 | linkedin.com/in/jacobmzerega

## EDUCATION

---

**UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS**, Athens, GA August 2025-May 2027

**MBA — Operations Management, Strategy, Business Analytics**

- Reaching Out MBA Fellow, Terry Excellence Scholarship, International Residency Scholarship.
- Ambassador for the Terry College of Business MBA Program.

**UNIVERSITY OF TENNESSEE COLLEGE OF ARTS AND SCIENCES**, Knoxville, TN August 2018-May 2022

**Bachelor of Music — Music Education**

- *Summa cum laude* – GPA: 3.8, Pi Kappa Lambda Honor Society.
- Member of the Pride of the Southland Marching Band & UT Trombone Studio.

## WORK EXPERIENCE

---

**MILL SPRINGS ACADEMY**, Alpharetta, GA July 2024-June 2025

*Private school focused on students with ADHD and other learning disabilities, grades K-12*

**Director of Bands / Music Instructor**

- Developed and executed engaging weekly lesson plans to over 65 students, 36% of student body.
- Collaborated with Fine Arts department and led a team of 5 volunteers to plan and present two annual concerts featuring solos, small groups, and ensemble works to achieve Georgia music performance standards.
- Introduced rhythmic and melodic instrumental concepts to students in grades 1-5.
- Collaborated with colleagues to create cross-curricular lessons with over 10 other classrooms.
- Mentored 5 students biweekly in the creation of school-wide initiatives as the sponsor of Tri-M Honors Society.

**LOUDOUN COUNTY PUBLIC SCHOOLS**, Ashburn, VA December 2021-July 2024

**Assistant Director of Bands / Music Instructor (2022-2024)**

- Managed an overall budget of over \$250,000 annually for equipment rentals and staff salaries.
- Oversaw and organized a marching band instructional staff of 12 people.
- Coordinated fundraising efforts to generate over \$25,000, a 40% YOY increase.
- Organized logistics of the 2024 VBODA District XVI Solo and Ensemble festival by coordinating budget, staffing, and schedule for a one-day event for over 150 students from 34 schools.
- Developed and executed engaging weekly lesson plans to over 250 students.
- Enhanced student individual and ensemble performance skills in classes of over 50 students.
- Earned Superior ratings at State Assessment in 2023 and 2024 with five ensembles.
- Prepared students in written and aural music theory skills for the AP Music Theory exam.
- Grew marching arts program to increase school visibility on a national stage through recruitment of current and future high school students. Enrollment increased by 15% between the 2022 and 2023 seasons.
- Led after-school rehearsals of over 220 students, the largest marching arts program in Virginia.

**Student Teacher (2021-2022)**

- Collaborated with cooperating teachers to lesson plan, coordinate concerts, and team teach daily instruction.

## ADDITIONAL INFORMATION

---

- Technical Skills: Excel, SQL, Google Data Analytics Certification, Tableau, Power BI.
- Harvard Publishing Company's Statistics and Mathematics for Management.
- Created and managed online program for instrument rental tracking for over \$150,000 of equipment.
- Member of the Atlanta Stonewall Sports Kickball League.
- Interests: the outdoors, 35mm photography, college football, learning Italian.

## Bianca Haikal

East Lansing, MI • haikalbi@msu.edu • (704) 386-1801 • [linkedin.com/in/biancahaikal/](https://www.linkedin.com/in/biancahaikal/)

### EDUCATION

**Michigan State University, Broad College of Business**, East Lansing, MI  
*Master of Business Administration (STEM Designated), Marketing and Business Analytics*  
Merit Scholarship Recipient, Forté Fellow, ROMBA Fellow

Expected May 2027

**Federal University of Minas Gerais, Law School**, Belo Horizonte, MG  
*Bachelor of Laws*

January 2019-December 2023

### EXPERIENCE

**Dupe AI**, East Lansing, MI (*Remote*)

August 2025

*Founder and Product Lead*

- Conceptualized and co-developed an AI-powered mobile app to identify affordable makeup alternatives, combined product vision, design input, and technical collaboration to deliver a cost-effective beauty solution
- Optimized customer acquisition costs by leveraging organic marketing strategies, drove margin growth while minimizing expenses
- Launched and executed a TikTok content strategy, achieved an average of 200 views on initial posts to 600,000+ views on later content, representing a **300,000% growth in audience reach**

**Eli Broad College of Business**, East Lansing, MI

August 2025

*Digital Marketing & Brand Strategist*

- Drove a full rebranding work, unifying Full-Time, Executive, and Online programs under one cohesive brand for **60K+ followers**
- Developed and executed a cross-platform content strategy, delivering bi-weekly posts on TikTok, Instagram, and LinkedIn that drove a **52%** increase in engagement and expanded reach across diverse audiences
- Monitored and interpreted media performance through Sprinklr analytics, leveraging data insights to refine content, boost reach by **17%**, and centralize campaign management for streamlined efficiency

**Genio Tech LLC**, Charlotte, NC (*Remote*)

August 2024-August 2025

*Product Marketing Strategist*

- Scaled a B2C app studio to **120K+ monthly active users** and **over 1M downloads**, with the flagship app repeatedly ranking in the **Top 3 on Brazil's Apple Store**, strengthening market presence and user adoption
- Led user research and in-person field studies across universities, combining KPI-driven data analysis with adoption insights to boost Genio IA's conversion by **21%** and ultimately enable the launch of a second product, Anotar AI, which achieved even higher user conversion rates
- Managed A/B testing and competitive benchmarking, using data to optimize design, refine positioning, prioritize features, and save **4+ hours/week**

**Barroso & Coelho Law Firm**, Belo Horizonte, MG

March 2022-July 2024

*Litigation Attorney*

- Drafted and scrutinized **50+ legal documents monthly**, including petitions, appeals, defenses, and contracts - ensured **100% on-time compliance** with judicial deadlines, avoiding penalties and procedural losses
- Mentored and managed a team of **4 interns**, delegated tasks, coordinated workflows, and provided performance feedback, boosted team efficiency and reduced error rate in filings by **25%**
- Formulated a groundbreaking legal thesis annulling convictions of city council members, secured remand to the first instance, leading to statute of limitations, enabled their re-election eligibility, and prevented over **USD \$2M** in fines and restitution per councilor

**CMU Energia**, Belo Horizonte, MG

October 2021-March 2022

*Energy Corporation In-house Law Intern*

- Authored and reviewed **200+ energy contracts monthly**, including service confidentiality, energy purchase/sale, business prospecting, lease, and partnership agreements, ensured legal compliance and reduced negotiation time by **15%**

**Barbosa, Castro & Mendonça Law Firm**, Belo Horizonte, MG

March 2021-October 2021

*Corporate Law Intern*

- Drafted legal briefs and memoranda based on case summaries extracted from PJe and JPe electronic systems, summarized complex records into clear arguments, supported attorneys in hearings and improved litigation efficiency

**State Attorney's Office of Minas Gerais**, Belo Horizonte, MG (*Remote*)

March 2020-February 2021

*Tax Law Intern*

- Executed a large-scale project to virtualize physical case files, helping transition **80%** of the Attorney General's Office of Tax Enforcement records to digital format, significantly improving productivity and efficiency in case management

### LEADERSHIP

**Academic League on Criminal and Procedural Law (LADPen)**, Belo Horizonte, MG

April 2022-December 2023

*Founding Member*

- Formed the academic league from the ground up, leading recruitment efforts to achieve **100+** student sign-ups within the first semester
- Coordinated study groups and events, including the first and biggest State Congress on Economic Criminal Law and Crimes Against Public Administration, featuring three Brazilian Supreme Court Justices: Gilmar Mendes, Cármen Lúcia, and Cristiano Zanin

**Brazilian Competition on Criminal Law and Criminal Procedure – Institute of Criminal Sciences**

- III Edition (2022)*: Team leader; executed research on Electoral and Criminal Law; co-authored legal brief; awarded 4th nationally
- IV Edition (2023)*: Selected team member; researched Drug Trafficking Law; co-authored legal brief; ranked 10th nationally

### RESEARCH EXPERIENCE

**Federal University of Minas Gerais, Law School**, Belo Horizonte, MG

January 2022-June 2022

*Research Assistant - Department of Civil, Procedural and Commercial Law*

- Conducted in-depth research and synthesized critical judgments from leading Brazilian courts regarding contractual adjustments during the COVID-19 pandemic, delivering reports that supported a judge's successful appointment to the appellate bench (Judge Marcelo Milagres)

### SKILLS

- Languages**: Portuguese (Native); English (C1, advanced); Italian (B2, intermediary); French (B1, intermediary)

# Tiana S. Barnwell

Dallas, TX | 347-367-5038 | tianabarnwell97@gmail.com

---

## PROFESSIONAL SUMMARY

Results-driven Operations Strategy and Implementation Consultant with substantial expertise in project management, implementation, and strategic planning across a variety of sectors, including aviation, finance, and consultancy. Proven track record of managing cross-functional teams, promoting operational excellence, and carrying out high-impact projects to improve organizational performance and efficiency.

---

## CORE COMPETENCIES

Project Management • Cross-Functional Collaboration • Investment Banking Operations • Storytelling • Implementation • Verbal and Written Communication • Strategic Planning • Risk Management • Stakeholder Engagement • Operational Efficiency • Change Management • Decision-Making • Client Relationship Management

---

## EDUCATION

**Master of Business Administration** | Johns Hopkins Carey Business School | Expected: 2027

**Bachelor of Arts in Political Science** | Spelman College | May 2019

---

## PROFESSIONAL EXPERIENCE

### Operations Strategy & Implementation Consultant

Southwest Airlines - Dallas, TX | Jun 2022 – Present

- Identified and improved communication gaps between technical teams and business stakeholders to align project goals, establish scope, and assure the effective implementation of key projects
- Directed cross-functional coordination across Inflight, Flight Ops, Cargo, Safety, and Dispatch teams to prepare for the IOSA audit, strengthening compliance and partnerships with global airlines
- Designed and implemented strategies by gathering business requirements and assessing workflows; briefed senior leadership with data-driven insights to guide enterprise decisions
- Oversaw audits across 8 workstreams, aligning Discipline Owners on timelines and quality benchmarks to ensure accountability and cross-team collaboration
- Improved communication between technical teams and business stakeholders, reducing scope gaps and accelerating project execution

### Consultant

Guidehouse - Houston, TX | Dec 2020 – Mar 2022

- Managed project timelines, resources, and KPIs to deliver high-quality outputs on time, consistently surpassing client expectations
- Facilitated stakeholder workshops and process mapping sessions to co-design future-state workflows, boosting organizational efficiency
- Partnered with the Change Management team to restructure departments, improving productivity and operational effectiveness
- Produced executive presentations and reports for senior leadership, translating complex data into actionable recommendations

### Senior Analyst, Marcus Lending Product Strategy & Customer Experience (CX)

Goldman Sachs - Dallas, TX | Jul 2019 – Dec 2020

- Launched targeted marketing campaigns that drove a 20% increase in customer satisfaction and boosted Auto Pay enrollments by 25%, enhancing retention and adoption
- Applied performance data and market research to optimize strategies, increasing ROI and conversion rates across campaigns
- Partnered with Product, Marketing, and CX teams to align offerings with consumer insights, driving product adoption

### Analyst, Investment Banking Finance and Control

Goldman Sachs - Dallas, TX | Jul 2019 – Dec 2020

- Oversaw the consolidation of statutory accounts, balance sheet reconciliations, and profit and loss (P&L) statements, ensuring financial correctness and regulatory compliance across investment banking activities
- Monitored the allocation of \$500 million in funds, producing thorough liquidity and financing reports for Managing Directors to assist with strategic financial planning and risk management

- Managed a diversified portfolio of more than 200 advising projects, including financial evaluations to guarantee transaction correctness, compliance, and cost recoverability in accordance with company regulations
- 

## **TECHNICAL SKILLS**

JIRA, Asana, Microsoft Visio, Microsoft Excel, SQL, Adobe Experience Manager, Microsoft Office Suite (Word, PowerPoint, Outlook, Google Suite)

---

## **PROFESSIONAL VOLUNTEERING**

### **Audit Chair, Board of Directors | At the Table NYC**

- Chair of audit committee, which oversees financial reporting, risk management, internal controls, and the company's relationship with auditors, ensuring transparency and accountability

### **Court Appointed Special Advocate (CASA) | Dallas CASA**

- Served as advocate for child victims of abuse and neglect, working effectively with attorneys, foster parents, families, and caseworkers
- 

## **SPECIAL PROJECTS**

### **JP Morgan Chase | Dallas, TX | 2022**

- Analyzed branch-level cash delivery discrepancies; recommended reconciliation strategies that improved accuracy and efficiency

### **Louis Vuitton Moët Hennessy (LVMH) | Remote | 2021**

- Developed and implemented comprehensive marketing strategies for the Hennessy brand portfolio, enhancing brand visibility and engagement within NBA partnerships

### **BOX | Remote | 2021**

- Partnered with cross-functional teams to optimize recruitment workflows, reducing time-to-fill and improving overall hiring efficiency



## EDUCATION

### COLUMBIA BUSINESS SCHOOL

**MBA**, Finance, May 2026

New York, NY

2024 - 2026

*Honors:* Forté Fellowship, Fredericks Merit Scholarship, ROMBA Fellowship

*Leadership:* Chief of Staff (Career Management Center Fellows), Vice President (Peer Advisor & Hermes Society Boards)

### ASHESI UNIVERSITY

**BSc**, Business Administration, May 2017

Accra, Ghana

2013 - 2017

*Honors:* First Class Honors, Mastercard Foundation Scholarship (Full Ride)

*Leadership:* Academic Chair (Student Council), Editor-in-chief (Student magazine), Career Peer Advisor

## EXPERIENCE

### BARCLAYS INVESTMENT BANK

New York, NY

**Summer Associate, Investment Banking (Financial Institutions Group)**

2025 – 2025

- Built detailed valuation models to assess strategic options for a \$450bn AUM alternative asset manager which was incorporated into senior banker presentations
- Performed regression analyses (EV/EBITDA vs Organic growth and Rule of 40) for 8 public insurance brokers, delivering implied valuation multiples used in client-facing pitch materials

### ACCESS BANK PLC

Accra, Ghana

*Africa's largest commercial bank by customer base (49 million)*

2019 - 2024

**Funding & Liquidity Manager -Treasury Department (2021-2024)**

- Led funding projects securing \$200m from top investment banks and the IFC through targeted negotiations and strategic pitching, driving a 50% increase in Treasury's revenue and it being the most profitable department for two consecutive years
- Managed a \$900m asset-sized balance sheet with zero liquidity sanctions through gap analysis and proactive asset liability mismatch management, even during a high-risk regulatory period

**Analyst, Asset Liability Management -Treasury Department (2020-2021)**

- Provided hedging analysis to Treasurer with strategies for bank's balance sheet exposure to interest and currency risk, increasing treasury's revenue by 10%
- Designed and deployed 6 dashboards to track liquidity risk and ALM metrics, enhancing early warning detection by 25%

**Relationship Officer, Management Trainee - Financial Institutions Department (2019-2020)**

- Led presentations on bank's clearing platform to 5 major financial institutions leading to a 100% adoption of the product
- Selected from 5,000 applicants for the management trainee program and emerged as the top performer among 40 trainees

### TALLMAST COMPANY LIMITED

Accra, Ghana

*Pioneer consumer loans securitization firm in Ghana*

2018 - 2019

**Securitization Analyst**

- Built financial models which supported the \$20m securitization program, enhancing investor confidence
- Spearheaded the implementation of *QuickBooks*, reducing paperwork by 75% and optimizing data accuracy for the team

### DROB GHANA LIMITED

Accra, Ghana

*Startup Courier Service in Accra*

2017 - 2018

**Service Delivery Officer**

- Achieved 100% quarterly customer satisfaction by implementing proactive complaint resolution strategies, reducing response time by 50% and enhancing customer loyalty
- Developed onboarding safety trainings for 25+ couriers, focusing on road safety, leading to a 60% reduction in bike accidents

## ADDITIONAL INFORMATION

*Work Authorization:* STEM MBA, three-year OPT Eligible

*Certifications:* Chartered Accountant (ACCA, United Kingdom), Chartered Banker (Institute of Bankers, Nigeria)

*Volunteer Work:* Fundraising Lead – Association of Ghana Elders; Raised \$25,000 in funding to support mental health campaigns

*Interests:* Powerlifting, Public Speaking (National Champion, Toastmasters Speech Evaluation Contest), Nature Exploration

# MRINALINI (NALI) SHAH

[nali.shah@duke.edu](mailto:nali.shah@duke.edu) • 254-931-0200 • [LinkedIn](#)

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

#### **Master of Business Administration; Health Sector Management Concentration**

Tuition Scholarship (\$140K, Forté Foundation); Reaching Out MBA Fellow; Board of Directors of Financial Health Pathways (financial literacy nonprofit); Notley Venture Capital Fellow

Durham, NC  
December 2025

### THE UNIVERSITY OF TEXAS AT AUSTIN, College of Liberal Arts

#### **Bachelor of Science, Government; Communications & Public Policy Minor (GPA 3.9/4)**

Tuition & Living Scholarship (\$115K, Terry Foundation); Phi Beta Kappa; King's College London, Sciences Po Paris, Peru Teaching & Archer Fellowships; Rotary Youth Leadership Award; Presidential Service Award; Aspen Institute Scholar

Austin, TX  
May 2017

## EXPERIENCE

### TRIPLEMOON (Healthcare Startup)

#### **Intern - Mentored Study Program**

- Collaborate with founder, chief of staff, and clinical operations lead to launch go-to-market strategy for clinical offering

Durham, NC  
2025

### VANGUARD (Asset Management Firm)

#### **MBA Intern - Leadership Development Program**

- Built real-time resource management dashboard coordinating across finance, marketing, tech, and data teams to model time tracking; enabled executives to reallocate 15% of labor to priority projects and accelerate delivery time
- Reported workforce analytics to senior leadership to identify inbound work requests mapped to capacity and underutilized resources

Malvern, PA  
2025

### 20 DEGREES, LLC (Management Consulting Firm)

#### **Social Finance Specialist - Revenue & Growth Strategy**

- Managed four revenue model transformation projects across a \$1M client portfolio, co-designing business models with Yale SOM faculty that reduced costs and improved service delivery and customer experience for a mortgage lending software, apprenticeship program, affordable housing initiative, and capital financing campaign
- Secured executive endorsement for a national pharmaceutical regulator's growth strategy by leading a nine-month market positioning project and delivering competitive analysis, GTM strategy, and growth opportunities report
- Developed training curriculum for P&L and breakeven tools used by 200+ Virginia childcare providers professionalize budgeting, support scaling operations, and strengthen eligibility for grants and loans
- Represented firm at Neighborhood Economics conference, generating one client and two leads

Remote  
2023 - 2024

### CGI, FORMERLY SENSE CORP (Management Consulting Firm)

#### **Management Consultant - Technology, Public Sector**

- Led functional analysis and training sections of a successful business development proposal for a Medicare informatics transformation, supporting \$2M in firm work to advance data-driven patient care
- Managed five public sector digital transformation projects, incl. discovery, requirements gathering, testing, and client relations to deliver scalable service delivery solutions across energy, law enforcement, and utilities
- Awarded firm-wide "Collaborator" recognition for GTM, training and PM deliverables that extended client contract
- Analyzed client business processes via stakeholder interviews, produced gap analysis and presented findings to executive suite with positive reception, enabling a 2x reduction in processing time for enterprise-wide software

Austin, TX  
2021 - 2023

### THE UNIVERSITY OF TEXAS SYSTEM (State Higher Education System)

#### **Program Specialist - The Archer Center, Office of Federal Relations**

- Established a \$600,000 annual scholarship program, selection criteria, funding tiers, partnerships and SOP serving 160 students
- Led a team of 25 PT staff in recruitment, doubling applications and generating competitive applicant pool across 14 campuses
- Liaised with Advisory Board, Trustees, and Alumni to deliver a dashboard of 1,000+ alumni over 20+ years

Austin, TX  
2020 - 2021

#### **Student Development Specialist I & II - Innovation & Strategic Planning**

- Created a division-wide D&I initiative proposal with feedback from 26 offices, winning \$120,000 in funding for a pilot program; built program assessment plan and procured a \$10,000 evaluation contract; facilitated 10 workshops for 150+ people
- Transitioned pilot into full-time program, hired leadership, and raised \$200K to scale operations

2018 - 2020

### UNITED NATIONS HIGH COMMISSIONER FOR REFUGEES (Humanitarian Aid Organization)

#### **Protection Assistant & External Relations - Capitol Hill & Field Operation Offices**

- Evaluated 30+ residents of Moria Refugee Camp to report on needs, public health & living conditions, and legal access; referred cases to UNHCR, NGO, Greek and European Union officials; designed a record-keeping system that facilitated the transfer of 100+ camp residents to shelters and managed reporting to Geneva headquarters

DC & Greece  
2017 - 2018

### BROOKINGS INSTITUTION & LBJ SCHOOL OF PUBLIC AFFAIRS (Policy Research Institutions)

#### **Research Intern, Research Assistant to Professor Jeremi Suri**

- Conducted research for public policy projects; developed a digital archive of 1000+ primary source documents
- Examined data and produced digital portfolio condensing 4,000+ data points for advanced reference and analyses

DC & TX  
2014 - 2016

**Technical Skills:** Agile, Waterfall, Salesforce, Tableau, Power BI, GCP, AWS, Azure DevOps, SQL, Microsoft Excel & Visio, Adobe

# THO (ETHAN) TRUONG THAI

Irvine, CA 92603 | (714) 351-3682 | [thaitruongtho1405@gmail.com](mailto:thaitruongtho1405@gmail.com) | [linkedin.com/in/tho-thai-a54043a6](https://www.linkedin.com/in/tho-thai-a54043a6)

---

## EXECUTIVE SUMMARY

Strategic operations & commercialization leader, orchestrating next-generation sequencing (NGS) services and digital commerce platforms. Expert at leading cross-functional teams, deploying KPI-driven strategy, and delivering double-digit revenue growth while reducing cost structures. Proven ability to expand global footprints, elevate customer experience, and command P&L responsibility.

## PROFESSIONAL EXPERIENCE

### ZYMO RESEARCH CORPORATION, Irvine, CA

#### *Microbiome Service Operation Manager*

*Dec 2020 - Present*

- Managed \$3M+ CAPEX portfolio generating 11% company-wide annual revenue. Managed key clienteles (biopharma, academic, B2B, and B2B2C) that made up 56% of annual total BU sales.
- Spearheaded global expansion into Germany and South America, contributing 17% of total sales.
- Led a cross-functional project involving marketing, finance, operation, legal, and web development to deploy a digital platform that supports NGS services transactions. The platform increases customer conversion by 2x and increases the repurchase rate by 17%.
- Established and tracked project KPIs, such as on-time rate, customer satisfaction, and NPS while preemptively identifying potential issues and developing mitigation plans before SLA/MSA deviation.
- Managed and utilized operational KPIs to optimize workflows, boosting production throughput by 400% and reducing operating expenses by 46%. The optimization process led to a 13% increase in profit YoY.
- Oversaw targeted digital ad campaigns that boosted conversion rate by 13% and delivered over 400% ROI. Strategized GTM strategy for 3 new service launches over a 2-year period.

#### *General Manager Operation-Viet Nam*

*Jul 2019 - Dec 2020*

- Led task force including legal, finance, and local vendors to obtain construction permits for a greenfield manufacturing site.
- Oversaw a \$1.3 M capital budget, delivering executive-level strategy reviews and variance analyses.
- Established and maintained communication channels, such as weekly meetings, to guarantee smooth project execution.

#### *Research Associate*

*Jul 2018 - Jul 2019*

- Operated and maintained Next-generation sequencing services with the emphasis in microbiome research, delivering high quality with fast turn-around time and ensuring more than 97% customer satisfaction rate.
- Developed product to simplify shotgun metagenomic library preparation while boosting success rate to 87%.

### PANGAEA LABORATORY, Tustin, CA

*Nov 2020 - Jan 2022*

#### *Clinical Research Associate - Contractor*

- Deployed a 24-hour turnaround time procedure for COVID testing within 1 week, processing over 10,000 samples per week.
- Authored standard operating procedure documents for clinical sample handling and processing. Trained and mentored a team of lab technicians.

## SKILLS AND QUALIFICATION

- Operations and project management.
- Strategic planning. Contract Negotiation.
- Profit and cost analysis.
- Industry speaker
- Customer conversion and retention
- Marketing & pricing strategy
- Molecular and microbiology
- MS Word, Excel, Powerpoint, Alteryx, NetSuite, Tableau, Jira-like apps (Trello, Monday).

## EDUCATION

### **Master of Business Administration**

University of California, Irvine, The Paul Merage School of Business, Irvine, CA

- Immersion in Healthcare Management and Policy. Immersion in Digital Transformation.

### **Bachelor of Science, Pharmaceutical Science**

University of California, Irvine, CA

**Expected April 2026**

**March 2017**

## ACHIEVEMENTS AND EXTRACURRICULUM

- Zymo Research 2021 Special Recognition Award
- Leadership in Digital Transformation Scholarship
- Reaching Out MBA (ROMBA) Fellowship.
- Luis Villalobos Endowed Scholarship
- President of UCI Merage Out of Business Club
- Project Management Certification (Exam scheduled 09/2025)

## XIAOLIANG LU

Xiaoliang.lu@my.utexas.edu  
Mobile Phone: (737) 242-1958  
[linkedin.com/in/XiaoliangLu/](https://www.linkedin.com/in/XiaoliangLu/)

### EDUCATION

- 
- THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX** **2025-2027**  
**Master of Business Administration (General Management)**
  - Scholarship Recipient, ROMBA Fellow, Forte Fellow
- SOUTH CHINA UNIVERSITY OF TECHNOLOGY, Public Administration, Guangzhou, China** **2011-2015**  
**Bachelor of Management Science in Public Administration**
  - Honored as Outstanding Graduate (Top 5%), Class of 2015

### EXPERIENCE

- 
- ESMARTWAVE TECHNOLOGY CO., LTD, Shanghai, China** **2020 - 2024**  
*China's top 3 marketing strategy and solution provider for consumer brands in order delivering industry*  
**Marketing Leader, Omni-Channel Marketing Business Unit** **2020 - 2022**
  - Acquired 40% market share in 3 years from 0, driving 30% of total revenue and 45% of profit with only 5% headcount
  - Directed \$30M marketing campaign budgets from strategy to execution, monitoring implementations and optimizing workflows to consistently achieve 100% client satisfaction and drive average 150% sales growth
  - Managed business P&L and operation strategy in respond to post-COVID budget cuts, improving profitability by 15% and cost efficiency by 30% through process optimization
  - Recipient of China Brand Marketing Awards for a campaign that reached 100M users and 200% sales growth via in-depth insights
- Data and Marketing Manager, Full Landscape Retail Business Unit** **2020 - 2022**
  - Led a 7-member data and marketing team to provide data-driven marketing services and established service delivery framework that generated \$2M incremental revenue
  - Launched cross-function knowledge system and the 1<sup>st</sup> talent development framework that supported over 500 employees
  - Won company award for 6 times (highest record) for outperformed in delivery and demonstration of company value
- YUKIHO TECHNOLOGY CO., LTD, Hangzhou, China** **2019 - 2020**  
*Start-up pioneering in online bakery and dairy business and specialized in providing eCommerce operation services*  
**Co-Founder & CMO**
  - Engineered entry strategy and achieved top 1 sales as a new dairy and bakery supplier on China's largest eCommerce platform Tmall through competitors' analysis, differentiating product portfolio and paid media strategy
  - Built customer acquisition and retention strategy for online bakery business, implementing SEO optimization and loyalty program to acquire 1,000+ customers in 6 months, exceeding growth targets by 20%
  - Spearheaded transformation for a local declining cereal by launching eComm business and redesigning both marketing strategy and sales pipeline towards Gen Z customers, achieving 300% sales growth in 6 months
- PEPSI (CHINA) INVESTMENT CO., LTD, Shanghai, China** **2018 - 2019**  
*Joint Venture between PepsiCo International and China exclusive franchised bottler*  
**Specialist, E-Commerce Trade Marketing**
  - Accelerated promotion by 1 year after beating sales target by 128% and improved profitability by 25%
  - Streamlined processes among 4 departments and 7 external partners and refined go-to-market operations, delivering 8 new products launching and 8 campaigns with 40% efficiency improvement
- SINODIS (SHANGHAI) FOOD CO., LTD, Shanghai, China** **2016 - 2018**  
**Business Developer**
  - Received Best Practice Award of company (top 2%) for reaching 100% sales target
  - Invented automatic order model adopted by 40+ brands with 900 SKUs, enhancing operation efficiency by 25%+

### ADDITIONAL

- 
- Community:** Project leader of Shanghai Pride for 6 years, building collaboration among 30+ national LGBT NGOs
  - Work Eligibility:** Eligible to work in the United States; STEM OPT eligible, will require visa sponsorship

# ARES LI

Tel.: +1 (226) 376-0001 | E-mail: sli.mba2026@ivey.ca

## EDUCATION

### Ivey Business School, Western University

London, Canada

#### Master of Business Administration

2025-2026

- Awarded the prestigious Reaching Out MBA Fellowship as one of only 2 students selected from the 150-member MBA cohort, recognizing outstanding leadership and global impact.

### University of Sheffield

Sheffield, UK

#### Master of Science in Management

2017-2019

- Graduated in the top 10% of the class, earning lifetime membership in the Beta Gamma Sigma business honor society.

### Huazhong Agricultural University

Wuhan, P.R. China

#### Bachelor of Engineering in Bioengineering

2012-2016

- Won third prize in the Hubei Provincial Business Challenge, demonstrating a broad range of commercial skills.

## PROFESSIONAL EXPERIENCE

### Ferrero

Shanghai, P.R. China

#### Senior Brand & Portfolio Manager – Kinder Seasonal (Confectionery Brand)

2022-2025

- Brand Campaign Strategy:** Spearheaded Kinder seasonal expansion strategy by assessing culturally relevant occasions and festive snack consumption patterns; prioritized high-potential festivals based on brand fit and commercial viability, expanding brand presence from 3 to 7 occasions and unlocking \$280M incremental sales.
- Product Portfolio Strategy:** Restructured seasonal product portfolio by launching consumer-led innovations in the underserved kids' gifting segment and untapped emerging channels; achieved 30% sales growth and +4pts gross margin improvement year-over-year (YoY) while navigating complex global innovation cycles.
- Digital Marketing Acceleration:** Rebuilt Kinder's digital strategy by optimizing media mix, prioritizing top-selling products, and tailoring consumer-facing content along the digital consumer journey; delivered 33% YoY growth across Tmall, TikTok, and Meituan (China's leading on-demand delivery platform) amid an industry-wide downturn.

### Mars Wrigley

Guangzhou, P.R. China

#### Marketing Manager –Extra/Orbit (Chewing Gum Brand)

2021-2022

- Brand Growth Strategy:** Built a three-year brand growth portfolio roadmap via synthesizing consumer insights, market & competitive research, and price-pack analysis; secured cross-functional alignment and identified strategies projected to deliver 5% brand CAGR, outpacing the flat industry benchmark.
- Market Education & Demand Generation:** Led Extra's Oral Health Program by integrating stand-up comedy and dental KOL advocacy across major social platforms to revitalize an aging gum market; drove 182M+ reach, 19M+ engagements, and 117% YoY sales growth, marking the company's top-performing campaign over the past decade.

### Procter & Gamble

Guangzhou, P.R. China

#### Senior Brand Manager – Aussie & Pantene (Haircare Brands)

2018-2021

- Product Positioning & Messaging Strategy:** Repositioned Pantene Capsule Hair Oil by resolving misalignment between initial positioning and consumer expectations, and redefining messaging to highlight product's differentiated benefit; boosted GMV ranking from outside Top 50 to Top 4 on key e-commerce platforms (Tmall and TikTok).
- New Brand Launch:** Led Aussie's market entry in China by localizing brand positioning and crafting integrated go-to-market strategy across brand communications, product portfolio, channel mix; established the brand as the No.1 Hair Volume Brand.
- Integrated Marketing & Consumer Activation:** Masterminded Aussie brand campaign by integrating celebrity endorsements, influencer partnerships, and user-generated content across digital channels; increased brand awareness by 340% and sales by 50% YoY.
- Paid Media & Performance Marketing:** Developed a high-impact paid media strategy via test-and-learn optimization of bidding strategies, audience targeting, and ad placements; yielded improvements of +28% in investment efficiency, +63% in ROI, and +69% in sales productivity.
- Budget & Stakeholder Management:** Managed multimillion-dollar marketing budgets and collaborated with finance, sales, trade marketing, and creative agencies to drive data-driven investment allocation; optimized marketing ROI and growth, surpassing year-end brand profitability targets.

## ADDITIONAL INFORMATION

- Enthusiast of Multiplayer Online Battle Arena (MOBA) video games, former provincial and municipal champion in Honour of Kings, the world's most-played mobile MOBA.
- Founded a music band and served as the lead singer, performing in the brand summit of P&G.

# Mayank Agarwal, CA, MBA

416-768-7304 | [magarwal.mba2025@ivey.ca](mailto:magarwal.mba2025@ivey.ca) | [LinkedIn](#)

Accounting and finance professional with 8+ years of experience in financial reporting, audit, and advisory services across diverse industries. Proven track record of leading financial close processes, preparing IFRS-compliant financial statements, and supporting regulatory compliance initiatives. Adept at collaborating with cross-functional teams to deliver actionable performance insights, optimize reporting controls, and support capital planning and funding processes.

**Skills:** Financial Reporting | Financial Planning & Analysis | Banking | Management Reporting | Regulatory Reporting | Variance Analysis | Budgeting | Stakeholder Management | Team Management | Advanced MS Excel | S&P Capital IQ | Derivatives | Power BI

## EDUCATION

---

Ivey Business School, Western University, MBA, London, ON Mar 2024 - Mar 2025

- *Scholarship:* 1 of 2 recipients of Reaching Out MBA fellowship for leading EDI initiatives that drive inclusivity

CFA Institute Level III candidate, Charlottesville, USA Apr 2022 - Now

Institute of Chartered Accountants of India, New Delhi, India Feb 2011 - Nov 2016  
*CPA equivalent*

## PROFESSIONAL EXPERIENCE

---

C Agrawal & Company May 2022 - Nov 2023

*Boutique audit and advisory firm*

*Senior Manager*

- Advised client leadership by consolidating financial and operational data into executive-ready reports, **providing strategic recommendations that optimized resources** and reduced discretionary spending by 8%
- Reduced the month over month recurring issues by identifying the root cause of the issue and **implemented new controls** to reduce the financial risk of the bank
- Led audit engagements for banks, **identifying governance gaps and control weaknesses** impacting asset quality; developed and implemented a strategic reporting and accountability framework that **enhanced internal oversight**, uncovering \$5M in non-performing assets and recovering \$50K in missed revenue
- Recruited and coached 3 associates, enhancing team capability and enabling the firm to expand its client base and deliver on increased business demand

P A D M & Associates Apr 2017 - May 2022

*Boutique audit and tax advisory firm*

*Manager*

- Investigated financial irregularities for a manufacturing client, uncovering \$650K in fraud by analyzing transactions and identifying weaknesses in operational workflows; partnered with internal teams to **implement structured approval controls, improving logistical oversight and reducing future risk exposure**
- Delivered business cases to support bank funding for clients, enabling over \$35M in loan approvals across 50+ engagements and **contributing to the launch of a new service line** within the firm
- Planned and executed engagements for clients in manufacturing, pharmaceutical and retail with annual revenues up to \$10M, **streamlining workflows through tailored frameworks and tracking tools**; reduced audit cycle time by 10%
- Managed full-cycle accounting for clients, **ensuring accurate financial reporting** and compliance with standards, while identifying opportunities to improve process efficiency
- Prepared **monthly and quarterly financial statements** in compliance with IFRS for clients, ensuring accuracy, timeliness, and adherence to regulatory standards
- **Won 4 audit contracts with government utility providers**, contributing to a 5% increase in topline revenue and expanding the firm's public sector portfolio

## Kala Freight Carrier

Aug 2017 – Dec 2020

### ***Family business providing freight transport and brokerage services***

#### *Interim COO*

- Led **capital planning and cash flow forecasting efforts** during business expansion, ensuring regulatory compliance and operational sustainability while entering five new markets
- Oversaw **internal financial reporting processes including P&L variance analysis**, and budget vs. actual tracking, enabling data-driven decisions during business restructuring
- **Spearheaded expansion into 5 new markets**, scaling capacity to 10K MT/month and strengthening client relationships, driving 200% revenue growth through strategic market entry and operational planning

### **OTHER ACTIVITIES & INTERESTS**

---

- Pro-bono consulting to businesses supporting tax filings, funding proposals, strategic and business planning to access new opportunities

# Sungani Dlamini

Bloomington, IN | (646) 345 6821 | [Sungani17@gmail.com](mailto:Sungani17@gmail.com)

## EDUCATION

### Indiana University—Kelley School of Business

Bloomington, Indiana

Masters of Business Administration (MBA)

May 2027

**Honors/Scholarships:** ROMBA Fellow | Consortium for Graduate Study Management Fellow

### New York University—Leonard N. Stern School of Business

New York, New York

Bachelor of Science in Management and Organization

August 2017 - May 2021

**Honors/Scholarships:** Martin Luther King Jr. Scholar | Academic Achievement Program

## PROFESSIONAL EXPERIENCE

### FOURTH STREET FOODS

Charleroi, PA

#### Project Manager

August 2022 - April 2025

- Managed cross-functional teams to design and implement operational strategies, reducing costs by 15% across inventory and usage departments.
- Measured and forecasted performance metrics to improve tracking systems, increasing inventory accuracy by 8%.
- Spearheaded ERP system integration, streamlining data retrieval by 28% and enabling faster go-to-market decisions.
- Collaborated with national retail partners (Walmart, Aldi, Tyson, Jimmy Dean) to deliver product launches from concept to execution, aligning offerings to customer needs.
- Partnered with senior leadership to create and implement inclusive policies that created opportunities for company sponsored initiatives for marginalized communities.

#### Compliance and Usage Coordinator

May 2021 - August 2022

- Conducted operational analyses and market trend tracking to inform product quality and inventory positioning.
- Analyzed operational data to track trends in inventory levels, customer orders, and product quality.
- Conducted analytical risk assessments and developed mitigation strategies, ensuring compliance with food safety and quality regulations.

### KIUSO CORPORATION

Toronto, Canada

#### Global Operations Intern

May 2020 - August 2020

- Collaborated with international vendors to integrate new equipment and supplies, enhancing operational efficiency in mining projects across manganese, magnesium, and copper.
- Conducted logistical analyses that optimized supply chain routes, reducing transportation costs by 10%.
- Contributed to production optimization strategies for Zambian mines, resulting in improved workflow and resource management.

### GILBERT BAKER FOUNDATION

New York, NY

#### Finance Intern

December 2018 - May 2019

- Supported month-end and year-end closing procedures, ensuring timely and accurate financial reporting to internal and external stakeholders; created budgets to assist in financial planning.
- Reconciled bank accounts and general ledgers, identifying discrepancies that saved the organization \$5,000.

### AFREECAN OIL AND CHEMICALS

Johannesburg, South Africa

#### Finance Intern

May 2018 - August 2018

- Built financial models across two countries to forecast market performance, presented insights to senior leadership to support expansion planning.
- Conducted industry research and competitor benchmarking to guide investment and positioning strategies.

### KENTUCKY HOUSE OF REPRESENTATIVES

Frankfort, KY

#### Legislative Page

December 2016 - April 2017

- Filed and managed various members legislative documents including bill drafts, tax forms, and session minutes.
- Delivered correspondence and legislative materials to necessary parties in the capitol complex.

## SKILLS & INTERESTS

**Skills:** SQL, Tableau, Power BI, Minitab, ERP Systems, Excel, Power BI, Financial Analysis, Change Management

**Interests:** Travel, History, Pop Culture, African Politics, Greek and Roman Mythology, Pad Thai Connoisseur

**Involvements:** Board Member, River City Brass | Volunteer, Charleroi Community Clean Up Initiatives | Member, Water Empowerment Zambia | Mentor, Charleroi High School Counseling | Volunteer, Pittsburgh Pride Events



# JENNIFER SHEN

Jennifer\_Shen@kenan-flagler.unc.edu  
919-454-7647 | linkedin.com/in/jennifershen2027

## EDUCATION

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC May 2027

**Master of Business Administration**, Full-Time MBA Program

- Forté Fellowship – Full Tuition

**UNIVERSITY OF NORTH CAROLINA, Eshelman School of Pharmacy** – Chapel Hill, NC May 2028

**Doctor of Pharmacy**, PharmD/MBA Dual Degree Program

- UNC Pharmacy Foundation Scholarship – Partial Tuition, Kappa Epsilon Lambda Chapter Scholarship – Partial Tuition
- Industry Pharmacists Organization, Global Engagement Organization, Global Ambassadors Program

**DUKE UNIVERSITY** – Durham, NC May 2022

**Bachelor of Arts**, Chemistry & Japanese Language, GPA 3.93

- Sloan Scholarship – Full Tuition, Apex Lions Club Scholarship – Partial Tuition, Janet B. Chiang Grant, Honors High Distinction

## EXPERIENCE

**UNIVERSITY OF NORTH CAROLINA AT CHAPEL, Eshelman School of Pharmacy** – Chapel Hill, NC 2024-2025

**Graduate Teaching Assistant**

- Boosted average exam scores by 15% for 100+ students by leading structured review sessions, developing auto-generating flashcards to strengthen foundational drug knowledge
- Disseminated essential clinical information for 200+ drugs to first year pharmacy students via slide decks, practice questions, and office hours

**GLOBAL ENGAGEMENT ORGANIZATION** – Chapel Hill, NC 2024-2025

**UNC International President**

- Oversaw 6 global project teams across UNC, University College London, and Monash, managing deliverables, timelines, and collaboration tools to drive completion of joint events, advocacy campaigns, and policy proposals
- Increased available funds by 50%+ by implementing strategic fundraising initiatives and streamlining reimbursement protocols despite initial budget restraints
- Amplified organization engagement by 9,000%+ and membership by 15%+ by directing video projects, including production for World Pharmacist Day
- Strengthened global pharmacy collaboration by organizing and coordinating 2 international conferences

**INDUSTRY PHARMACISTS' ORGANIZATION** – Chapel Hill, NC 2023-2025

**Regulatory Affairs Associate** (Fall 2024-Spring 2025)

- Collaborated on cross-functional regulatory strategy to ensure alignment with FDA/EMA standards
- Reviewed regulatory requirements for IND and NDA/MAA filings to support clinical trial progression

**Medical Affairs Associate** (Fall 2023-Spring 2024)

- Developed evidence-based information regarding a new GLP-1R agonist to optimize product utilization and information dissemination to Key Opinion Leaders
- Team ranked 3<sup>rd</sup> nationally for drug development, regulatory strategy, and product launch

**CVS PHARMACY** – Morrisville, NC 2020-2022

**Pharmacy Technician**

- Directed specialized operations of COVID-19 vaccination clinics for 3000+ patients per week
- Ensured timely fulfillment of over 200+ prescriptions a day

## ADDITIONAL INFORMATION

- Biopharma Institute Certificates: Regulatory Affairs Essentials for Human Medicinal Products (EU and US), Regulatory Affairs Preparing Submissions in the Common Technical Document Format, Regulatory Affairs Orphan Drug Application – EU and US
- Eli Lilly Certificates: Making Medicines: The Process of Drug Development Certificate

## MIRANDA WOOD

mirandawood@utexas.edu

(517) 763-4850

linkedin.com/in/miranda-w

### EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX	May 2027
Master of Business Administration	
MICHIGAN STATE UNIVERSITY, James Madison College, East Lansing, MI	May 2017
Bachelor of Arts in Social Relations and Policy	

### EXPERIENCE

WE CONNECT THE DOTS, Albany, NY	2025 - 2025
<i>National nonprofit delivering STEM and workforce development programming</i>	
<b>Development &amp; Strategy Consultant</b>	
<ul style="list-style-type: none"><li>Identified underperforming revenue sources as a strategic risk; launched a diversification initiative that generated \$70K+ in Q1 and modeled growth to 24% of total revenue</li><li>Designed and implemented a program evaluation framework by analyzing competitor benchmarks and research models to quantify impact, revealing a 2.85x ROI/participant and resulting in strengthened confidence across key funders</li><li>Oversaw post-award strategy for \$3M+ in government grants by aligning program delivery with funder requirements and organizational goals; developed a grant reporting process to track outcomes and support renewal applications</li><li>Synthesized funder trends and internal program data to develop a reusable proposal toolkit; reducing time-to-submission by 75% and creating a sustainable system for grant development</li></ul>	
EQUALITY TEXAS, Houston, TX	2022 - 2024
<i>Statewide organization delivering legislative strategy, stakeholder management, and large-scale program execution</i>	
<b>Field Organizer</b>	
<ul style="list-style-type: none"><li>Directed a regional organizational turnaround by assessing stakeholder sentiment and rebuilding external partnerships; efforts restored operational presence in a key market and secured a \$300K program grant renewal</li><li>Developed and executed a voter outreach strategy based on demographic segmentation and turnout projections; mobilized 10,000+ constituents and achieved an 80% win rate across priority campaigns</li><li>Coordinated large-scale issue advocacy campaigns by aligning partners and deploying real-time outreach tools; drove constituent action that contributed to the defeat of 95% of targeted state legislation</li><li>Influenced a pivotal school board decision by leading stakeholder mapping and high-touch outreach; secured a swing vote that prevented the passage of a high-risk policy initiative</li></ul>	
SPRING BRANCH INDEPENDENT SCHOOL DISTRICT, Houston, TX	2021 - 2022
<b>Executive Assistant, Student Evaluation and Assessment</b>	
<ul style="list-style-type: none"><li>Analyzed standardized test trends across 35,000-student district to quantify post-COVID learning loss; insights informed programmatic decisions that improved student outcomes relative to statewide trends</li><li>Led cross-functional initiative with IT to automate transcript updates, streamlining multi-campus processing time by 90% and eliminating reporting errors</li></ul>	
UNITED STATES CENSUS BUREAU, Lansing, MI	2020 - 2020
<b>Enumerator</b>	
<ul style="list-style-type: none"><li>Diagnosed access barriers and lease datasets to design a scalable proxy collection protocol for locked apartment complexes; solution was adopted statewide, mitigating data loss in hard-to-count communities</li><li>Leveraged real-time datasets to tailor household outreach and correct address errors; increased response rates and reduced enumeration inaccuracies in low-response neighborhoods</li></ul>	

### ADDITIONAL

- Three-time HeadCount volunteer at Bonnaroo, engaging 18–35-year-olds in the civic process at music festivals
- Navigated the 35 lock Erie Canal with a two-person crew, improvising through a 20 mile stretch without a steering cable
- Skilled in data-driven strategy, cross-sector stakeholder engagement, and scalable process design

# Kelton Burns

Salt Lake City, UT • (385) 881-7169 • Kelton.Burns.TU27@tuck.dartmouth.edu • linkedin.com/in/kelton-burns/

---

## EDUCATION

### TUCK SCHOOL OF BUSINESS AT DARTMOUTH

*Candidate for Master of Business Administration degree, June 2027*

Consortium Fellow | ROMBA Fellow | Consulting Club, Net Impact Club, Center for Business Government & Society

Hanover, NH

2025-present

### UTAH VALLEY UNIVERSITY

*Bachelor of Arts in Finance | Minors in Business Management & Economics*

*Summa Cum Laude | Cumulative GPA: 3.92 | GRE: 162Q 158V*

Dean's List (August 2017 – May 2021) | Dean's Merit Scholarship Award, Outstanding Merit Scholarship Award

UVU Student Association, Prospective Student Services, Center for Advancement of Leadership, Center for Social Impact

Orem, UT

2017-2021

---

## EXPERIENCE

### UI CHARITABLE ADVISORS

#### **Director of Finance**

Provo, UT

2023-Present

*UI Charitable provides operations support for 20+ nonprofits and manages donor-advised funds for 1,200+ affluent clients*

- Lead the finance function for a 25-person firm, managing financial controls, accounting, and tax strategy
- Oversee management of investments, compliance, and tax responsibilities for \$400M in donor-advised fund assets – including cash, public securities, private business interests, impact investments, real estate, private funds, and debt investments
- Direct a team of 3–5 analysts and associates managing donor relations, grant disbursement, complex asset valuation, monthly reconciliation for over 700 brokerage accounts, and fiscal sponsorship for over 20 nonprofits
- Interview, hire, and mentor a team of five, leading semiannual evaluations, driving development and optimizing performance
- Reduced future tax liability by 50% by improving accounting processes, eliminating penalties and enhancing compliance
- Partner with C-suite, board of directors, and other department directors to drive strategic decisions using financial data

### INTERMOUNTAIN HEALTH

#### **Financial Analyst**

Salt Lake City, UT

2021-2023

*Intermountain Health Delivers healthcare through 5,000+ physicians and APPs, serving millions annually across 400+ locations*

- Improved and implemented 6 complex compensation models for 500 physicians and practitioners, integrating 30+ pay types
- Analyzed datasets of 400K patient interactions to identify and correct discrepancies, uncovering \$2.5M in pay discrepancies
- Revamped compensation program for 150-physician specialty, increasing transparency and reducing provider turnover
- Presented findings to physicians, physician leaders, and hospital administration regarding compensation issues
- Mentored and trained two new analysts, leading cross-functional meetings on analytics, communication, and workflow

### BRIGHAM YOUNG UNIVERSITY - MISSIONARY TRAINING CENTER

#### **Lead Language Instructor**

Provo, UT

2017-2020

*The MTC prepares 20,000+ missionaries annually through immersive language, cultural, and religious training for global service*

- Delivered intensive German language instruction to 200+ novice language learners, improving proficiency by 35%
- Led 16 German language instructors in developing learner-centric curriculum and instructional strategy
- Maintained above average instructor approval rating of 4.85/5

### THE CENTER FOR SOCIAL IMPACT - UTAH VALLEY UNIVERSITY

#### **Program Director**

Orem, UT

2018-2020

*The Center for Social Impact equips students to address social issues through community engagement and applied learning*

- Directed \$25K social impact program while completing undergrad, leading 100+ volunteers across 7 U.S. cities and Morocco
- Hired and led a team of 14 remote interns to complete projects in UI/UX development, social media marketing, business English instruction, and impact evaluation for the Moroccan-based social enterprise, the Anou Cooperative
- Executed marketing initiatives, increasing program participation by 40%, enhancing program engagement and visibility

---

## PERSONAL

**Languages:** English (Native), German (Advanced)

**Community:** Church of Jesus Christ of Latter Day Saints – Community Leader 2017 to 2024 & Bilingual Service Representative 2015 to 2017 (Berlin, Germany), Hadley Impact Consulting – Volunteer 2021 to 2022, Summit Academy – TA 2020 to 2021

**Marathon Runner:** Completed 6 races; coached and inspired 20+ first-time runners

**Global Travel Planner:** Organized trips to 14 countries for 25+ friends/family

**Entrepreneurship:** Licensed Real Estate Agent & Rental Property Owner

EDUCATION

FORDHAM UNIVERSITY, GABELLI SCHOOL OF BUSINESS	New York, NY
MBA, Marketing	August 2024 - May 2026
<ul style="list-style-type: none"><li>• Recipient of Reaching Out MBA Fellowship (ROMBA) and Dean's Merit Scholarship covering 80% of tuition</li><li>• Co-President of Fordham's Marketing Association: Spearheaded all operations and marketing for a GEN AI lecture, overseeing entire event with a Harvard-educated speaker and Adobe Director to discuss AI tools across industries</li><li>• Course Highlights: Data-Driven Marketing Decisions, Marketing Analytics Insights, Business Performance Analytics</li></ul>	
STATE UNIVERSITY OF NEW YORK AT NEW PALTZ	New Paltz, NY
BA, Industrial Organizational Psychology, GPA: 3.9	August 2016 - December 2021
<ul style="list-style-type: none"><li>• Dean's List for 2 consecutive years</li><li>• President of Psi Chi International Honor's Society</li></ul>	

PROFESSIONAL EXPERIENCE

AMERICAN EXPRESS	New York, NY
Product Manager Intern	June 2025 - August 2025
<i>Business Gold and Green Card Team for Global Commercial Services</i>	
<ul style="list-style-type: none"><li>• Guided product refresh strategy using insights extracted from 500+ net promoter score responses, 200+ complaints, and two co-creation sessions, uncovering how to strengthen existing partnerships and optimize benefit structure</li><li>• Analyzed top spenders by industry, location and revenue in Excel to further refine the target market for the small business segment and aligned recommendation with customer research team</li><li>• Led competitive analysis against five peers, using Excel to assess fee-to-benefit tradeoffs across spend brackets; insights drove the decision to adjust the value of card member benefits</li><li>• Collaborated with finance and analytics teams to identify customer spend shifts, targeting gaps to capture share and boost acquisition momentum</li><li>• Explored potential AI partnerships to address the customer feedback collected from focus groups to optimize value added features to the product</li><li>• Presented findings and recommendations to 30+ senior leaders, influencing product strategy and driving first-time exploration of AI partnerships to support target market</li></ul>	
NORTHWESTERN MUTUAL	New York, NY
Director of Investment Operations	November 2022 - July 2024
<ul style="list-style-type: none"><li>• Leveraged financial management software to automate routine tasks, such as data entry and transaction logging, reducing manual errors and processing time by 50%</li><li>• Executed an account reconciliation system for advisory accounts over \$100,000, revamping data accuracy and client communication, leading to a 20% increase in client satisfaction</li><li>• Provided proactive support and clear communication, resulting in a 30% increase in positive client feedback by promptly addressing inquiries and boosting overall satisfaction</li><li>• Crafted compelling narratives around product value, resonating with customers, helping drive a 10% increase in product adoption</li></ul>	
Investment Operations Manager	October 2021 - October 2022
<ul style="list-style-type: none"><li>• Partnered with cross-functional teams to develop quarterly reports for 401(k) accounts, delivering actionable insights to enhance strategic decision-making, boosting investment returns by 15%</li><li>• Streamlined quarterly client portfolio reviews by using structured templates, increasing preparation efficiency by 25% and promoting CRM documentation accuracy for better client discussions</li><li>• Established an average of 20 new investment accounts monthly (including IRA, ROTH, and joint accounts) by implementing streamlined processes, strengthening client portfolio diversification and satisfaction</li><li>• Implemented a comprehensive onboarding program, reducing onboarding time by 30% &amp; client satisfaction scores by 15%, optimizing client retention</li></ul>	

ADDITIONAL

- Amateur boxing; solo traveled to 15+ cities in 11+ countries across 3 continents; LGBTQ advocate
- Technical skills: Proficiency in Tableau, MS Office Suite

# Nitish Aggarwal

Farmington Hills, MI • 248-996-4813 • [aggarw68@msu.edu](mailto:aggarw68@msu.edu) • [linkedin.com/in/nitish-aggarwal/](https://www.linkedin.com/in/nitish-aggarwal/)

---

## EDUCATION

**Michigan State University**, Broad College of Business, East Lansing, MI **05/2027**

*Master of Business Administration (MBA), Supply Chain Management & Marketing*

- ROMBA (Reaching Out MBA) Fellow & Graduate Assistant

**Midwestern University**, College of Graduate Studies, Downers Grove, IL **05/2022**

*Master of Arts (MA), Biomedical Sciences*

- Overall GPA of 3.97 & Graduate Assistant

**University of Detroit Mercy**, College of Engineering & Science, Detroit, MI **06/2021**

*Bachelor of Science (BS), Biology and Business Administration*

- Overall GPA of 3.95 & Dean's Scholarship Recipient

## PROFESSIONAL EXPERIENCE

**TWAI LLC**, Southfield, MI

*Senior Project Manager*

**06/2016-06/2025**

- Led complex IT and sales projects for Fortune 500 clients, delivering on time and within budget by leveraging Salesforce CRM, Microsoft Project and Jira for resource and timelines management.
- Led end-to-end project lifecycles from planning to post-implementation, aligning with client objectives to maximize ROI and to ensure successful delivery.
- Implemented Agile and Waterfall methodologies, improving project delivery timelines by 15-30% and client satisfaction by 15-25% based on post-project surveys.
- Streamlined operations and boosted team productivity by integrating HubSpot CRM and Asana, reducing operational costs by 20-30%.
- Managed, directed & collaborated with both internal & external teams ranging from a size of 5 to 100, while providing leadership, communication, & clear guidance to all in order to ensure successful & on time projects.

**TEDxUniversityOfDetroitMercy**, Detroit, MI

*President & Co-Founder*

**09/2018-09/2022**

- Founded and led the organization for seven years, driving growth and strategy through event planning, stakeholder management, and budget management.
- Secured multiple event sponsorships ranging from \$2.5k to \$10k.
- Managed and directed a team of 15, providing leadership and clear guidance.
- Cultivated and managed donor and attendee relationships using Salesforce, increasing donor engagement by 25-30% and attendee satisfaction by 20-25% through targeted communication and personalized experiences.

## SKILLS

- Supply Chain Management, Logistics Coordination & Procurement
- Project Management: Agile, Waterfall, and Scrum
- Customer Relationship Management (CRM) (Salesforce, HubSpot)
- Process Improvement and Optimization
- Budgeting and Cost Control and Negotiation
- Team Leadership and Collaboration
- Risk Management and Mitigation
- Data Analysis and Reporting
- Strategic Planning & Presentation Skills

## LEADERSHIP ACTIVITIES & ORGANIZATIONS

- Board Member of Graduate Supply Chain Management Association, Board Member of Broad Consulting Club, Board Member of Multicultural MBA Association, MBA Marketing Association, MBA Association, Spartan Pride.
- President of IASA (Indian American Student Association), President of Student Government Association (SGA), President of Business Administration Club (BAC) at the University of Detroit Mercy.

# Seth Braley

Dallas, Texas | 214-557-1259 | sbraley@smu.edu | linkedin.com/in/sethbraley

## EDUCATION

### Southern Methodist University

Dallas, Texas

#### Cox School of Business, *Master of Business Administration*

May 2027

#### Meadows School of the Arts, *Master of Arts in Arts Management*

- Reaching Out MBA Fellow, Cox Merit Scholar, Meadows Merit Scholar

### Colorado College

Colorado Springs, Colorado

#### *Bachelor of Arts in Interdisciplinary Art and Performance*

May 2012

## EXPERIENCE

### Crain & Wooley

Plano, Texas

#### *Event and Marketing Manager, Marketing Dept*

Jan 2024 – Aug 2025

*Achieved record client acquisition at an estate planning law firm through targeted events, digital marketing strategy, and lead management processes*

- Used geotargeting to reduce vendor costs by 30% while doubling event client close rates in one year; analyzed data from Mailchimp, Clio, Scorpion, and LeadJig to develop targeted marketing strategies
- Planned and executed 190+ marketing events annually; replaced seven underperforming venues and expanded the venue network by 82% through strategic partnerships and negotiations, boosting client acquisition by 20%
- Earned two promotions in one year by exceeding performance goals and driving operational improvements
- Designed and launched weekly email campaigns (Mailchimp) and social media campaigns (Facebook, Instagram, X, LinkedIn), tripling lead acquisition in six months
- Mastered estate planning legal principles quickly and served as a peer trainer

### Sandler Law Group

Dallas, Texas

#### *Mortgage Services Specialist, Loss Mitigation Team*

Aug 2021 – Jan 2024

*Supported mortgage law operations through process improvement and team development*

- Directed workflows and delegated tasks for a key client project, consistently exceeding performance goals by over 50% and securing annual client engagement renewals
- Proposed process improvements to Project Manager, boosting efficiency by 33% and cutting errors by 60%
- Developed and implemented training frameworks during a period of rapid expansion
- Earned three promotions in three years by rapidly learning mortgage and loss mitigation concepts, delivering consistent project success, and demonstrating strong team leadership

### Littleneck Outpost

Brooklyn, New York

#### *General Manager*

Sep 2017 – Mar 2020

*Managed operations for two Brooklyn cafés, leading staffing, training, and growth strategy*

- Led 12-person team and developed sales and production processes, driving record profits
- Opened and scaled second location, overseeing hiring, training, and operational strategy
- Generated sales reports, set revenue goals and growth strategies
- Managed inventory and merchandising, collaborated with owners and head chef on marketing and branding strategies, achieving exceptional customer retention compared to local competitors

### Artist/Independent Contractor

New York, New York

#### *Theater and Film Producer, Performer, Director*

Jun 2008 – Mar 2020

- Collaborated with award-winning artists on original theater, film, and music, including works selected for HOT! Fest 2015 and *Electric Lucifer* (2018), which received a front-page arts review in *The New York Times*
- Assisted in the production and administration of works by acclaimed theater companies including Half Straddle/Tina Satter, Radiohole, and Elevator Repair Service (2012-2017)
- Designed and taught theater classes to gifted youth in the DECATS summer enrichment program (2008-2011)

## LEADERSHIP AND ADDITIONAL INFORMATION

- **Skills:** Project management, negotiation, process improvement, strategic planning, team training, data analysis, CRM, Excel, Mailchimp, Photoshop, lead generation, digital marketing strategy, SEO/SEM, content marketing, PR and branding, event planning, theater/film production, arts advocacy, creative direction
- **Leadership:** Impulse Dallas Volunteer; Advocacy and Events Committee Member
- **Additional Interests:** Arts education, outdoor running, collecting vinyl, concerts, local theater and art

Strategic Communications Leader | Founder & CEO, Alloric & Associates

Strategic and purpose-driven communications leader with proven success in digital marketing, public relations, education, and premium hospitality. Founder & CEO of Alloric & Associates, a public relations agency that amplifies bold, authentic voices through data-driven storytelling and values-based strategies. Known for elevating brand presence with impactful messaging, high-touch engagement, and multi-channel campaigns. Skilled at building meaningful partnerships, leading cross-functional teams, and navigating high-pressure environments with a calm, solutions-focused approach. Committed to increasing visibility, fostering brand loyalty, and creating memorable experiences that resonate and inspire. *Areas of expertise include:*

• Community Engagement	• Project Planning	• Strategic Comms Planning
• Public Speaking & Presenting	• Social Media Management	• Crisis Management
• Leadership Communication	• Strategy Implementation	• Media Management

CAREER EXPERIENCE

Alloric & Associates

Apr 2025– Present

Founder & CEO

Founded Alloric & Associates to help mission-driven individuals and organizations amplify their stories through authentic, strategic communication. Rooted in the belief that every voice matters, the agency partners with clients to boost visibility, clarify messaging, and create meaningful impact. Guided by the motto "Being Bigger on Purpose," I lead initiatives that combine creative storytelling, brand strategy, and relationship-building to foster lasting connections with our audience.

- Founded a purpose-driven public relations firm that amplifies bold, authentic voices through strategic storytelling and brand development.
- Offer customized communications consulting, media relations, and crisis management services to entrepreneurs, nonprofits, and small businesses.
- Create brand stories, pitch plans, and messaging structures that mirror client values and connect with diverse audiences.
- Lead client engagements from strategy to execution, resulting in increased media coverage, stakeholder engagement, and audience trust.
- Develop thought leadership campaigns that increased client visibility by 30% on targeted platforms.
- Plan and carry out public events and content launches that enhance brand awareness and reinforce mission alignment.
- Promote the agency’s core philosophy by guiding clients on incorporating purpose into their communications and long-term strategies.

House of Heralds Arts & Ent.

Aug 2020– Apr 2025

Communication & Digital Account Manager

Enhancing organizational visibility and credibility in a competitive landscape by shaping messaging, maintaining brand reputation through crisis management and stakeholder engagement, leveraging communication channels, and staying updated with industry trends and best practices.

- Developed and implemented strategic guest communication plans, boosting brand trust by 32% through targeted messaging and stakeholder engagement.
- Led cross-platform advertising and sponsorship campaigns, resulting in a 46% increase in audience reach over six months.
- Managed customer communication journeys across email, SMS, and digital channels to ensure smooth event experiences.
- Built partnerships with media and industry stakeholders, securing over 20 media placements per client across traditional and digital platforms.
- Supervised and mentored interns, improving brand storytelling and engagement through innovative content strategies.

- Worked with marketing and business development teams to enhance social media engagement, resulting in a 40% boost in program awareness.

American Airlines

May 2018 – Present

### **Flight Attendant**

Exemplifies exceptional customer service and safety standards while embodying professionalism and dedication in creating memorable and secure travel experiences for passengers worldwide.

- Delivered exceptional guest experiences by ensuring transparent and personalized in-flight communication, achieving 90% customer service satisfaction.
- Maintained compliance with FAA regulations and safety protocols while overseeing communication processes for over 30 flights per month.
- Trained and led teams handling emergency and non-emergency situations, reinforcing communication and operational efficiency.

Dallas Independent School District

Jan 2021 – May 2021

### **Adjunct Reading and Social Studies Teacher**

Fostered an inclusive and dynamic learning environment, preparing students for academic and social challenges by applying innovative teaching methods that boost critical thinking, cultural awareness, and historical understanding.

- Designed and implemented structured communication strategies to foster engagement and collaboration among 20+ students.
- Assessed and analyzed student data to personalize learning journeys, resulting in a 64% Mastery and Meets rating on the STAAR exam.

Hilton Grand Vacations Club

Feb 2017- May 2018

### **Recreations Coordinator**

Enhanced quality of life through the organization of events, facility management, and the creation of an inclusive environment that fosters physical activity, social interaction, and personal growth.

- Planned and carried out guest engagement initiatives, resulting in a 34% boost in participation in hospitality activities.
- Created communication materials and itineraries for a 504-room resort, improving guest readiness and experience.
- Managed a \$50,000 annual budget to support recreation programs, ensuring cost efficiency and strategic alignment with guest expectations.

The Walt Disney Company- EPCOT

Jun 2015 – Jun 2016

### **Guest Experience Manager**

Managed the operation of multiple venues and service styles, ensuring compliance with food preparation, food safety, and loss prevention standards, as well as following applicable government health regulations. Also promoted professional excellence to enhance performance.

- Managed guest communication strategies across four venues, ensuring alignment with brand messaging and service excellence.
- Led training for 100+ international cast members to maintain high-quality guest experiences aligned with EPCOT's brand standards.
- Implemented data-driven insights to optimize guest engagement and reduce food costs by 6.2%, enhancing operational efficiency.

## **EDUCATION & CERTIFICATIONS**

**MBA, AI & Digital Marketing & Public & Private Sector Leadership** | Johns Hopkins University, Baltimore, MD

**MA, Communication-Public Relations** | Southern NH University, Manchester, NH

**BA, Theatre-Music** | University of Southern Mississippi, Hattiesburg, MS



# BRIAN VU

brianqv@umich.edu • (714) 867-8728 • [linkedin.com/in/brianqv26](https://www.linkedin.com/in/brianqv26)

EDUCATION	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration, May 2026 <ul style="list-style-type: none"><li>• Selected: ROMBA Fellowship</li><li>• Elected: Co-President, Out For Business / Co-President, Risky Business MBA Rock Band</li><li>• Member: Marketing Club, Tech Club, Entertainment and Media Club, Asian American Business Student Assoc.</li></ul>	<b>Ann Arbor, MI</b>
	<b>YALE UNIVERSITY</b> <b>School of Music</b> Master of Music in Voice Performance, May 2015 <ul style="list-style-type: none"><li>• Awarded: George Wellington Fellowship and Scholarship (Full tuition)</li></ul>	<b>New Haven, CT</b>
	<b>UNIVERSITY OF CALIFORNIA</b> <b>Herb Alpert School of Music</b> Bachelor of Arts in Vocal Performance and Music Education, June 2012	<b>Los Angeles, CA</b>
EXPERIENCE	<b>GLIMMERGLASS FESTIVAL</b> <b>MBA Marketing and Strategy Intern</b> <ul style="list-style-type: none"><li>• Developed audience segmentation strategy mitigating 31% revenue shortfall, created personas and messaging frameworks for 20K+ patrons to improve retention and upsell</li><li>• Designed 3-phase A/B testing and CRM plan for 4,500+ new opera-goers, projected to increase retention by 7–10% and strengthen long-term audience loyalty</li><li>• Conducted competitive and brand positioning analysis across 10+ performing arts and tourism organizations, delivering actionable marketing recommendations adopted by executive leadership</li></ul>	<b>Cooperstown, NY</b>
	<b>2025 Summer</b>	
	<b>2025 MAP</b>	
	<b>VASCO DA GAMA SAF</b> <b>MBA Consultant</b> <ul style="list-style-type: none"><li>• Created strategic initiative based on SWOT analysis to restore financial and operational discipline, rebuild community engagement, and elevate on-field performance with data-informed approach for the Rio-based football club</li><li>• Collaborated with executives and cross-functional teams to deliver a roadmap that improved financial sustainability, user experience, and digital fan engagement</li></ul>	<b>Rio de Janeiro, Brazil</b>
	<b>2015-Present</b>	
	<b>BRIAN VU, TENOR (PROFESSIONAL OPERA SINGER)</b> <b>Founder &amp; Brand Strategist</b> <ul style="list-style-type: none"><li>• Founded and scaled a performing arts brand, driving 8% YoY revenue growth and 4% audience engagement growth through omnichannel marketing and innovative go-to-market strategies</li><li>• Performed complex full-stage productions with Metropolitan Opera, Carnegie Hall, and Kennedy Center to critical acclaim in The New York Times and The Wall Street Journal</li><li>• Functioned as lead vocalist in world premiere recordings enhancing artistic reputation and visibility on all major streaming platforms; An American Soldier original cast recording available via Apple Music label Platoon</li><li>• Collaborated cross-functionally with creative, production, and executive teams (e.g., HBO's Watchmen) to develop and deliver branded content, expanding brand visibility across television and digital platforms</li><li>• Utilized Google Analytics to assess engagement trends, leading to a 20% increase in booking opportunities and \$15K–\$30K in incremental annual income</li><li>• Managed ~7 concurrent projects annually across diverse genres over 5 languages with adaptable and scalable strategic planning, improving operational efficiency by 5% annually</li></ul>	<b>New York, NY</b>
ADDITIONAL	<ul style="list-style-type: none"><li>• Skills: SQL, Figma, Google Analytics, Generative AI, Canva</li><li>• Certifications: Product Marketing (LinkedIn)</li><li>• Languages: Vietnamese (fluent), Italian (conversational), Spanish (basic)</li><li>• Professional page - <a href="https://www.brianvu.com">https://www.brianvu.com</a></li><li>• Group fitness junkie and musical festival fan</li></ul>	

# DARBY S. WILLIAMS

dwill114@simon.rochester.edu | (757) 692-7221 | <https://www.linkedin.com/in/darby-williams-b40b36128/>

---

## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, NY**

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

**May 2027**

- Consulting - Strategy and Pricing
- Reaching Out MBA Fellow

**University of Michigan**

**Ann Arbor, MI**

**Bachelor of Arts in Drama**

**August 2022**

- University Honors 2019-2021, UDT Scholarship Award winner 2019
- Naval Special Warfare Scholarship Award winner 2020, 2021

---

## PROFESSIONAL EXPERIENCE

**Classic Theatre of San Antonio, Austin Shakespeare Company**

**Austin, TX**

**Actor**

**2023 - Present**

- Acts in performances at small regional theatres alongside high-profile equity actors for 8 weeks.
- Collaborates with teams of actors to perform Shakespearean plays in English and Spanish.

**Democracy Prep Public Schools**

**San Antonio, TX**

**Drama Teacher**

**2023 - 2025**

- Revitalized the drama department of a Title 1 school and taught 20 classes a week in English and Spanish.
- Authored original curriculum across nine grade levels in alignment with state standards to maximize student achievement in the domains of acting, public speaking, and theatre pedagogy culminating in two annual plays.
- Developed individualized behavior management plans to serve students with physical and mental disabilities including ADHD, autism, emotional disturbance, and dyslexia to provide equal opportunities for artistic expression for all students, resulting in higher rates of class attendance and achievement among disadvantaged student populations.
- Supervised rollout of charter-wide arts literacy exam in collaboration with arts leadership testing student comprehension of theatre vocabulary, culminating in a 30% increase in mean scores over 2 years.
- Directed and produced annual student theatrical productions and managed after-school actor training programs.

**Study Breaks Magazine**

**San Antonio, TX**

**Editor in Chief**

**2022 - 2023**

- Led a team of 50 illustrators, writers, and editors in publishing and distributing a digital arts and culture magazine.
- Tailored marketing strategy to drive up social media engagement, developed a content calendar to maximize readership, and collaborated with photographers to source promotional images to accompany articles.
- Utilized WordPress to publish and edit content, constructed blog posting schedule to improve content generation; strategized keyword placement on website, generating organic SEO to increase site traffic and establish credibility.
- Spearheaded sales of 200 sponsored posts and links, built long-term relationships with repeat clients.
- Led weekly writing, editing and illustration workshops to help emerging writers and artists hone technical skills.

**The Michigan Daily**

**Ann Arbor, MI**

**Arts Writer**

**2020 - 2022**

- Authored 1-2 articles weekly on the Community Culture beat in the Arts section.

**University of Michigan Residential College**

**Ann Arbor, MI**

**Spanish Tutor**

**2020 - 2022**

- Conducted discussions in Spanish with 3-4 University of Michigan Spanish students four days a week to improve conversational skills.

---

## ADDITIONAL INFORMATION

- **Language:** Spanish - Bilingual Proficiency.
- **Teaching Certification:** EC-12 Theatre.
- **Technical:** WordPress, HTML, SEO, Buffer.

# WESTON HALTER HERNANDEZ

920-573-9424 | Weston.Halter.Hdez@gmail.com | <https://www.linkedin.com/in/westonhalter/>

## EDUCATION

### NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

#### *Master of Business Administration*

May 2027

- Recipient, Consortium Fellowship Scholarship (full-tuition, merit-based)
- Fellow, Reaching Out MBA (ROMBA)

### UNIVERSITY OF WISCONSIN - MADISON

Madison, WI

#### *Bachelor of Arts in Politics & Policy in the Global Economy (International Studies)*

December 2013

- Graduated with Distinction, Dean's List, GPA: 3.75
- University of Auckland (New Zealand) Exchange
- Board Member, International Business Student Association / Rotaract

## EXPERIENCE

### CLEARFIELD INC. (\$160M telecommunications equipment designer & manufacturer)

Minneapolis, MN

#### *Senior Business Development Manager – Strategic (Los Angeles, CA | Minneapolis, MN)*

2024 - 2025

- Launched \$100K+ modern enterprise resource planning (ERP) software with cross-functional leaders after 3-year planning and scope phase, transforming company's IT infrastructure after 14+ years
- Drove product and sales strategy across six client teams, expanding approved product offerings by 67% and spearheaded launch of online portal, increasing self-service access for 80+ procurement, engineering, and operations professionals
- Contributed to \$750K record recovery of inventory reduction in Q3 2025, impacting gross profit improvement
- Mentored two incoming national managers and providing strategic vision to revive \$1.6B account
- Nominated as chairperson of regional partnerships for 12-person pilot engagement committee, aimed at developing employee community engagement and service, rolling out \$94K employee volunteer policy benefit in first 5 months

#### *Senior Business Development Manager - Regional (San Francisco, CA | Los Angeles, CA)*

2022 - 2024

- Championed change management as subject matter expert for ERP software implementation for 40+ person sales group, defining strategic departmental goals and building its technical translation among 200+ unique processes
- Interviewed and trained 10 new employees, achieving 100% promotion rate within 1 year, representing 55% of team
- Launched pricing platform to grow market intelligence, enabling revamped pricing strategy for three portfolio products
- Managed 300+ local providers across Western U.S. and exceeded 2022 sales quota by 165%+

#### *Business Development Manager - Emerging Markets (Minneapolis, MN | New York, NY)*

2016 - 2022

- Ranked top salesperson of year by outside agency, among 26 unique partners, and exceeded sales quota by 230%
- Co-led Canada's largest stocking package for distributors valued at \$1.3M+ with recurrent replenishment options
- Drove new product creation for Mexican market in 2019 and recognized as highest growing sales team in same year
- Onboarded two manufacturer rep groups in the Caribbean and Canada, training and developing nine industry consultants
- Oversaw \$30M+ quota for multinational telecommunications providers across Canada, the Caribbean, and Latin America

#### *Account Services Coordinator (Minneapolis, MN)*

2015 - 2016

- Enhanced operational efficiency of 10+ person sales team with market competition research, quotes, and export logistics contributing to 25% year-over-year growth
- Translated marketing and sales collateral launching first dual language technical specification sheets and advertisement

### DELTA AIRLINES

Minneapolis, MN

#### *Customer Service Agent - Below Wing (Baggage Handler)*

2014 - 2020

- Promoted to lead flight coordinator for team of 3-4 individuals and ensured safe arrival / departure of all aircraft
- Excelled in physically demanding and stressful environments, handling 300+ commodities daily in extreme weather

### SPS COMMERCE (\$630M Software as a Service (SaaS) provider streamlining retail supply chain)

Minneapolis, MN

#### *Enterprise Sales Development Representative*

2014 - 2015

- Spearheaded Spanish language pilot program for sales, accelerating market growth by engaging 8 net new accounts
- Authored company's first series of blogs focused on the Latin American retail market, garnering 5,000+ views

## ADDITIONAL INFORMATION

- **Community Leadership:** Second Harvest Heartland (Minneapolis, MN), Big Brothers Big Sisters, Los Angeles LGBT Center, Founder & Donor of Halter Pride Scholarship supporting LGBT youth education
- **Certifications:** Certified Fiber Optic Technician (CFOT), Sandler Essentials - Sales Training
- **Interests:** Passionate traveler (40 countries) exploring animal conservation (Rwanda) & community, language lover and Spanish speaker – worked in Medellín, Colombia, and outdoor hiking enthusiast (Kalalau trail, Brazilian Amazon)

Google

Product Manager, Marketing, Google Cloud

January 2025 – Current  
San Francisco, California

- Leading the digital and growth marketing strategy for Google Cloud AI across enterprise and SMB segments. Driving brand awareness, customer acquisition, and product discovery through digital initiatives focused on showcasing the power of Google’s AI portfolio.
- **Applied AI growth:** Architected and launched integrated digital marketing strategies for Google Cloud’s Applied AI solutions (Vertex AI and Customer Engagement Suite), driving demand across the full customer acquisition funnel. Conceptualized and deployed novel Gemini-powered digital experiences to demonstrate AI value, significantly boosting product discovery and expanding the sales pipeline.
  - **Agentspace go-to-market:** Led the digital GTM strategy for Google Agentspace, defining core messaging, positioning, and executing a product-led growth (PLG) acquisition model through targeted digital marketing campaigns.
  - **Data-driven experimentation:** Championed the digital growth strategy, user experience (UX) design, and performance measurement framework for Google Cloud AI’s web properties, optimizing conversion pathways for diverse audience segments through continuous experimentation and data analysis.

Verily (Google Life Sciences)

Marketing Digital Experience Lead

September 2021 – December 2024  
San Francisco, California

- Directed the digital go-to-market strategy and execution for enterprise and consumer health products, establishing Verily’s digital brand presence and driving significant pipeline growth through user-centric experiences.
- **AI product strategy:** Designed and successfully pitched a novel digital health application concept leveraging Verily’s strengths in care delivery and health research, incorporating AI principles to create a unique user experience. Partnered with engineering and product to create Verily Me, the leading consumer application in Verily’s product portfolio.
  - **Commercial impact:** Led Verily’s comprehensive digital rebranding initiative, overseeing the design, content strategy, and launch of a new corporate website and scalable design system. Elevated Verily’s digital presence by conceptualizing and launching high-impact marketing experiences that generated \$30 million in TCV pipeline contribution.
  - **Foundational marketing leadership:** Pioneered and built Verily’s Marketing User Experience (UX) function from the ground up, implementing robust testing, optimization, market research, and design capabilities. Led the strategic selection and implementation of a new marketing technology stack, achieving \$4 million in cost savings during Verily’s separation from Google. Made strategic hires to support new marketing functions.

NVIDIA

Marketing Digital Experience Specialist

May 2020 – August 2021  
Santa Clara, California

- Led digital experience research, design, and marketing strategy for key NVIDIA software platforms and websites, supporting the company’s strategic pivot towards artificial intelligence by enhancing digital presence across various domains.
- **Subscription growth and UX:** Redesigned the subscription experience for GeForce NOW (10M+ users), introducing a freemium model with optimized in-app upgrade paths to drive user acquisition and conversion.
  - **AI platform launch:** Crafted the digital experience for NVIDIA Omniverse, an app store facilitating 3D design collaboration, central to NVIDIA’s AI ecosystem strategy.
  - **Data-driven design:** Utilized comprehensive UX research methodologies (analytics, heatmaps, user testing, competitor analysis) to design web experiences focused on optimizing the buyer’s journey and improving conversion rates.

Education

MBA

University of Southern California,  
Marshall School of Business

B.S. Business Administration, Marketing

San Jose State University

Magna Cum Laude, Sbona Marketing Honors

Volunteer

Guest Lecturer, Business

San Jose State University

July 2025 - Current

Board Member

Workplace Fairness

January 2021 – August 2024

Crisis Counselor

Trevor Project

May 2022 – January 2024

# M. MAXIMILLIAN LIES

109 W. 39<sup>th</sup> Street, Unit 117, Austin, TX 78751

[max.lies@mba.utexas.edu](mailto:max.lies@mba.utexas.edu) | (303) 549-6975 | [www.linkedin.com/in/maxlies](http://www.linkedin.com/in/maxlies)

## EDUCATION

---

**THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX** **May 2026**

**Master of Business Administration, Concentration in Energy Finance**

- Top three finalist, National Energy Finance Competition 2024

**COLLEGE OF THE HOLY CROSS, Worcester, MA** **May 2017**

**Bachelor in Economics and Political Science**

- Dean's List

## EXPERIENCE

---

**EXXONMOBIL, Greater Houston, TX** **Summer 2025**

**Finance MBA Intern**

- Constructed a novel assessment framework for lending optimization to help inform lending decisions made by Commercial Treasury
- Performed an analysis on economics of EM Global Trading broker margin to provide business optimization insights
- Prepared and performed two presentations to senior ExxonMobil finance staff outlining project results

**CAPSTONE LLC, Washington, D.C.** **2023 - 2024**

**Senior Associate, Financial Services**

- Assessed potential regulatory and policy risks for financial services clients through ongoing engagements, projects, and research, including co-leading Capstone's financial services engagement with a Fortune 500 company and acting as subject matter expert on Financial Stability Oversight Council developments
- Authored and managed research for clients in forms of memoranda and conference calls, including leading two long-form and multiple short-form research notes

**U.S. DEPARTMENT OF THE TREASURY, Washington, D.C.** **2019 - 2023**

**Economic Research Analyst (2019 - 2021; 2022-2023)**

- Directed International Financial Markets office engagement with key stakeholders, such as the Financial Stability Board (FSB) and produced monthly document submissions to assist global policymakers through regular meetings
- Supervised Treasury's drafting of the FSB's October 2020 report, The Use of Regulatory and Supervisory Technologies by Authorities, over a period of three months
- Led the Office of International Monetary Policy in engagement with key International Monetary Fund stakeholders on timely policy issues, such as IMF quota discussions, as well as daily maintenance of the Exchange Stabilization Fund
- Led the Office of Europe and Eurasia's ongoing regulatory and macroeconomic engagement with select European countries, primarily Germany, as well as liaise with other IA offices on macroeconomic analysis on a monthly basis
- Served as lead point of contact for Treasury International Affairs in the National Security Council (NSC) interagency process

**Senior Advisor (2021 - 2022)**

- Acted as lead Treasury staff and drafter in the Foreign Policy for the Middle Class NSC workstream from 2021-2022, attending monthly meetings at varying levels of seniority to ensure final report to White House was comprehensive

**GOLDMAN SACHS, Salt Lake City, UT** **2017 - 2019**

**Liquidity Risk Analyst**

- Collaborated daily with 5+ asset class teams across firm business lines to monitor and oversee firmwide risk exposure
- Co-produced quarterly and monthly regulatory Goldman Sachs submissions and directly worked with regulators to address ad-hoc requests pertinent to periodic submissions

## ADDITIONAL

- 
- Extracurriculars: CleanTech Fellow; VP of Finance, McCombs CleanTech Group; Board Member, McCombs Energy Finance Group; Student Academic Chair & Cohort Representative, McCombs Graduate Business Council
  - Seasonal Lift Attendant, Whitefish Mountain Resort (Winters 2024 and 2025)
  - St. Peter's Church on Capitol Hill Lector, Choir Member, Member of Bicentennial History Subcommittee (2019 - 2024)

## EDUCATION

<b>Johns Hopkins Carey Business School</b> MBA, Leadership, Entrepreneurship, & Tech (Part-Time)	Baltimore, MD June 2026
<b>Maryland Institute College of Arts</b> MA, Design Leadership (Part-Time)	Baltimore, MD June 2026
<b>Indiana University - Indianapolis</b> BS, Organizational & Corporate Communication	Indianapolis, IN Aug 2018

## EXPERIENCE

<b>Dropbox</b> Intern, Chief of Staff to the Chief People Officer	Remote July 2025– Present
<ul style="list-style-type: none"> <li>Co-designed and rolled out Dropbox’s HR Minors pilot program, aligning with internal HR-as-a-Product principles to strengthen internal mobility and cross-functional skill development.</li> <li>Built a KPI framework in partnership with People Analytics to track pilot outcomes, tying each metric to broader HR strategy; improved clarity and scalability of evaluation methods.</li> <li>Designed and launched pulse surveys to measure participant growth and skill progression, creating a feedback loop that informed program improvements in real time.</li> <li>Established scalable KPI and survey infrastructure expected to inform HR program design and people strategy at Dropbox beyond the pilot lifecycle.</li> </ul>	
<b>Indiana Youth Group (IYG)</b> Chief of Staff	Indianapolis, IN Oct 2023 – Feb 2025
<ul style="list-style-type: none"> <li>Partnered with CEO and leadership team to redesign people operations and org structure, cutting turnover from 65% to ~9–13% annually (~95–97% reduction) while expanding headcount 170–187% across four locations.</li> <li>Designed and launched an executive coaching program, enhancing strategic decision-making and increasing leadership team alignment and performance by 30%.</li> <li>Directed a successful departmental merger that improved cross-functional collaboration, reduced operational silos, and boosted service delivery outcomes by 25%.</li> </ul>	
<b>People Operations Business Partner</b>	May 2021 – Oct 2023
<ul style="list-style-type: none"> <li>Embedded equity-centered practices across all departments, driving a 35% increase in employee satisfaction and building a stronger foundation for long-term retention and growth.</li> <li>Designed and delivered DEIB training series for 40+ employees, resulting in a 20% lift in engagement survey participation and a stronger internal feedback culture.</li> <li>Introduced cross-functional “learning labs” to build peer coaching skills and improve collaboration, contributing to a 30% increase in employee trust and engagement scores.</li> </ul>	
<b>The Speak Easy</b> Executive Director (CEO)	Indianapolis, IN Mar 2022 – Mar 2023
<ul style="list-style-type: none"> <li>Forged 3 strategic partnerships that unlocked \$1.5M in new funding, diversifying revenue streams and positioning the org for sustainable growth.</li> <li>Completed the first full operational audit, eliminating 6 redundant processes and reducing admin bottlenecks by ~60%, which accelerated decision-making and strengthened program delivery.</li> <li>Modernized facilities and overhauled tech infrastructure, reducing system downtime by 20% and boosting security, staff efficiency, and overall workplace reliability.</li> <li>Amplified local and national visibility through targeted outreach and branding efforts, increasing membership by 15% and generating an additional \$8K in monthly recurring revenue.</li> </ul>	

## **Purdue Polytechnic Network of Schools**

Indianapolis, IN

(Founding) Director of Business Operations, North Campus

Jan 2019 – Feb 2021

- Built and operationalized the full infrastructure for a new high school campus, leading cross-functional systems spanning HR, IT, facilities, student services, enrollment, procurement, and safety.
- Designed and implemented onboarding and PD strategy for 13 new staff, earning satisfaction scores 7 points higher than sister campuses and ensuring alignment with schoolwide goals.
- Delivered ongoing training to all staff, maintaining 100% compliance with state, charter authorizer, and funder requirements.
- Built and launched an LMS with 6 custom courses that replaced two 8-hour PD days; staff completed training in ~10 hours over multiple days with 100% on-time completion.
- Authored and standardized a comprehensive Business Manager Playbook adopted across multiple campuses, streamlining onboarding and boosting operational consistency network-wide.

## **ADDITIONAL QUALIFICATIONS**

---

### **Leadership:**

- **National Conference Chair & Organizer** – Directing two U.S. LGBTQ+ conferences (ROMBA, Unity Through Diversity), leading 40+ cross-functional remote members to deliver programs for 1,000+ attendees that advanced health equity and professional development.
- **Curriculum Designer-in-Residence** – Building curriculum for a national leadership institute (Centerlink), upskilling 20+ non-profit executive directors to strengthen organizational sustainability and equity outcomes across the U.S. LGBTQ+ Centers.
- **Strategic Governance Leader** – Advising statewide board leaders (Indiana Pride of Color), improving leadership continuity, expanding partnerships, and fortifying funding for Indiana's only organization serving queer people of color.

### **Certificates:**

- Cornell University
  - Generative AI for Productivity, Cornell University
  - Diversity, Equity, & Inclusion, Cornell University
- Purdue University
  - Leadership Studies, Purdue University
  - HR Management, Purdue University

### **Software:**

ADP, Adobe Creative Suite, Asana, BambooHR, Canva, ClickUp, Dropbox, Generative AI, Greenhouse, Google Workspace, Gusto, Mailchimp, Meta Business Suite, Microsoft Office 365, Miro, Notion, Slack, SurveyMonkey, Squarespace, Typeform, Zoom Workplace, Workleap

# RAJNANDINI (DINI) SINGH

[dini.singh@my.utexas.edu](mailto:dini.singh@my.utexas.edu)

(737) 900-9494

<https://www.linkedin.com/in/rajnandini-singh/>

## EDUCATION

---

**THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, Texas** **May 2027**

**Master of Business Administration, Concentration in Marketing Analytics & Consulting**

Merit Scholar

Activities: Graduate Consulting Group, McCombs Admissions Committee, Graduate Business Wine Club

**VELLORE INSTITUTE OF TECHNOLOGY, Chennai, India** **May 2019**

**Bachelor of Technology in Electronics and Communications Engineering**

- GPA: 8.19 / 10 (Top 20% of class)
- Leadership: Co-President of the Literary Club, managed a team of 15 to organize 30+ events; produced 9 plays
- Led sponsorship team for first TED event at university, secured \$10K in sponsorships

## EXPERIENCE

---

**MU SIGMA BUSINESS SOLUTIONS, Bangalore, India and Austin, TX** **2019 - 2025**

*Decision sciences company and India's first Fortune Unicorn (~3500 employees; ~\$150M Revenue)*

**Apprentice Leader (Engagement Manager) (2022 - 2025)**

- Achieved 40% uplift in customer spending for a Fortune 20 retailer by directing a 16-analyst team on 100+ projects tackling loyalty personalization, targeting, and budget optimization
- Delivered 10% revenue growth on a \$5M client engagement by advising on loyalty strategy improvement and developing an in-house generative AI tool for faster decision making
- Accelerated analysis turnaround time by 80% by solving client data privacy constraints with a custom Generative AI model, providing executive-level recommendations on campaign strategy and customer engagement
- Increased average client end-customer spend by 50% through cross-channel personalization using hyper-specific customer profiles
- Improved productivity by 20% and cut turnaround time by 50% for a 25-member customer insights team by spearheading 5-member initiative standardizing reporting and quality practices
- Boosted client satisfaction score by 5% by launching a certification program on client engagement best practices

**Lead Decision Scientist (Lead Data Scientist) (2021 - 2022)**

- Generated \$750M in testing cost savings by working in a 4-member team to build an AI-based simulation strategy, helping a CPG client predict product cannibalization and market response
- Reduced audience selection time by 70% and doubled engagement by developing an ML-driven selection framework in collaboration with a cross-functional team of marketing, analytics, and CRM analysts
- Managed a 3-member team to identify \$6M in savings for a US retailer by reducing overlap among campaigns using revenue attribution models

**Decision Scientist (Data Scientist) (2019 - 2021)**

- Reduced annual accidents by 60% and potential liability costs by \$20M/year by revamping safety training procedures and automating safety checks for a US chemicals company
- Achieved \$30M savings and 20% engagement uplift by optimizing coupon strategy and marketing budgets by accurately attributing revenue to marketing touchpoints and using machine-learning forecasting
- Launched a unified executive-level platform for a US retail loyalty program to track KPIs and pivot strategy in real time

## ADDITIONAL

- 
- Honored with three senior leadership awards for ranking among the top 10% of employees firmwide
  - Raised 100K INR (\$1.2K) for safe housing of rural LGBTQIA+ communities through national social media auctions during the COVID-19 pandemic
  - Volunteer: Austin Animal Center (2024-present), Austin Pride Foundation (2023-present)
  - Interests: Badminton (Finalist - India, Jharkhand), Playwriting and Direction (won 2 inter-college awards), Kayaking



# DAVIS K. RUSSELL

910.228.3557 | davisrussell@ufl.edu | <https://www.linkedin.com/in/daviskrussell/>

## EDUCATION

University of Florida, Warrington College of Business

*Master of Business Administration (MBA) Marketing Concentration*

- C. Howard McNulty Fellow | “Reaching Out MBA” (ROMBA) Fellow | OUT@Warrington Chair

**May 2026**  
Gainesville, FL

Savannah College of Art & Design

*Industrial Design (BFA); Jewelry Design Minor*

**August 2019**  
Savannah, GA

## WORK EXPERIENCE

Atelier Jouffre

**June 2025 - August 2025**

*Business Development Intern*

New York, NY

- Led a client outreach campaign achieving a 59% interested response rate, secured 17 client meetings, & 3 quote requests by orchestrating an omnichannel outreach strategy across 104 top designers for luxury residential & commercial interiors.
- Streamlined handoff & data hygiene by producing a final business development presentation with recommendations, maintaining a KPI tracker for 177 accounts, updating the international CRM database, & collaborating cross-functionally with marketing & business management to produce materials for client outreach.

eCreative Productions

**December 2023 - June 2024**

*Production Coordinator*

Orlando, FL

- Managed a \$250,000 event budget accurately through a custom-built Excel tracking system, ensuring precise resource allocation for a high-end, 300+ attendee promotional golf tournament catering to luxury clients.
- Developed promotional strategies & content for *One Magical Weekend*, the Southeast’s largest LGBT+ festival, resulting in over 100,000+ attendees across 12 sold-out events.

Monarch Jewelry

**November 2021 - November 2023**

*Marketing & Event Coordinator (2022 - 2023)*

Orlando, FL

- Implemented CRM system via EDGE POS to collect customer data & create market segmentation for targeted ad campaigns.
- Enhanced customer experience & engagement for luxury audiences by contributing to website redesign & SEO strategy, driving a ~15% increase in e-commerce sales.
- Directed 330+ social media campaigns & 50+ ad initiatives, employing A/B testing to analyze & optimize customer engagement.
- Organized & promoted eight sales events, doubling attendance & profits, with two new initiatives, each generating \$50,000+.

*CAD Jewelry Designer & Sales Associate (2021-2023)*

- Designed 400+ bespoke jewelry projects with values up to \$250,000, translating client ideas into CAD models, renders, & 3D prints for in-house production.
- Oversaw retail custom commission sales & client liaison, contributing to annual sales growth of 59% (2021–2023).
- Provided design & production consultation to 200+ B2B & B2C clients, translating visions into physical luxury products through CAD modeling, sample prototyping, precious material sourcing & in-house production.

DKR Jewelry Designs

**March 2019 - Present**

*Entrepreneur & Designer*

Savannah, GA

- Founded a custom fine jewelry business specializing in handcrafted designs & client-driven commissions, with products featured in 5 galleries with an international presence.
- Directed all operations, including design, sales, website management, marketing, customer retention & consistent revenue.
- Consulted with ~20 B2B & B2C clients internationally, delivering tailored solutions for jewelry design, sourcing, & production.

Atelier Gallery

**March 2019 - June 2020**

*Project Manager & Sales Associate*

Savannah, GA

- Designed & produced additions to the "Savannah Gates" line, streamlining manufacturing & expanding the collection by 40%.
- Initiated an online e-commerce platform & developed 60+ social media posts & campaigns to increase sales & market reach.

## OTHER EXPERIENCE

**Ivy Mind to Market Case Competition Third Place (March 2025):** Led a team in an entrepreneurial consulting competition, developing actionable & innovative solutions for a startup exploring new markets in the agricultural tech industry.

## ADDITIONAL INFO

**Software:** Google Analytics, Meta Ads, Canva, Adobe Creative Cloud, Microsoft Office, CAD (Rhino, Matriz, SolidWorks), Asana.

**Certifications & Training:** Punchmark Marketing Workshop (2023); Ethical Metalsmiths (2019–2023); INSIDE LVMH (2024).

**Publishing:** *Second Wife* ring acquired by Susan Grant Lewin Foundation (2021) & featured in the “Ring Redux” exhibit & book.

## Brandon Bond, LLMSW-Macro, MPH, CHES, CNP

[bcbond@umich.edu](mailto:bcbond@umich.edu) | <https://www.linkedin.com/in/bcbond/>

### EDUCATION

<b>Johns Hopkins University - Carey Business School &amp; Maryland Institute College of Art</b>	<b>Baltimore, MD</b>
MBA (Part-Time)   AI in Business, Business Analytics & Risk Management, and Healthcare Management	May 2027
MA (Part-Time)   Design Leadership	
Graduate Certificate   Leadership Development Program	May 2025
<b>University of Michigan   School of Public Health and School of Social Work</b>	<b>Ann Arbor, MI</b>
MPH   Health Behavior & Health Education – Injury Science Certificate: Suicide Concentration	December 2022
MSW   Global Social Work Practice and Management & Leadership - Trauma-Informed Practice Certificate	
<b>University of Michigan   College of Literature, Science, and the Arts – Residential College</b>	<b>Ann Arbor, MI</b>
B.A.   Biopsychology, Cognition, Neuroscience – Development, Psychopathology, and Mental Health	April 2020
B.A.   International Studies – Global Environment & Health, Latin America Area Focus	<b>Distinction</b>
Minor   Community Action Social Change	
<b>Nonprofit Leadership Alliance</b>	
Certification   Certified Non-Profit Professional (CNP)	December 2024
<b>National Commission for Health Education Credentialing</b>	
Certification   Certified Health Education Specialist (CHES)	April 2023

### WORK EXPERIENCES

<b>Active Minds   Speaker's Bureau</b>	<b>Remote</b>
<i>Professional Public Mental Health Speaker</i>	January 2024 – Present
<ul style="list-style-type: none"><li>Design and facilitate evidence-informed talks and interactive training focused on multicultural well-being, men's mental health, and equity-centered mental health strategies in higher education settings.</li><li>Amplify national stigma reduction and suicide prevention outreach efforts through multimedia content (social campaigns, blogs, podcasts, and videos),</li></ul>	
<b>University of Michigan   LSA Dean's Office</b>	<b>Ann Arbor, MI</b>
<i>Mental Health &amp; Well-Being Program Manager</i>	January 2023 – Present
<ul style="list-style-type: none"><li>Led the implementation of eight 8-hour Mental Health First Aid (MHFA) trainings for 160+ staff and faculty, advancing campus-wide suicide prevention capacity through skill-building and early intervention readiness.</li><li>Spearheaded a multi-unit collaboration to launch an annual mental health and well-being fair with tailored prevention messaging, drawing 400+ students.</li><li>Partnered with a unit to design and receive funding for the construction of an outdoor sustainable biophilic wellness pavilion on a resource-deficient part of campus.</li><li>Co-created and instructed a staff certificate on strategic communications, well-being integration, and advocacy tactics.</li></ul>	
<b>University of Michigan   Wolverine Wellness</b>	<b>Ann Arbor, MI</b>
<i>Multicultural Wellness Coach and Intervention Implementation Lead</i>	August 2020 – January 2023
<ul style="list-style-type: none"><li>Earned 60+ training hours in Motivational Interviewing, wellness coaching, BIPOC and LGBTQIA+ identities, relationship dynamics, religion/spirituality, conflict resolution, and working with international students.</li><li>Designed and facilitated a curriculum for a month-long wellness group for 15 Black graduate students across seven schools to discuss adaptive coping skills, enhancing help-seeking behaviors, and navigating dominant culture spaces.</li><li>Operated a 6-week pilot social media mental health intervention (YBMen Project) for 50+ Black college males.</li><li>Orchestrated an integrative wellness pop-up barbershop for male-identifying students of color and facilitated a conversation of 20+ BIPOC males on redefining success and addressing childhood trauma.</li></ul>	
<b>Arab Community Center for Economic &amp; Social Services   Community Health &amp; Research Center</b>	<b>Dearborn, MI</b>
<i>HIV Prevention and Test Counselor</i>	January 2022 – January 2023
<ul style="list-style-type: none"><li>Created and operationalized a home-delivered HIV testing model for under-resourced communities in Metro Detroit, ensuring privacy, cultural sensitivity, and harm reduction in service delivery.</li><li>Provided trauma-informed, strengths-based counseling support to patients navigating the test process and results.</li></ul>	
<b>University of Michigan   Honors College</b>	<b>Ann Arbor, MI</b>
<i>Graduate Student Instructor - Course: HONORS 240 Wellness</i>	June 2021 – August 2021 & August 2022 – December 2022
<ul style="list-style-type: none"><li>Designed curriculum and delivered innovative and interactive lectures exploring positionality, healing justice, and social ecological wellness for two classes of honors undergraduate students.</li><li>Guided student reflection and writing on belonging, mental health, and resilience through iterative coaching and feedback on over fifty essays.</li></ul>	
<b>Centers for Disease Control and Prevention (CDC)   National Center for Injury Prevention and Control</b>	
<i>Global Violence Against Children and Youth Intern</i>	May 2021 – August 2021
<ul style="list-style-type: none"><li>Managed and researched non-response bias promotion, participant response plan methodology, and comparative analytic assessments to develop and implement a pilot Domestic VACS.</li><li>Delivered a research presentation on the impact of violence against Deaf children to the Field Epidemiology and Prevention Branch.</li></ul>	

## PROFESSIONAL DEVELOPMENT & SERVICE

<b>Packard Health</b> <i>Black Men's Mental Health Ambassador Program Founding Ambassador</i>	<b>Ann Arbor, MI</b> <b>September 2024 – Present</b>
<ul style="list-style-type: none"><li>Spearheading the foundational infrastructure and governance of a local Black men's mental health ambassador program through community-based strategic planning, asset mapping, and operational design.</li><li>Organizing and implementing methods for ambassador recruitment, outreach, and onboarding.</li><li>Delivered a tailored workshop to 30+ older Black man about the impact social and spiritual well-being has on their health.</li></ul>	
<b>Mental Health America</b> <i>Inaugural Youth Policy Accelerator Fellow</i>	<b>Remote</b> <b>October 2023 – July 2024</b>
<ul style="list-style-type: none"><li>Co-authored a national policy report centering the experiences of 350+ youth peer mental health supporters, contributing to the introduction of U.S. Senate legislation (S.4811 and S.4812) to fund and standardize national peer support services.</li><li>Served as the Communications Lead for the newly formed coalition of national youth mental health organizations.</li></ul>	
<b>Active Minds &amp; MTV Entertainment</b> <i>National Campaign Youth Advisory Council Member</i>	<b>Remote</b> <b>March 2023 – December 2024</b>
<ul style="list-style-type: none"><li>Served as a strategic advisor for the A.S.K. campaign, a national digital peer mental health support initiative, which gained 28M views and 1.3M engagements, resulting in 72% of participants feeling more prepared for peer support, and earning eight Anthem Awards.</li></ul>	
<b>University of Michigan – School of Public Health</b> <i>Public Health Support Action Team Leader</i>	<b>Ann Arbor, MI</b> <b>October 2023 – July 2024</b>
<ul style="list-style-type: none"><li>Led collaborative public health evaluation efforts with Grenada's Ministry of Education to design trauma-informed assessment tools for youth in juvenile detention centers.</li><li>Conducted disaster needs assessments in partnership with the CDC and Kentucky Health Department using CASPER methodology to identify behavioral health and infrastructure needs in six flood-impacted counties in Eastern Kentucky.</li></ul>	
<b>BOARD &amp; COMMITTEE EXPERIENCES</b>	
<b>OK Today</b> <i>Youth Advisory Council Member</i>	<b>Remote</b> <b>July 2025 – Present</b>
<ul style="list-style-type: none"><li>Developing an open-source platform that equips young changemakers with the tools, space, and support to help start real conversations about mental health starting in our own communities.</li></ul>	
<b>Detroit Community Health Connection</b> <i>Community Advisory Board Member</i>	<b>Detroit, MI</b> <b>September 2024 – Present</b>
<ul style="list-style-type: none"><li>Providing insight on the development of a culturally responsive, city-wide health campaign focused on improving behavioral health and well-being outcomes for Black men aged 18–24.</li></ul>	
<b>International House of Ann Arbor</b> <i>Board Member – Finance Committee</i>	<b>Ann Arbor, MI</b> <b>January 2024 – Present</b>
<ul style="list-style-type: none"><li>Co-created a \$5,000 Rent Assistance Program (RAP) to prevent housing instability for international students and scholars at the University of Michigan.</li><li>Provide fiscal oversight and education, help steward sustainable development efforts, and support board capacity-building through financial education activities.</li></ul>	
<b>Garrett's Space</b> <i>Board Member</i>	<b>Ann Arbor, MI</b> <b>January 2023 – Present</b>
<ul style="list-style-type: none"><li>Led the creation of a youth-informed DEI framework for the young adult suicide prevention nonprofit.</li><li>Provided trauma-informed and injury prevention guidance to the residential center architecture firm to ensure suicide prevention, healing-centered architecture, and lived experience were embedded in program design.</li><li>Represented the organization in fundraising and awareness-building events, expanding donor and community engagement networks.</li></ul>	
<b>University of Michigan   Rackham Graduate School</b> <i>Promoting 2LGBTQ+ Grad Student Holistic Wellness, Safety, and Inclusion Advisory Committee Member</i>	<b>Ann Arbor, MI</b> <b>2021 – 2022</b>
<ul style="list-style-type: none"><li>Conducted a participatory well-being needs assessment in partnership with staff, faculty, and students to identify barriers to safety, inclusion, and mental health support for 2LGBTQ+ graduate students.</li></ul>	

## AWARDS & HONORS

Mental Health First Aid Community-Specific (Higher Ed) Instructor of the Year Recipient	2025
NAMI-Michigan Honors Youth Mental Health Advocate of the Year Recipient	2025
NCHEC's Outstanding Service & Leadership (Emerging Professional) Award Recipient	2025
NASW-Michigan Emerging Social Work Leader Award Recipient	2024
University of Michigan Distinguished Diversity Leaders Award Recipient	2024
George Orley Student Mental Health Advocate Award Recipient	2022
School of Public Health Eugene Feingold Diversity Award Recipient	2021

## FOREIGN LANGUAGES & TECHNICAL SKILLS

Spanish (Advanced), ASL (Intermediate), Portuguese & French (Novice), Motivational Interviewing, Google & Microsoft Suite

# Chris Arreola

(562) 316 - 9411 • [chris\\_arreola@berkeley.edu](mailto:chris_arreola@berkeley.edu) • [linkedin.com/in/chrisarreola](https://www.linkedin.com/in/chrisarreola)

---

## EDUCATION

---

<b>University of California, Berkeley, Haas School of Business</b> <i>Master of Business Administration</i> <ul style="list-style-type: none"><li>Consulting Club, ROMBA Fellow, Consortium of Graduate Study in Management Fellow</li></ul>	<b>May 2027</b>
<b>Loyola Marymount University</b> <i>Master of Arts, Urban Education and Leadership</i>	<b>May 2021</b>
<b>San Francisco State University</b> <i>Bachelor of Arts, Women and Gender Studies</i> <ul style="list-style-type: none"><li><i>Summa Cum Laude</i>, Founder of Coaching Corps, President of Feminism in Action, Speech and Debate Team</li></ul>	<b>May 2016</b>

---

## EXPERIENCE

---

<b>Springboard Collaborative, San Francisco, CA</b>	Senior Associate, Learning Development	<b>2023-2025</b>
<b>University of the Pacific, San Francisco, CA</b>	Adjunct Faculty and Learning Designer	<b>2021-2025</b>
<b>KIPP Bayview Elementary, San Francisco, CA</b>	Assistant Principal	<b>2022-2023</b>
<b>Teach for America (SFUSD), San Francisco, CA</b>	Teacher	<b>2016-2022</b>

---

### Strategy and Analysis

- Led learning strategy and data analysis for a turnaround school of 161 students and 9 teachers; defined goals, managed multiple streams of data, set priorities, and led development; 74% of students made above average growth in literacy
- Developed a new coaching framework for a nonprofit serving 3,800 teachers annually by researching competitors, evaluating coaching frameworks, and engaging colleagues in design thinking processes, eventually securing leadership approval for go-to-market implementation
- Revised DEI strategy for a TFA Teacher Development Institute during the COVID-19 lockdown by collaborating with stakeholders, analyzing data, and shifting all learning to asynchronous platforms, resulting in highest overall learning data amongst other DEI practitioners nationwide
- Piloted new data collection methods for 5 schools to inform strategy on learning and development, leading to an increase of 43% staff confidence and 56% mastery of skills

### Systems Design

- Co-founded a culture and climate team composed of teachers, administrators, and coaches, which streamlined staff feedback processes, tools, and interventions, leading to 100% retention of staff
- Implemented a learning management system utilized by over 1,000 teachers by reviewing tech tickets, creating process guides and designing collateral, leading to programmatic cost reduction of \$915 per partner
- Institutionalized DEI protocols at TFA including standardized pronoun-sharing practices and processes for establishing gender-inclusive restroom facilities by training leaders, eventually leading to region-wide adoption

### Project and Program Management

- Oversaw a portfolio of 8 school district partnerships, including Los Angeles Unified School District, by collaborating with district leaders to align on priorities, providing timely updates, and leading debrief sessions to improve program efficiency and effectiveness
- Created 3 graduate-level courses by coordinating a team of three faculty members, managing due dates, leading team meetings, inviting guest speakers, and reporting progress to director of curriculum instruction; 100% of tasks were completed by the established timeline and courses received high satisfactory ratings by students

### Training and Development

- Facilitated trainings for thousands of teachers and built bespoke supports for schools, ultimately setting a new standard in training satisfaction with an average of 4.8 out of 5
  - Developed school leaders by designing trainings, one-on-one coaching, and data analysis meetings, resulting in a 100% improvement on critical leadership skills
- 

## ADDITIONAL

---

- Native fluency in Spanish, advanced writing and reading; first 3 years in the classroom were in Bilingual settings
- Interested in education policy, government, and non-profit management
- DJ and music producer, performed in clubs across the Bay Area and started a video series highlighting musicians

# CHRIS ENDERS

[christopher.enders@uga.edu](mailto:christopher.enders@uga.edu) | 512-820-7851 | [linkedin.com/in/christopherenders/](https://www.linkedin.com/in/christopherenders/)

## WORK SUMMARY

Senior leader in parks and environmental management with expertise in operational turnaround, strategic partnerships, and community engagement. Proven success in automating systems, growing revenue, and leading cross-sector initiatives for public, nonprofit, and private entities.

## EDUCATION

**UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS**, Athens, GA 2024-2026

**Master of Business Administration**

Six-Sigma Blackbelt Certification

**ST. EDWARD'S UNIVERSITY**, Austin, TX 2015-2018

**Professional Science Master's** in Environmental Management and Sustainability

Graduate Internship: Texan by Nature with First Lady Laura Bush

Founder of Center for Environmental Planning & Sustainability initiative

**UNIVERSITY OF WEST FLORIDA**, Pensacola, FL 2000-2006

**Bachelor of Arts** in Interdisciplinary Humanities

Internship: Disney, Founder of Fantasy Film Productions; Founder of TRiO Leadership Council (501c3 Nonprofit)

**THE UNIVERSITY OF TEXAS AT AUSTIN**, Certifications: Project Management, Design Thinking & CPS (IGNITE) 2013-2014

## WORK EXPERIENCE

**SANDY CREEK NATURE CENTER, INC**, Athens, GA 2024-Present

**Vice President & Chair of Finance Committee, Board of Directors**

- Developing comprehensive business & community engagement plans; secured name change & restructured organization; coordinated board retreat; member of Association of Nature Center Administrators

**AMICALOLA FALLS STATE PARK AND LODGE**, Dawsonville, GA 2023-2024

**Assistant Park Manager & Interpretation Manager** (Outdoor Recreation, Environmental Education, Captive Wildlife)

- Managed 4 staff; supervised 19 staff, & oversaw all resort & park staff & operations as 24-hr on-call manager
- Drove complete operational turnaround of the parks programming division; transitioned staff & wildlife assets
- Transitioned department location to new visitor center; relocated & redesigned outdoor archery & axe throwing range; secured \$82,000 initial funds for low-ropes expansion & adventure area; established volunteer program
- Automated staffing, registration & advanced payment system that stabilized scheduling, reduced staffing expense & drove revenue increase over 1000%; trained managers to adopt system across company properties
- Developed comprehensive interpretive development plan to assist in continuity after departing position; created & implemented professional training program for interpretation that aligned with national standards
- Recognized Appalachian Trail expert; organized conference for 500+ people & 35+ vendors; transferred ownership to nonprofit, established presence on planning committees; advised \$1.8 million market expansion
- Returned to volunteer at the national conference to promote leave-no-trace in partnership with local nonprofit

**NATIONAL PARK SERVICE**, Grand Canyon, Sequoia & Kings Canyon, Muir Woods, etc. 2006-2022

**Seasonal Park Ranger** (Wilderness Protection, Environmental Education, Nature Center Operations, Administration)

- Designed master plan, analyzed surveys, & created invasive species management plan to establish new park
- Created and facilitated 50+ interpretive and educational programs, engaging more than 1,000 audiences ranging from small groups to 250-person events; traveled to over 100 classrooms & taught curriculum-based programs
- Provided information to 5 million+ visitors at nature centers & community events, award for civic engagement

**TEXAS COMMISSION ON ENVIRONMENTAL QUALITY**, Central Texas Regions 9 & 11 2019-2021  
**Environmental Investigator & Natural Resources Specialist**, Disaster & Emergency Response Teams

- Conducted 500+ investigations across 30 counties for regulatory compliance & permit approval related to petroleum storage tanks, municipal waste, industrial waste, air quality, wastewater & aggregate facilities
- Selected as the regional representative for Lean 6 sigma team to improve field citation process
- Coordinated donation drive for orphanage; founded running club; member of Toastmasters International

**LAGUZ TECHNOLOGY & HEALTH SOLUTIONS** – Austin, TX 2015-2019  
**Founder & Consultant**, HIPAA Certified, Private Healthcare Practice

- Managed & analyzed database of 1 million+ healthcare accounts & provided annual report for major insurer
- Brokered two angel investment & venture capital investment relationships
- Provided healthcare & recruiting services as part of private practice to 2000+ clients at 35+ corporate offices

**CITY OF AUSTIN, WATER QUALITY PROTECTION LANDS**, Austin, TX 2016-2017  
**Graduate Researcher & Principal Investigator**

- Received \$48,000, 20+ city staff & equipment for 20+ mile dye trace to determine flow in the Edward's Aquifer

**THE UNIVERSITY OF TEXAS AT AUSTIN** – Austin, TX 2011-2014  
**Recruitment & HR Specialist**, Information Technology Services 2013-2014

- Promoted with full autonomy to design positions and responsibilities; work supervisor for 8 staff & hired 1 assistant
- Architected full-cycle talent management & brand strategy for 500-person IT division, establishing university partnerships & a student pipeline program that secured #1 employer ranking over elite tech firms

**Human Resources & Administrative Associate**, Central Business Office 2012-2013

- Led organizational change initiatives, including Accenture-led shared services restructure & design thinking project that reengineered in-person IT helpdesk processes for 350+ daily student visits
- Managed critical HR & administrative functions, including writing SOP manual, overseeing 2M+ document digitization project, coordinating large conferences, transitioning network to VoIP; supervised 8 part-time staff
- Prevented \$2M lawsuit by leveraging end-to-end supply chain knowledge

**Temporary 3<sup>rd</sup> Shift Facilities Supervisor**, Frank Erwin Civic Center, Athletics 2011

- Managed 9 staff & 35 HUB contractors; oversaw nightly turnarounds for 17,900 person NCAA games & events

**GRAND CANYON RAILWAY, XANTERRA CORPORATION**, Williams, AZ 2010-2011  
**Customer Service Supervisor**

- Managed 15 staff onboard luxury train & train depot; sound engineer & entertainer

**YOGAFARM**, Grass Valley & Los Angeles, CA 2008-2010  
**Interim Senior Manager**, Volunteer at international destination resort specializing in yoga vacations

- Managed 8 departments, 35 staff & 115 volunteers; administrator for international expansion; yoga teacher
- Additional short-term experience as COO of YogaYoga directing 4 stores & 45 staff during reorganization

## **VOLUNTEER EXPERIENCE**

**GEORGIA APPALACHIAN TRAIL CLUB, ATHENS CHAPTER – Founder & Chair** 2025-Present

- Developed new statewide business & membership engagement model; implemented first in Athens, GA

**SUNFLOWER COOPERATIVE – President & Vice President, Chair of Legacy Fund Committee** 2014-2019

- Established partnership with Austin Cooperative Business Association; lobbied city government officials

**RED CROSS OF TEXAS – Flood Disaster Relief, Supply, Assessment, & Shelter Manager Volunteer** 2012-2015

## **ADDITIONAL INFORMATION**

- Expert in long-distance backpacking with 2 completed thru-hikes of the Appalachian Trail
- Active in the community with more than 15,000 hours of volunteer service;
- Voracious life-long learner with multiple advanced certifications in integrative health; learning Japanese
- Member of National Association of Interpretation, Nature Ramblers, & Federation of Petanque USA

## FATIMA SHAMI

fs22594@my.utexas.edu

(832) 410-5799

[www.linkedin.com/in/fatima-shami](http://www.linkedin.com/in/fatima-shami)

### EDUCATION

---

**THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX** **May 2027**

**Master of Business Administration, STEM**

**TEXAS A&M UNIVERSITY, Arte McFerrin School of Chemical Engineering, College Station, TX** **December 2023**

**Master of Science in Safety Engineering**

- GPA 4.0 | Tau Beta Pi Engineering Honor Society, American Society of Safety Professionals

**UNIVERSITY OF NEW MEXICO, Dep. of Chemical and Biological Engineering, Albuquerque, NM** **May 2012**

**Bachelor of Science in Chemical Engineering**

- GPA 3.8 | Society of Women Engineers, American Institute of Chemical Engineers (AIChE)

### EXPERIENCE

---

**WATTS & FISHER PTY LTD, Perth, Australia (Remote)** **2025 - Present**

**Strategic Advisor, Corporate Development**

- Provided consultancy services to mining startup, advising the executive leadership team on IP monetization strategy, capital structure optimization, and grant applications for innovation funding, leveraging insights from refining and chemicals industry experience
- Conducted market analysis and competitive benchmarking across the critical minerals sector. Developed business plan and go-to-market strategy for proprietary mineral processing technologies
- Developed investor-grade financial models (discounted cashflow [DCF], comparable company analysis, and scenario modelling), supporting company valuation and capital raise strategy
- Created tailored investor materials and managed investor due diligence, securing early-stage term sheet negotiations

**GEO SPECIALTY CHEMICALS, Deer Park, TX** **2022 - 2024**

**Lead Process Engineer**

- Managed \$70M P&L responsibility as plant manager backup, overseeing 17-person cross-functional team in a regulated PSM facility
- Led strategic capital allocation decisions for \$4M+ optimization projects, delivering 25% yield improvement
- Implemented cost management initiatives resulting in \$200K annual savings and improved operational efficiency
- Developed data-driven improvement strategies using advanced analytics, presenting ROI projections and recommendations to C-suite leadership. Initiatives improved conversion rates leading to a 5% increase in production

**AXENS AMERICAS, Houston, TX** **2014 - 2020**

**Technical Services Engineer**

- Managed client relationships with Fortune 500 companies, providing technical consulting across 60+ processing units
- Cross-functional partnering to build business cases for renewable technologies, supporting \$10M+ in client investment
- Led technical due diligence for licensing deals, contributing to \$50M+ in annual revenue
- Directed digital transformation for data monitoring, consolidating global performance monitoring and enabling enhanced benchmarking and optimization for gasoline units exceeding 150,000 barrels per day capacity

**CITGO REFINING AND CHEMICALS COMPANY, Corpus Christi, TX** **2012 - 2014**

**Process Engineer**

- Led \$5M+ turnaround projects with cross-functional teams of 100+ personnel
- Reduced unplanned downtime by 15% through deployment of systematic troubleshooting
- Delivered \$2M+ in annual savings via long-term trend optimization strategies

### ADDITIONAL

---

Forté Fellow | ROMBA Fellow | Private Pilot | Amateur Fencer | Chess Enthusiast | Full-time Longhorn Fan

# SHEZAZ HANNAN

shezaz.hannan@duke.edu • (713) 392-2443 • Durham, NC

## EDUCATION

<b>DUKE UNIVERSITY, The Fuqua School of Business</b> <b>Master of Business Administration, Social Entrepreneurship concentration</b> Dean's List, Co-President of FuquaPride, COLE Leadership Fellow, ROMBA Fellow, CASE i3 Fund Associate, Advocacy & Communications Chair for the Business & Policy Club	Durham, NC May 2026
<b>DUKE UNIVERSITY, Sanford School of Public Policy</b> <b>Master of Public Policy, Technology Policy concentration</b> Co-President of Technology Policy Club, First-year Representative of PridePol, active member in the Urban Policy Club, Sanford Run Club, and MPP Student Council, research on online fraud with AARP and platform accountability, coursework in AI and Privacy law	Durham, NC May 2026
<b>THE UNIVERSITY OF TEXAS AT AUSTIN, Cockrell School of Engineering</b> <b>Bachelor of Science in Chemical Engineering, minors in Government and French</b>	Austin, TX May 2019

## EXPERIENCE

<b>OAK AND IRON FITNESS</b> <b>Business Consultant</b> <ul style="list-style-type: none"><li>Advised local fitness studio on its expansion to Cary, NC by developing a marketing plan, conducting competitive research, and establishing data-backed membership targets</li><li>Analyzed income statements and balance sheets to make recommendations for optimizing business expenses, changing compensation structure, and strategically repay loans</li></ul>	Raleigh, NC June – August 2025
<b>PAYPAL</b> <b>Cybersecurity Policy &amp; Strategy MBA Intern</b> <ul style="list-style-type: none"><li>Built a security strategy playbook to align cybersecurity practices with policymaker priorities globally through cross-functional engagement with business, legal, and government relations teams</li><li>Crafted position on United Nation's cybercrime treaty negotiations and presented key messaging to lead negotiator representing PayPal's interests</li><li>Drove strategic participation in key industry alliances through a maturity assessment of intelligence sharing partnerships</li></ul>	New York, NY May – July 2024
<b>ACCENTURE</b> <b>Public Service Consultant</b> <ul style="list-style-type: none"><li>Led development of guidelines for administration of \$285 million in American Rescue Plan-funded grants to build broadband infrastructure and programs promoting broadband uptake for a state economic development agency</li><li>Oversaw creation of grant applications and supporting materials for 5 broadband grant programs</li><li>Established a compliance framework for dispersal of \$154 million in American Rescue Plan funds to guide procurement processes for a local county government in the State of Oklahoma</li><li>Designed sub-recipient risk management program for recipients of government funding, including risk assessment, contracting, and monitoring processes</li></ul>	Washington, DC 2021 – 2023
<b>Consulting Senior Analyst</b> <ul style="list-style-type: none"><li>Recruited and managed a team of 16 consultants &amp; analysts serving as virtual learning facilitators for delivery of a 10-week virtual summer internship program for over 250 high school interns nationwide</li><li>Designed and delivered train-the-trainer curriculum to onboard team of learning facilitators</li><li>Owned client relationships with 21 non-profit leaders through check-ins regarding intern experience</li></ul>	Washington, DC 2020 – 2021
<b>Technology Analyst</b> <ul style="list-style-type: none"><li>Examined information technology portfolio of over 150 software applications for a large state transportation agency through technical data collection, surveys, and interviews with technical teams and business users resulting in over \$1 million in savings annually</li><li>Managed 25 projects for maintenance of a student information system platform using Azure DevOps</li></ul>	Houston, TX 2019 – 2020



# Jetta Vaughn, SHRM-SCP

Indianapolis, IN 46278

Phone: (252) 643-1555 · [jettav@jettav.com](mailto:jettav@jettav.com) · [LinkedIn](#)

## SUMMARY

Dynamic MBA candidate, business owner and human resources professional with a proven track record in strategic communications, brand development, and audience engagement. As the founder of Jetta V Ent., LLC, I have successfully built a recognized brand by leveraging innovative strategies to drive engagement and business growth. I am experienced in managing business operations, developing innovative programs, and creating compelling content to strengthen teams and enhance engagement.

## SKILLS

- Strategic Workforce & Organizational Planning
- HR Policy Design & Employment Law Advisory
- Client & Stakeholder Relationship Management
- Leadership Development and Executive Coaching
- Employee & Labor Relations Strategy
- Financial & Operational Performance Alignment
- Risk Management & Compliance Oversight
- Negotiation, Mediation & Contract Management
- Change Management, Training & Talent Development

## EDUCATION

**Master of Business Administration**, Expected May 2027

Washington University of St. Louis, St. Louis, MO

Forte and ROMBA Fellow

**Master of International Business**, August 2010

Hult International Business School, London, UK; *Dean's List*

**Bachelor of Science in Political Science (Minor: English Literature)**, May 2009

North Carolina Central University, Durham, NC, USA; *Magna cum laude*

Pi Sigma Alpha National Political Science Honor Society

## EXPERIENCE

**Founder/CEO**, Jetta V Ent., LLC

May 2022-Present

- Deliver engaging key notes and facilitation at conferences, trade shows, and professional associations, sharing insights on leadership, employee engagement, and strategic communication
- Facilitate executive team workshops and retreats, fostering collaboration, strategic growth, and organizational effectiveness
- Design and implement personalized solutions that cater to each client's unique professional and personal objectives, with the aim of optimizing workplace satisfaction and productivity
- Provide specialized Human Resources (HR) consulting services, offering comprehensive support in areas such as employee relations, performance management, and organizational development
- Cultivate relationships to establish Jetta V Ent., LLC as a go-to partner for small to medium-sized businesses, corporations, and non-profit organizations seeking to elevate their workplace culture, employee engagement, and overall well-being

**HR Consultant**, Purple Ink, LLC/Red Envelope Consulting, Carmel, IN

April 2019 – November 2022

- Partnered with executives and business leaders across industries to design and implement human capital strategies that strengthened organizational effectiveness, talent development, and retention
- Led change management initiatives, integrating new policies, programs, and HR models to align people operations with evolving business objectives and compliance requirements
- Advised on workforce planning, employee relations, and benefits strategy, cultivating positive workplace cultures and sustainable engagement
- Directed audits, training, and policy development to ensure compliance, mitigate risk, and enhance leadership capability at all organizational levels
- Delivered tailored HR solutions, ranging from executive counsel to interim leadership support, that enabled clients to navigate growth, transformation, and workforce challenges

**Talent Acquisition Specialist**, F.A. Wilhelm Construction, Co., Indianapolis, IN

July 2017-March 2019

- Designed and optimized full-cycle talent acquisition strategies, including job design, applicant tracking, onboarding, and orientation, to attract and retain high-quality candidates
- Partnered with leadership to align recruitment, benefits, and policy communication with long-term workforce planning and organizational goals
- Strengthened compliance and risk management by implementing consistent pre-employment processes, including background checks and verification protocols

- Built and led a structured internship program that developed 20 future professionals annually, enhancing the talent pipeline and organizational brand in the community.
- Negotiated recruiter contracts and implemented sourcing strategies that reduced external referral fees by 30%, driving measurable cost savings.

#### **Schahet Hotels, Inc., Indianapolis, IN**

January 2015- July 2017

##### **HR Generalist** (January 2016- July 2017)

- Directed benefits administration, payroll, and applicant tracking across seven properties, supporting 350 employees and ensuring compliance with regulatory standards
- Designed and launched orientation, training, and management development programs to strengthen workforce capability and leadership pipelines
- Reduced unemployment claims by 30% in six months through proactive documentation and employee relations strategies
- Revitalized company culture by establishing an annual gathering and enhancing community outreach and volunteer initiatives
- Recognized for service excellence, earning the 2016 RISE (Respect, Integrity, Service, Excitement) Award and 2017 Visit Indy ROSE (Recognition of Service Excellence Award honoree)

##### **Corporate Office Administrator** (January 2015-March 2017)

- Supported executive leadership and multiple properties by streamlining office operations, recordkeeping, and HR functions.
- Reduced costs by 20% through vendor contract evaluation and improved office supply management.
- Increased Work Opportunity Tax Credit compliance from baseline to 65% within one year by implementing process improvements.
- Recommended and executed operational enhancements that improved organizational efficiency and compliance.

##### **Grants and Contracts Administrator**, University of North Carolina at Chapel Hill, Chapel Hill, N.C.

April 2012 – July 2014

- Identified, negotiated, and administered sponsored programs and identified external/internal funding opportunities for the Physics and Astronomy Department
- Oversaw the proposal preparation and submittal process for 14 PI's, resulting in \$10 million in grant revenue
- Reviewed and processed agreements, negotiated contract terms, informed faculty and college personnel of special contractual requirements; ensuring compliance with Stated, Federal and University guidelines
- Crafted training materials for new faculty and graduate employee grant recipients and administered payroll, fringe and health insurance benefits
- Recruited teaching and graduate assistants, examined degree progress and proposed raises for qualified students

##### **Grants and Contracts Administrator**, East Carolina University, Greenville, N.C.

March 2011 – March 2012

- Managed administrative, accounting and reporting outcomes for federal and state supported research projects with the College of Education
- Recruited undergraduate and graduate special education students for the College of Education
- Managed \$2 million dollars in grant funding for 2 PI's for Special Education and Cochlear Implant/Deaf-blindness grant initiatives
- Established relationships with district schools, counselors and outreach contacts to obtain student referrals
- Evaluated credentials for and admitted special education and English as a Second Language (ESL) scholarship applicants
- Organized statewide conferences, workshops and training events for scholarship recipients and faculty members

#### **VOLUNTEER EXPERIENCE**

- **United Schools of Indianapolis:** Board Member (2023 – Present)
- **YMCA:** Community Connection Committee Member (2023 – Present)
- **Downtown Olly's:** Host LGBTQIA2S+ Open Mic and Lead Fundraising Initiatives (2022 – Present)

# DEVIN SMITH

410.353.5512

dpsmith@tepper.cmu.edu

www.linkedin.com/in/devinpsmith

---

## EDUCATION

---

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA*

5/26

- Memberships: Graduate Finance Association (GFA), Tepper Healthcare Club
- Honors: ROMBA Fellowship, Dean's Scholar

STEVENSON UNIVERSITY, BROWN SCHOOL OF BUSINESS AND LEADERSHIP

Stevenson, MD

*Bachelor of Science in Business Communication*

12/17

- Honors: Dean's List

---

## EXPERIENCE

---

RBC Capital Markets

New York, New York

*Summer Associate*

6/25 – 8/25

- **Process Management:** Managed scheduling, logistics, and preparation for 7 management presentations and site visits in a live sell-side mandate, coordinating briefing materials and over 50 document updates in 2 weeks. Supported buyer diligence processes by managing internal deliverables and trackers for responses from initial bid solicitation through management presentations.
- **Valuation & Modeling:** Built and updated DCF, LBO, precedent transaction, and trading comparable analyses, applying outputs directly to 10 sponsor coverage books and the live sell-side process.
- **Client-Ready Deliverables:** Developed pitch materials with consistent formatting and accurate data, ensuring alignment with senior banker direction across multiple workstreams.

UNITED STATES NAVY

Multiple Locations Nationwide

*Weapons Department Enlisted Advisor (7/23 - 3/24)*

2/12 - 3/24

*Sonar Leading Chief Petty Officer (12/21 - 7/23)*

*Maintenance and Material Program Manager (1/18 - 12/21)*

*Naval Technical Liaison (3/15 - 1/18)*

*Sonar Supervisor (2/12 - 3/15)*

- **Project Management:** Directed a preventative maintenance program across 12 divisions, overseeing 100,000+ labor-hours of maintenance; led compliance training for staff and supervisors, resulting in a 30% improvement in audit scores from an independent evaluation and recognition as a Top 10 program manager.
- **Analytical:** Designed and implemented a data collection process for fleet-wide sensor performance data, increasing the quantity of quarterly data by 40%. Significantly enhanced the accuracy of predictive supply chain models, ensuring timely parts availability.
- **Task-Prioritization:** Established repair timelines for 150 critical systems to stakeholders. As the single point of contact between Pearl Harbor Naval Shipyard and submarines, balanced conflicting demands and secured resources needed to achieve crucial milestones and on-time completion of essential maintenance overhauls.
- **Detail Oriented:** Diligently directed all phases of the safe handling of 100 Advanced Capability Torpedoes through rigorous planning, team training, procedural compliance enforcement, and the deployment of sufficient safety observers.
- **Communication:** Developed and communicated strategic vision and goals in alignment with leadership's objectives to drive departmental success. Delivered daily operations briefings to the Commanding Officer, accompanied by assessments of advantages and limitations to facilitate informed executive decision-making.
- **Leadership:** Cultivated a results-driven culture, improving planning processes and increasing efficiency, accuracy, and morale across functional teams.
- **Initiative & Innovation:** Established a technical hotline for shipboard Sonar operators and Naval Undersea Warfare Center engineers, facilitating prompt consultations for advanced at-sea critical system repairs and continued operations.

---

## ADDITIONAL INFORMATION

---

- Awards: Navy and Marine Corps Achievement Medal (8x)
- Interests: Sailing, Music Festivals, Running a 5k in every European country

## ANDREW E. KRESS

[andrew.kress@mba.utexas.edu](mailto:andrew.kress@mba.utexas.edu)

[linkedin.com/in/andrewelliottkress/](https://www.linkedin.com/in/andrewelliottkress/)

### EDUCATION

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

**Expected May 2026**

#### **Master of Business Administration**

- MIINT Fellow (winner of the Turner MIINT competition)
- ROMBA Fellow

**VANDERBILT UNIVERSITY, Nashville, Tennessee**

**December 2017**

#### **Bachelor of Arts in Public Policy**

- Men's Crew Team, VP and Head of Recruiting
  - Awarded All-freshman (2013), All-south (2015, 2016), and All-American (2017)

### EXPERIENCE

**REJOULE, Signal Hill, California**

**2025**

#### **Financial Strategy Intern**

- Performed financial modeling and analysis to set goals for the SEED round
- Researched and created a network of high priority investors for targeted outreach
- Developed warranty pricing based on costs for novel product second life battery energy storage systems (2LBESS)

**CHEMONICS, Washington, D.C**

**2022 - 2023**

#### **Senior Program Associate**

- Enabled investment in sustainable agri-business and transportation systems in the Democratic Republic of the Congo (DRC) through the DRC Invest Activity with more than 12 agricultural and logistic companies
- Co-authored the successful proposals for both the \$12 million Senegal Water Resource Management Activity and the \$15 million Liberia Good Governance Activity
- Maintained budget standards during a transition from the Kivu region to Lubumbashi region due to conflict with M23 rebels for the \$11 million USAID Investment Facilitation Activity in the DRC
- Received an award for excellence in October 2022 for managing the DRC Invest activity during project turbulence

**PREP1ON1, Bethesda, Maryland**

**2021 - 2022**

#### **Associate, Financial Services**

- Instructed 50+ students in ACT and SAT preparation and academic tutoring, leading to an improvement in individual academic achievement by an average of 20% according to test scores

**AMBLESIDE INTERNATIONAL, Falls Church, Virginia**

**2021**

#### **Independent Contractor**

- Restructured and standardized high school and middle school curricula across five international schools, improving educational consistency and raising academic standards within those programs

**PEACE CORPS, Barra, The Gambia**

**2018 - 2020**

#### **Community Health Specialist**

- Analyzed data from four village health centers to forecast and prevent health commodity stockouts, reducing rates of dysentery, malaria, and other illnesses, and authored articles with critical findings on program efficacy
- Trained 30+ secondary school teachers and Red Cross youth leaders to improve healthcare access for 400+ students
- Collaborated with the Food and Agricultural Organization and 70+ local women to enhance gardening techniques through pesticide case studies, resulting in higher yields, improved nutrition, and reduced environmental harm
- Mentored 15+ farmers to navigate local supply chains for orange saplings, improving agricultural sustainability

### ADDITIONAL

- Outdoor enthusiast, certified in Survey Design, First Aid, and basic life support
- Conversational fluency in French, fluent in Wolof (West African tribal language)
- Lover of literature: *"Some work of noble note, may yet be done, not unbecoming men that strove with gods."* -Tennyson

## ENIO (JOJO) CASTELLANOS

770-527-2280 • [jojo.castellanos@emory.edu](mailto:jojo.castellanos@emory.edu) • [www.linkedin.com/in/jojo-castellanos](http://www.linkedin.com/in/jojo-castellanos) • Atlanta, GA • he/him

### EDUCATION

#### EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

M.B.A., Concentration in Marketing and Healthcare Management; STEM-Certified Program

May 2027

- Awarded full-tuition merit fellowships: Consortium; Reaching Out MBA (ROMBA); Roberto C. Goizueta Latino/Hispanic
- Member: Goizueta Marketing Association; Goizueta Healthcare Association; Pride Alliance; Latin Business Association; Toastmasters

#### JOHNS HOPKINS UNIVERSITY

Baltimore, MD

B.A., Sociology; Minor in Women, Gender, and Sexuality

May 2019

- Awarded full-tuition merit scholarship: Bloomberg Scholarship
- Baltimore HIV/AIDS Scholar; National Institute on Drug Abuse Summer Fellow

### EXPERIENCE

#### COLUMBIA UNIVERSITY SCHOOL OF NURSING

New York, NY

##### *Clinical Research Coordinator*

2023 to 2025

- Coordinated NIH-funded and investigator-led studies examining the impact of discrimination on cardiovascular health while proposing behavioral interventions to address outcomes. Resulted in successful enrollment, data collection, analysis, and regulatory compliance of all studies ranging from 30- 400 participants.
- Created and executed a four-year financial plan to utilize \$3MM in NIH funding encompassing personnel costs, materials, laboratory testing, and marketing campaigns to minimize underspending and reduction of future funding.
- Synthesized medical research in literature reviews to identify key patterns, emphasize conclusions, and assess the current state of knowledge to generate NIH and foundation proposals that address health disparities.
- Launched initiatives to evaluate and create marketing campaigns and brand standards to increase engagement within target communities.
- Led a 7-member inter-disciplinary team across departments, resulting in increased collaboration and sharing of resources institutionally.

#### FENWAY HEALTH

Boston, MA

##### *Clinical Research Coordinator*

2021 to 2023

- Oversaw concurrent studies, both NIH-funded and industry-sponsored, focused on LGBTQ+ health disparities. Research topics included: telemedicine adoption, HIV medication adherence, efficacy of HIV medications, and HIV and COVID vaccine trials. Study findings helped support FDA approval of new PrEP, PEP, and ART medications and vaccines. Study sizes ranging from 5- 250 participants.
- Hired, onboarded, and mentored one staff member. Guided the team member on how to operate professionally in the non-profit sector resulting in two promotions.

##### *Senior Biomedical Research Assistant*

2021 to 2021

- Represented institution at national conferences and meetings to advocate for the collection of sexual orientation and gender identity data to better document and address health inequities for LGBTQ+ people.
- Connected over 200 community members with resources to assist health literacy, insurance, housing, mental health support, and medical treatments across the Greater Boston area.

##### *Biomedical Research Assistant*

2019 to 2021

- Conducted clinical procedures including phlebotomy, anthropomorphic measurements, gathering vital signs, specimen collection, reviewing medical histories, and point-of-care testing to maintain compliance with protocols.
- Sponsored and planned outreach events to educate community members about health topics to increase engagement with institution and study participation.

### ADDITIONAL INFORMATION

- Hobbies & Interests: Former personal trainer and indoor cycling instructor. Enjoy general fitness, volleyball, sharing food, public speaking, and listening to therapy or relationship podcasts.

# DHRITI OZA

(412) 239-1922

doza@tepper.cmu.edu

linkedin.com/in/dhritioza

## EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration - MBA*

GMAT: 730

05/26

- **Honors:** ROMBA Fellow, Forté Fellow, George and Amanda Hansen Family Scholarship
- **Memberships:** Tepper Consulting Club, Out&Allied, Graduate Business Association, Business & Technology Club

UNIVERSITY OF CINCINNATI, LINDNER COLLEGE OF BUSINESS

Cincinnati, OH

*Dual Bachelor of Business Administration: Finance, Business Economics*

GPA: 3.9/4.0

05/19

- **Honors:** Summa Cum Laude, Dean's List, UC Global scholarship, International Outreach scholarship
- **Memberships:** Lindner Women in Business, UC Alliance, English Society, Economics Society

## EXPERIENCE

BOSTON CONSULTING GROUP

Washington, D.C.

*Summer Consultant*

06/25 – 08/25

- **Pricing Strategy:** Built a decimal-pricing compliance Alteryx model to identify pricing errors; uncovered discrepancies that identified ~\$3M revenue opportunity for retail client.
- **Benchmarking:** Designed competitor-matching frameworks across diverse product categories. Created and iterated on a model that generated accurate automated matches, increased sales coverage by 20%, and strengthened price-positioning analyses.
- **Profitability Optimization:** Compared margins across own brand and national brand products, highlighting opportunities to adjust pricing within cost and margin guardrails to maximize profitability.
- **Executive Communication:** Produced executive-level presentations integrating quantitative findings and analyses into the broader client narrative to inform strategic pricing decisions.

MANGO ADVISORS (*one of India's top 3 leading real estate investment banking firms*)

Mumbai, India

*Manager*

01/22 – 05/24

- **Leadership:** Built and maintained relationships with leading developers, sourcing and driving IB transactions ranging from \$2.5-\$85m. Recognized as the only person in the firm to close a deal within their first 6 months.
- **Corporate Strategy:** Handpicked for a 3-member team to establish a new vertical. Identified untapped target market and targeted High-Net-Worth Individuals, Boutique Wealth Firms, Family Offices, Large Lenders (\$350+m).
- **Product Innovation:** Designed investment products that secured new client engagements in a first-of-its-kind venture.
- **Process Improvement:** Discovered marketing operations weaknesses, created strategy to fully integrate brand across all client-facing media channels. Led to a 600% increase in reach and engagement and 2.5x new client conversions.

ITIHA - BOUTIQUE SILVER JEWELLERY

Mumbai, India

*Co-Founder*

02/21 – 02/22

- **Cost Optimization:** Lowered fixed costs ~12% YoY by partnering with a leading sustainability e-commerce platform.
- **Growth Strategy:** Garnered a 350% increase in online following by directing and modeling in product shoots based on market research, content trends, branding strategy, target audience preferences, and price variation across vendors.

THE MATH QUOTIENT (*math tutoring center*)

Mumbai, India

*Program Manager*

12/19 – 01/21

- **Innovation:** Singlehandedly conceptualized and actualized the smooth transition of each element of the operation onto digital platforms when the pandemic struck, expanding the city-centric enterprise India-wide.
- **Market Strategy:** Handled all CRM and marketing practices, leading to a 200% increase in incoming students across multiple syllabi and previously untapped institutes during a historic low for small businesses.

ERNST & YOUNG

Mumbai, India

*Lead Advisory Intern, M&A Transaction Advisory Services*

08/18 – 11/18

- **Financial Modeling:** Produced dozens of comprehensive company profiles, DCFs, trading and transaction multiples based on analysis of annual reports and financial statements for the consumer goods sector.

## ADDITIONAL INFORMATION

- Languages: English, French, Spanish, Hindi, Gujarati, Marathi
- Selected as an Organizer for the ROMBA 2025 Conference, in charge of the entire Consulting track.
- Facilitated the founding of Rainbow Lining, an open and safe space for Mumbai's queer folk to discuss and engage in LGBTQ+ culture and literature, build a support system, and express themselves authentically.
- Interests: Golf, logic problems, word and strategy games, marine biology, gastronomy, linguistics, literature.

# CARSON OBERST

155 HAIGHT STREET, APT 307, SAN FRANCISCO, CA 94102 | CARSONOBERST@GMAIL.COM | LINKEDIN.COM/IN/CARSON-OBERST

---

## MY BRAND

I am a person-centered, insight-driven, and action-oriented expert in client relationship management, coaching, change management, and consulting. I help individuals resolve problems and achieve goals; groups improve their interpersonal communication and collaboration; and systems become more efficient and effective. I manage highly sensitive cases, protect confidentiality, and guide individuals, teams, and business processes through growth and development. I hold professional licensure as a mental health therapist, which equips me to build deeply personal, durable client relationships; understand and anticipate system needs and challenges; and lead and manage change initiatives.

**Client Relationship Management | Consulting | Case Management | Change Management  
Project Management | Program Development | Customer Success | Coaching**

## EXPERIENCE

---

**Kaiser Permanente | San Francisco, CA**

**January 2023 – Present**

*Kaiser Permanente is one of the largest organized healthcare networks in the nation and I have worked as a direct healthcare provider and leader in the department of psychiatry, as a licensed marriage and family therapist (LMFT).*

Gender Services Coordinator

February 2025 - Present

*As the gender services coordinator, it is my role to lead and organize the psychiatric component of pediatric gender healthcare within our San Francisco clinic, rendering care to patients, connecting families to resources, and providing consultation to general mental health therapists inside and outside of the clinic.*

- Led and managed the Kaiser San Francisco pediatric gender clinic to provide and direct care for gender diverse pediatric patients and their families, reducing systemic barriers to services and promoting patient wellbeing.
- Improved access to care by organizing and managing the clinic's triage services, effectively reducing patient wait-time for getting connected to a provider for assessment to less than 10 days.
- Developed new programming for gender diverse patients and their families to improve their experience of care and bolster holistic support through a range of therapeutic, psychoeducational, and community building groups.

Pediatric Gender Specialist Therapist

January 2023 – February 2025

*As a pediatric gender specialist therapist, I am the first point of contact for gender diverse pediatric patients and their parents to learn more information about holistic, gender-affirming care, including psychological support, medical intervention, and community resourcing. I conduct assessments of patients and their families, make and render clinical recommendations, and track treatment progress and outcomes.*

- Reduced mental health distress of patients and their families through the provision of routine mental health therapy.
- Performed psychosocial assessments to determine patient readiness for medical intervention and coordinated accordingly with the patient's endocrinologist, primary care physician, psychiatrist, and other involved providers to provide positive treatment outcomes.
- Educated the broader Kaiser hospital network and doctors about best practices for gender affirming healthcare.

**Izzo Marriage & Family Therapy, PC | San Mateo, CA**

**March 2021 – November 2022**

Licensed Marriage & Family Therapist

In collaboration with the company, I essentially function as a therapist in private practice—establishing, recruiting, and maintaining my own caseload and marketing materials to operate a sustainable and successful practice. This has provided me with a strong foundation in independently navigating both clinical and business roles as a therapist.

## CARSON OBERST

155 HAIGHT STREET, APT 307, SAN FRANCISCO, CA 94102 | CARSONOBERST@GMAIL.COM | LINKEDIN.COM/IN/CARSON-OBERST

---

- Maintained the highest rate of client retention in the practice, as evidenced by the lowest rates of clients' late cancellations and no-shows to appointments.
- Developed individual branding and marketing materials to promote my role within the practice and build a sustainable caseload.
- Reduced client distress through rendering of mental health therapy focused on a range of presenting concerns, from individual identity development, psychological disorders, family difficulties, relationship challenges, interpersonal effectiveness, career development and hardship, and more.

### University of San Francisco, School of Nursing and Health Professions | San Francisco, CA September 2017 – June 2020

#### Graduate Admissions Associate

My work was centered on informative and instructional communication with prospective and current applicants to the University of San Francisco's graduate level nursing and health professions programs.

- Review prospective students' applications for admission to the graduate school, answering questions and providing feedback on application readiness through direct communication.
- Managed and updated database (Slate Technolutions and Salesforce) of applicants for multiple, concurrent admission cycles across multiple academic programs within the School of Nursing and Health Professions, ensuring accuracy of information and efficiency of communication throughout the admission cycle.
- Contributed to and organized virtual and in-person recruiting events for attracting prospective applicants to the school, effectively increasing our applicant pool for one of the most competitive nursing programs in the state.

## EDUCATION

---

### Indiana University, Kelley School of Business, Bloomington, IN May 2026

*Master of Business Administration* GPA 3.98/4.00

- ROMBA Fellow
- KD Pride Association

### University of San Francisco, School of Education, San Francisco, CA May 2020

*Master of Counseling Psychology* GPA 4.00/4.00

- *Summa Cum Laude*

### Keene State College, School of Arts and Sciences, Keene, NH December 2016

*Bachelor of Arts in Psychology* GPA 4.00/4.00

- *Summa Cum Laude*

## ADDITIONAL

---

- Licensed Marriage & Family Therapist (LMFT) within the state of California
- Certifications: Collaboration Principles and Process; Google Ads Search Certification; Hootsuite Platform Certification; Social Listening with Hootsuite; Social Media Marketing Certification



DANIEL “DAN” OBASI (MD)

New Haven, CT || (203)-676-3063 || daniel.obasi@yale.edu || www.linkedin.com/in/deobasi/

EDUCATION

<b>YALE SCHOOL OF MANAGEMENT</b> <b>Master of Business Administration (MBA)</b> , Strategy and Finance	<b>New Haven, CT</b> <b>2027</b>
<ul style="list-style-type: none"><li>GMAT: 715/805 (99<sup>th</sup> Percentile); GRE: 339/340</li><li>Yale Impact Scholar and ROMBA Fellow: awarded \$200,000 full-tuition scholarship for academic excellence and impactful leadership potential</li></ul>	
<b>WORLDQUANT UNIVERSITY</b> <b>Master of Science (MSc.)</b> , Financial Engineering (Online)	<b>Washington, D.C.</b> <b>2026</b>
<ul style="list-style-type: none"><li>Cumulative Average Score: 93.3%</li><li>Developing advanced proficiency through hands-on application of quantitative risk modeling, machine learning, and stochastic processes to manage asset allocation and address market volatility</li></ul>	
<b>UNIVERSITY OF IBADAN</b> <b>Doctor of Medicine (MD)</b> , Medicine and Surgery	<b>Ibadan/Nigeria</b> <b>2023</b>
<ul style="list-style-type: none"><li>GPA: 3.81/4.0; Top 5%</li><li>Recipient, Federal Government Scholarship and Provost Awards for meaningful community participation</li><li>Researched and published 25+ articles in several reputable international science journals</li></ul>	
<b>ADEKUNLE AJASIN UNIVERSITY</b> <b>Bachelor of Science (BSc., Hons)</b> , Mathematics and Industrial Mathematics	<b>Akungba/Nigeria</b> <b>2023</b>
<ul style="list-style-type: none"><li>GPA: 3.83/4.0; Top 1%; President, Chess Club</li></ul>	

PROFESSIONAL EXPERIENCE

<b>GREGMAT EDUCATIONAL CONSULT LTD.</b> <i>(Fast-growing Ed-tech Venture)</i> <b>Founder and Managing Director</b>	<b>Ibadan/Nigeria</b> <b>2020 – 2025</b>
<ul style="list-style-type: none"><li>Launched AI-powered learning platform by managing cross-functional team of 17; leveraging agile frameworks and collaborative workshops to improve users' academic performance by 54% within 26 weeks</li><li>Secured 13 institutional partnerships and expanded into 4 cities through strategic acquisitions, driving 83% revenue growth over 4 years by recalibrating pricing and deploying lean go-to-market frameworks</li></ul>	
<b>ZOLON HEALTHCARE LTD.</b> <i>(Leading Multinational Pharmaceutical &amp; Healthcare Company)</i> <b>Medical Officer/ Clinical Strategy Advisor</b>	<b>Lagos/Nigeria</b> <b>2024 – 2025</b>
<ul style="list-style-type: none"><li>Drove 58% revenue growth over 3 quarters by strengthening partnerships with 100+ organizations through targeted engagement of key stakeholders, positioning products as the market’s preferred drug-of-choice</li><li>Increased institutional adoption of products by 38% by orchestrating several targeted market access and feasibility studies to address low product penetration, using data to synthesize evidence-based insights</li><li>Accelerated approval timelines by 43% through structured process re-engineering, to reduce redundancies in compliance and operations, ultimately improving cross-sectional alignment and efficiency by 68%</li></ul>	
<b>ABUAD TEACHING HOSPITAL</b> <i>(Nation's Largest Private Renal Facility)</i> <b>House Doctor (Team Lead)</b>	<b>Ado-Ekiti/Nigeria</b> <b>2023 – 2023</b>
<ul style="list-style-type: none"><li>Achieved 100% post-surgical recovery for 26 renal transplant donors and recipients by engineering personalized care protocols and coordinating multidisciplinary collaboration</li><li>Revamped shift scheduling for 24 doctors, cut patient mortality by 52%, and enhanced efficiency by streamlining communications and reducing patient wait times by 39%</li><li>Mentored 200+ final-year medical students, driving a 98% pass rate and producing the valedictorian; delivered high-impact coaching that elevated academic performance and institutional outcomes</li><li>Recognized as House Doctor of the Year for exemplary clinical impact and leadership</li></ul>	
<b>MODIAN CONSULTING FIRM</b> <i>(Top-Ranked Educational &amp; General Consulting Firm)</i> <b>Associate Consultant</b>	<b>Ibadan/Nigeria</b> <b>2017 – 2020</b>
<ul style="list-style-type: none"><li>Orchestrated a 54% surge in conversion rates and 47% cost reduction for 3 edtech clients by architecting data-driven marketing frameworks and evaluating financial performance, applying DCF and ROI analyses</li><li>Led redesign of co-curricular programs for 8 educational organizations facing declining engagement and suboptimal outcomes, enhancing operational efficiency and student engagement by 46+%</li></ul>	

ADDITIONAL INFORMATION

- Volunteer Doctor at AIDS Prevention Initiative in Nigeria: Spearheaded community-based health insurance program supporting 6,000+ patients, raised health awareness, and boosted outcomes by 46%
- Skills: Python, R, SQL, Excel, PowerPoint | Financial Modeling, Valuation, Portfolio Optimization
- CFA Level 1 Candidate || Corporate Finance, Financial Analysis and Reporting Professional Certifications – *London School of Business Administration*
- Judo Brown Belt Holder | Chess Champion | Traveled across all 36 Nigerian states & 18 countries

# Lindsey Townley

Atlanta, GA • (747) 256-1486 • ltownley3@gatech.edu • linkedin.com/in/lindsey-townley-94a94b45/

## EDUCATION

### GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

#### Master of Business Administration (MBA)

May 2026

- Honors: Reaching Out MBA and Forte Fellowship
- Concentrations: Strategy & Innovation, Leadership, Entrepreneurship, Brand & Product Management

GPA: 3.6

### UNIVERSITY OF SOUTHERN CALIFORNIA

Los Angeles, CA

#### Bachelor of Arts, Animation and Digital Arts

June 2016

- Research Labs: Entertainment Technology Center, Institute of Creative Technologies Mixed Reality Lab
- Club: President and co-founder of USC's virtual reality organization. Supervised student executive board of 8 and formed cross-college faculty board of 12. Created, planned and operated multi-university student VR film festival

GPA: 3.5

## EXPERIENCE

### NBCUNIVERSAL – TECHNOLOGY PARTNERSHIPS & INNOVATION

Atlanta, GA (Remote)

#### Creative Producer

March 2025 – Current

- Lead Producer of two animated and one live action show produced with generative artificial intelligence technologies
- Developing Universal's AI capabilities by navigating complex legal, labor requirements and legacy systems for AI tests
- Acquiring brand, franchise, legal and filmmaker approvals for new theme parks loyalty program on the blockchain

### NBCUNIVERSAL – UNIVERSAL PICTURES FILM TECHNOLOGY INNOVATION

Los Angeles, CA

#### Manager, Creative Innovation Productions

August 2019 – August 2024

- Managed relationships with senior stakeholders/clients and supervised diverse teams of managers, analysts, developers, creatives & technologists, to launch innovative projects as Universal's internal consulting/innovation agency
- Pitched & executed Universal's first Apple Vision Pro app featuring DreamWorks's *Kung Fu Panda*, \$500k budget  
Project promoted at Apple's annual WWDC keynote securing valuable PR for the film's theatrical marketing campaign
- Created team, budget, schedule and project managed \$3.5M animated mini-series for Fortnite with Epic Unreal and Director, Rick Famayiwa, increasing brand affinity for the Universal Monsters franchise with young male Gen-Z audience
- Producer of \$750k promotional NFT collections for Halloween Horror Nights, co-promoting *Renfield* and *Exorcist* films
- Implemented artificial intelligence into DreamWorks marketing campaigns securing direct-to-consumer data insights

#### Media Technology Manager

November 2017 – August 2019

- Supported Corporate Strategy's virtual reality market entry analysis and weighed in technically on acquisition opportunities
- Secured \$780k license fee from Meta and oversaw production team for 40+ DreamWorks augmented reality experiences
- Chaired NBCUniversal's cross-functional Immersive Media Council, increasing communication and collaboration across various NBCUniversal business units including Comcast, Sky, DreamWorks, Illumination, and Universal Parks & Resorts

#### Media Technologist

June 2016 – November 2017

- Contributed to establishing Universal's Film Technology group as the go-to trusted internal tech innovation partner
- Researched, tested & pitched emerging tech use cases to the Chief Technology Officer & Vice Chairman regularly
- Provided subject matter expert recommendations to the tech auditors during the acquisition of DreamWorks Animation

### RiTE MEDIA GROUP

Atlanta, GA

#### Content Producer, Waymo Peterson Automotive Museum Exhibit

April 2024 – August 2024

- Planned budget, managed schedule and supervised team of 13 artists & engineers for Waymo self-driving car Exhibition

## ADDITIONAL INFORMATION

- Skills:** Resilient, emotionally intelligent, ability to influence decision makers, highly organized, ambiguity tolerant  
Microsoft Office 365, Adobe Creative Suite, Smartsheets, Jira, Agile Workflows, Unity & Unreal  
AI tools: Adobe Firefly, Fal.AI, OpenAI, Gemini, Veo 3, Hugging Face, Luma, Runway, Eleven Labs, Topaz
- Awards:** Primetime Emmy Nomination, Outstanding Original Interactive Program: Producer, *First Man VR*  
Time Magazine's 100 Best Inventions of 2019: hololride Bride of Frankenstein VR  
Producers Guild Innovation Award Nomination, *How To Train Your Dragon VR*  
1<sup>st</sup> place Siggraph, MxR Studio's *Lightfield Technology* as animator
- Affiliations:** Television Academy Emmy's Voter, Producers Guild Innovation Award Jury

# RAUNAQ SINGH

(608) 598-7282 • [Linkedin](#) • [rq.sg.kalsi@gmail.com](mailto:rq.sg.kalsi@gmail.com)

---

## PROFILE

*MBA Candidate specializing in Supply Chain Management with a strong foundation in planning, analytics, and cross-functional collaboration. Driven by curiosity and a collaborative mindset, with success in improving efficiency, automating processes, and solving problems in dynamic environments. Eager to grow within supply chain operations.*

---

## EDUCATION

**University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI** 2026

**Master of Business Administration Candidate, Supply Chain Management (STEM) (GPA 3.786)**

- Coursework: Supply Chain IT, Operations Management, Supply Chain Analytics, Supply Chain Strategy

**Manipal Institute of Technology, Manipal, India** 2020

**Bachelor of Technology, Computer Science and Engineering**

---

## PROFESSIONAL EXPERIENCE

**PS Seasoning, Wisconsin, US:** *provider of seasoning blends, spices, rubs, sauces, and food processing solutions* 05/25 - 08/25  
**Supply Chain Intern**

- Drove warehouse efficiency by analyzing aged bulk inventory across ~400 SKUs and implementing a disposal process, improving utilization by 15% and reducing carrying costs by ~\$25K annually
- Optimized production runs by designing a method for full super sack utilization across ~150 SKUs, reducing run frequency by 25% and cutting production costs by 32%, delivering annual savings of ~\$78K.
- Engineered an automated Ti-Hi pallet alignment tool for >100 SKUs, streamlining pallet configuration and distribution, boosting loading efficiency by 10% and reducing shipping and handling costs by ~\$12K annually.

**Deloitte, Delhi, India:** *Leading global provider of audit and assurance, consulting, financial/risk/tax services* 01/20 - 12/23

**Consultant & Supply Chain Analyst**

- Streamlined an SLA breach root-cause identification mechanism by implementing an automated real-time SLA monitoring and reporting system; reduced SLA resolution breaches by 65% and 25% increased accuracy in identification.
- Created and deployed an AI-powered bot to proactively detect critical incidents, driving a 50% reduction in major incidents and 20% reduction in incident response time.
- Eliminated duplicate ticket generation by analyzing data and overhauling SOPs to close process gaps, driving a 20% improvement in resolution efficiency and reducing ticket creation by 15%.
- Spearheaded implementation of change management system by designing a comprehensive SOP and optimizing backlog tracking, resulting in the closure of 400+ ERs across 12 workstreams.

**Business Technology Analyst**

- Mitigated potential operational failures by developing and implementing an automated alert system for expiring certifications, reducing misplaced orders by 10% and decreasing operational failures by 8%.
- Trained and mentored 15 new team members by creating simulation modules on project systems and incident management processes, resulting in 30% quicker onboarding onto projects.
- Pioneered an interactive dashboard using Tableau to centralize incident tracking and prioritization, improving team efficiency by 60%, reducing backlog, and saving 3 hours per day by eliminating manual data pulls and report generation.

**Analyst**

- Reduced aged incidents backlog by developing new incident reporting metrics and standardizing incident resolution processes, leading to a 30% increase in client satisfaction.

---

## PROJECTS – SUPPLY CHAIN MANAGEMENT

- Developed a truck-switching Logistics model for Schneider using Excel, Tableau, PowerPoint, and R, achieving ~\$530,000 in savings through optimized logistics and uncovering cost saving opportunities.
- Designed a full logistics model for Quad Graphics using Advanced Excel, increasing efficiency by ~15% through optimized supply chain workflows.

---

## SKILLS AND CERTIFICATES

Tools/Skills: Advanced Excel, SQL, Tableau, Power BI, R, Python, SAP ERP, ServiceNow, Supply Planning, Inventory Management, Forecasting, Logistics Optimization, Process Improvement, KPI Tracking, Scenario Planning

Certificates, Courses & Awards: Google Project Management Certifications (2023), MITx Supply Chain Analytics (2024), MITx Supply Chain Fundamentals (2024), WSB Excel Proficiency (2024), Winner Midwest Case Competition (2024).

# SHANE CONNOLLY

swc53@georgetown.edu ▪ (845) 806-6826 ▪ linkedin.com/in/shane-connolly-921781159/

---

## EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**

**Washington, DC**

**Master of Business Administration, Certificate in Business of Healthcare**

*May 2026*

- Reaching Out MBA Fellow; Dean's list; Veteran's club, Technology club, LGBTQ+ club member

**UNITED STATES MILITARY ACADEMY**

**West Point, NY**

**Bachelor of Science, Systems Engineering**

*May 2016*

- NCAA Division I wrestler; Dean's list; Academic semester abroad to University of Coimbra (Portugal)
- 

## EXPERIENCE

**OPTUM RX (UNITEDHEALTH GROUP LEADERSHIP EXPERIENCE)**

**Remote**

*June – August 2025*

- Advised Optum Rx strategy in providing condition-specific wraparound coverage to employers; delivered product concept that delivers 3-year 8.3 ROI while expanding access and providing preventative care for millions of people.

**UNITED STATES ARMY**

**Various Locations**

*May 2016 – Sep 2024*

***Senior Director of Research Operations / UAS Task Force Commander, Al Asad Airbase, Iraq*** *Jan 2023 – Apr 2024*

- Led 103-person Task Force responsible for providing time-sensitive information to decision-makers; delivered 12% increase in organizational information gathering capacity to support execution of Department of State strategy.
- Programmed logistics and operations for rapid transatlantic deployment of Task Force personnel and sensitive surveillance equipment to an austere combat environment on schedule with no loss of capability.

***Director of Logistic Support Operations / Maintenance Troop Commander, Fort Bragg, NC*** *Jan 2022 – Jan 2023*

- Headed 153-person logistics support organization responsible for maintenance and logistics support to high value aviation equipment, managing teams across 14 specialties; exceeded organizational readiness benchmarks.
- Coordinated internal logistics and operations processes to validate organizational capability to provide support in austere environments rapidly ("Downed Aircraft Recovery Operations") with no loss of capacity.

***Operations Compliance Officer / Corps Aviation Officer, Fort Bragg, NC***

*Apr 2021 – Dec 2021*

- Organized quarterly audit of flying hour program execution, annual maintenance budget, and regulatory compliance for 400 aircraft; validated force readiness and leveled training resources across organizations.
- Planned 24-month operational guidance for international aerial gunnery execution in Korean Peninsula; resolved urgent barrier to readiness and force protection while maintaining strategic partnerships in Southeast Asia.

***Training Operations Officer / Deployment Planner, Kingdom of Thailand***

*Feb 2020 – Aug 2020*

- Oversaw movement of helicopters and associated equipment throughout Thailand (five sites) in support of Operation Pacific Pathways 2020; served as attack planner and flight lead for international flight exercise.
- Spearheaded training project to increase reconnaissance drone flight hours at remote training location; increased flight hours by 32% and completed first iteration of cooperative UAS – rotary wing live fire training.

***Organizational Manager / Platoon Leader, Wheeler Army Airfield, HI***

*Jun 2018 – Feb 2020*

- Managed training and trusted with readiness, morale, and welfare of 40 soldiers and families; led organization through five iterations of aerial gunnery six field training exercises across 4,000 miles.
  - Formalized Leader Professional Development to grow organizational knowledge and refine operations and logistics; supported higher headquarters needs to validate Division readiness to mobilize worldwide.
- 

## ADDITIONAL INFORMATION

**Community:** Sponsorship Director of Danny Prial Memorial Golf Tournament; Co-founded startup which helps small municipalities manage water sales efficiently (Georgetown Entrepreneurship Prize Winner)

**Special Skills:** FAA Rotary Wing Pilot Rating; Project Management Professional; Fundamentals of Engineering Exam; Certified Resilience Leader Building Program Trainer; CrossFit Level 1 Certified

**Leadership:** Bronze Star Recipient; Promoted twice; DoD Secret Security Clearance; Readiness Group Leader

**Global Mindset:** Operational experience in Pacific Southeast and Middle East; travelled in Europe, South America

**Hobbies/Interests:** Getting my heart broken by the New York Giants; runner-up in daily StreetParking workouts with my husband; sinking bogey putts; excitedly navigating surrogacy as a future father!

# MARTA KNUDSON

msknudso@iu.edu | 240 855-2422 | linkedin.com/in/martaknudson

## EDUCATION

**Indiana University, Kelley School of Business**, Bloomington, IN

May 2027

*Master of Business Administration, Majors: Marketing & Business Analytics*

- Consumer Marketing Academy
- Recipient, Dean's Fellowship, Forté Fellowship, and Reaching Out Fellowship

**University of Maryland, School of Theatre, Dance, and Performance Studies**, College Park, MD

May 2015

*Bachelor of Arts, Major: Theatre*

- Jiménez-Porter Writers' House Certificate in Creative Writing

## EXPERIENCE

**Sophie Felts Floral Design**, Gaithersburg, MD

March 2020 – May 2025

*Creative Director, Sales*, 12/21 – 6/25

- Led cross-functional teams (~10) and liaised with external partners on large-scale luxury events (\$15K–\$175K scope), resolving real-time setup challenges and delivering on-brand experiences for high net worth and corporate clients
- Expanded brand awareness by executing on new ideas, including reimagining the annual fundraiser with shippable products to meet an unmet need for nationwide delivery, boosting YoY donations by 170%
- Facilitated an elevated sales experience by integrating client feedback, reducing booking time by 40% and driving \$3.5 M+ in revenue, a 3X increase over three years
- Guided clients through creative discovery sessions and event proposal development, combining empathetic listening, visual research, and trend analysis to craft 500+ proposals that transformed abstract ideas into cohesive floral visions
- Differentiated proposals from competitors by presenting innovative concepts, better articulating the firm's value proposition to strategically implement a 20% price increase while sustaining a 70% booking rate
- Built a sales team of 3 from the ground up, mentoring individuals with no prior sales experience into top performers through hands-on coaching and holistic performance management

*Design Team Manager*, 7/21 – 12/21

- Supervised ~10 in-studio floral designers, aligning work with client briefs to ensure creative objectives were consistently met
- Trained 8 full-time hires and 30+ freelancers on the firm's design and operational standards, strengthening team efficiency and project readiness

*Floral Designer*, 3/20 – 7/21

- Designed floral arrangements and pitched product and marketing ideas, notably launching an online Squarespace shop for smaller gatherings that enabled business continuity during COVID-19

**Freelance Contractor**, Multiple Studios

March 2018 – March 2020

*Floral Designer*

- Independently launched a freelance floral design practice, collaborating with 20+ top event studios in the D.C Metro area and designing florals for ~75 high-end weddings

**Chevy Chase Florist**, Chevy Chase, MD

September 2017 – March 2020

*Apprentice*

- Quickly advanced from a sales to a marketing-like role, executing a brand refresh including a website redesign, new floral design offerings, and updated merchandise, driving a 65% YoY sales increase
- Personalized the client engagement strategy, tripling the volume of 5-star reviews

## ADDITIONAL

- Volunteer: **Animal Welfare League of Montgomery County**, *Volunteer Coordinator* – Led onboarding for 100+ volunteers with a focus on team unity and system improvement
- Interests: Yoga, skincare and beauty, cozy mystery novels, board games

## MAGGIE LODGE

maggie.lodge@my.utexas.edu

(501) 515-0581

[LinkedIn Profile](#)

### EDUCATION

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

May 2027

#### Master of Business Administration

- Concentration in Finance
- Forté Fellow, ROMBA Fellow

HENDRIX COLLEGE, Conway, AR

December 2019

#### Bachelor of Arts in Accounting

- GPA: 3.7/4.0

### EXPERIENCE

LIBERTY MUTUAL INSURANCE, Remote

2023 - 2025

#### Associate Product Owner

- Defined and prioritized the product roadmap for two internal tools used by actuaries, accountants, underwriters, and examiners; conducted user research, aligned cross-functional stakeholders on business goals, and set feature timelines
- Collaborated with accounting and engineering leads to identify manual inefficiencies, leading to the automation of repetitive document generation processes — saving 1,000+ employee hours annually
- Delivered live virtual training sessions for each product deployment; reduced post-launch service desk tickets by 30% due to improved user training
- Met 95% of feature deadlines by analyzing Jira sprint data to identify recurring bottleneck patterns, facilitating daily syncs to resolve blockers, and reallocating resources to high-priority features

Q2 SOFTWARE, Austin, TX

2021 - 2023

#### Product Business Analyst

- Served as interim Product Owner for 3 months, leading a three-person development team to deliver 90% of roadmap features on schedule
- Cut product backlog by 65% by implementing time-boxed agenda items and coaching developers on agile estimation
- Orchestrated bi-weekly product releases by coordinating testing schedules, creating release notes, and facilitating go/no-go decision meetings across Engineering, QA, and Customer Success
- Communicated product updates via Pendo notifications and sprint demos to internal stakeholders, ensuring alignment and reducing feature related support questions by 20%

DEPOSITORY TRUST & CLEARING CORPORATION, Boston, MA

2020 - 2021

#### Program Management Analyst

- Managed year-long client onboarding programs, collaborating with Legal and Relationship Management teams to streamline processes for 30+ clients, reducing onboarding time by 15%
- Implemented automated data reporting in Power BI, reducing monthly reporting time from 10+ hours to under 1 hour
- Directed initiative between Onboarding and Learning teams to create standardized training documentation, streamlining client onboarding and decreasing inquiries by over 50%
- Led project planning and execution for migrating 800+ clients to a new post-trade allocation platform; coordinated testing, training, and go-live support

### ADDITIONAL

- **Skills:** PowerBI, SQL, Excel, Jira, Confluence, Scrum & Agile Methodologies
- **Interests:** Long distance running (3 marathons down!), mountain biking, furniture refurbishing

## Heemakshi Deka

[linkedin.com/in/heemakshideka](https://www.linkedin.com/in/heemakshideka) | (978) 754-7105 | [heemakshideka@gmail.com](mailto:heemakshideka@gmail.com)

### EDUCATION

#### Bentley University McCallum Graduate School of Business | Waltham, MA

*Master's Business Administration & Master's Business Analytics*

May 2025

#### Bentley University | Waltham, MA

*Bachelor's Data Analytics & Business Studies, Minor in Computer Information Systems*

December 2023

### TECHNICAL SKILLS

**Languages** Python, SQL, R, Java, JavaScript, HTML, CSS

**Tools** Power BI, Tableau, Salesforce, Concur, Excel, Microsoft Suite, Google Suite

**Skills** ETL, Machine Learning, Data Visualization

### CERTIFICATIONS

**Microsoft Power BI Data Analyst Associate (PL-300)** – Issued January 2025

### WORK EXPERIENCE

#### Vertex Pharmaceuticals | Boston, MA

*Global Expense & Card Associate*

January 2025 – Present

- Manage the global corporate card program for 5,500+ cardholders, overseeing applications, monitoring delinquencies, processing cancellations, and resolving credit card and expense inquiries in a timely manner.
- Lead user acceptance testing and development of a companywide travel and expense dashboard in Power BI, integrating data from HR, Expense, and Travel to deliver drill-down insights into spend patterns and identify policy exceptions.
- Create and maintain comprehensive SOPs for card operations, partnering with cross-functional teams (HR, Finance, Legal) to close 15+ control gaps, improve processes, and strengthen compliance with company policies.

*Internal Audit Co-op*

July 2024 – December 2024

- Conducted in-depth audit tests and data analyses on Concur reports to ensure compliance with corporate travel and expense policies.
- Designed dynamic Power BI dashboards to visualize 150+ audit findings, driving targeted process improvements and data-informed leadership decisions.
- Normalized and consolidated audit report data into a centralized repository that accelerated real-time reporting and analysis.

#### Badavas Center, Bentley University | Waltham, MA

*Strategy Intern*

January 2024 – December 2024

- Developed and deployed user-friendly websites for the Badavas Center and Professional MBA Orientation, leveraging user feedback to boost engagement and enhance the overall user experience.
- Performed data analysis on KPIs to guide strategic initiatives and drive impactful outcomes across the university.

#### Santander Bank, N. A. | Boston, MA

*Internal Audit Co-op*

June 2023 – December 2023

- Standardized historical data into a single source of truth and built clear dashboards to provide leadership with real-time data to make data-driven decisions
- Optimized the audit process by programming an automation algorithm that takes planning and fieldwork audit data and builds an outline of the final audit report.

#### Watertown Boys & Girls Club | Watertown, MA

*Data Analytics Intern*

January 2023 – June 2023

- Redesigned the annual report with Canva to improve data visualization and storytelling for stakeholder understanding.
- Improved data collection processes that directly led to the organization's success in securing a \$50,000 annual grant.

### SCHOLARSHIP & LEADERSHIP

#### Bentley University ROMBA Graduate Fellow

January 2024

- Awarded a \$33,000 ROMBA Fellowship for leadership in the Bentley community.

#### Women's Leadership Program Scholar, Cum Laude

December 2023

- Awarded a \$40,000 merit scholarship for demonstrated leadership in advancing gender equity in business.

## EDUCATION

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC May 2027

**Master of Business Administration**, Full-Time MBA Program

- Concentration in Healthcare
- Veteran Fellow | Reaching Out MBA (ROMBA) Fellow

**CLARKSON UNIVERSITY** – Potsdam, NY May 2018

**Bachelor of Science**, Chemical Engineering

- Army ROTC National Scholarship Awardee

## EXPERIENCE

**NATIONAL VETERINARY ASSOCIATES** – Redwood City, CA 2025

*Bayhill Equine Sports Medicine*

**Hospital Manager Intern**

- Developed standard operating procedures for veterinary technicians, doctors, and office staff; outlined daily tasks and operation of all medical equipment to support long-term operational efficiency
- Initiated monthly education sessions by organizing with diagnostic labs, vendors, and pharmaceutical representatives; enhanced knowledge and efficiency in regenerative laser therapy, ultrasound, and extracorporeal shockwave therapy
- Directed process improvements in inventory and budgeting, introducing tracking protocols that reduced medication waste by 30%, restructured controlled substance management, and streamlined storage

**U.S. ARMY** – Fort Bliss, TX 2023-2025

*11th Air Defense Artillery Brigade*

**Security Manager**

- Initiated and guided creation of security programs for 27 units, revamping operational readiness for 2,500+ personnel
- Organized and led 7 advisory meetings with senior Army leadership on strategic threats, enabling informed decision-making and optimizing mission planning in organization
- Directed intelligence operations analyzing data from HUMINT, SIGINT, and GEOINT sources to assess adversary capabilities; delivered strategic recommendations, informed defense plans, and improved threat response by 40%

**U.S. ARMY** – Fort Bragg, NC 2019-2023

*3rd Battalion - 319th Airborne Field Artillery Regiment*

**Director of Operations** (2021-2023)

- Deployed in evacuation of Kabul, Afghanistan; negotiated with multiple stakeholders; coordinated basic needs and facilitated mental health support for Soldiers
- Drafted, negotiated, and executed contracts valued at \$100M+ with suppliers, optimizing resource allocation and achieving cost savings of \$1M+
- Managed strategic planning and execution for \$150M in Army physical property, ensuring financial oversight and operational efficiency

**Risk Assessment Analyst** (2019-2021)

- Developed standard operating procedures (SOPs); ensured data compliance and zero safety violations across all joint operations
- Managed inventory and accountability of artillery munitions and mission-critical equipment valued at \$100M+; overhauled legacy tracking systems, revamped audit readiness, and reduced logistical processing time by 35%
- Achieved a 95% mission success rate and improved unit response time by 30% by coordinating 25+ multi-domain support operations during high-intensity training exercises

## ADDITIONAL INFORMATION

- Conversational French
- Parachutist - 15 static line jumps from various fixed and rotary wing aircraft
- Army Victim Advocate - trained to provide support and resources to victims of sexual harassment and assault
- Swimming (instruction, recreation, SCUBA certified)



# LINDA XIA

yx429@georgetown.edu ▪ (416) 908-6865 ▪ linkedin.com/in/linda-xia

---

## EDUCATION

### GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

#### Master of Business Administration

May 2027

- Merit scholarship recipient, Forté Fellow, ROMBA Fellow
- Relevant Coursework: Firm Analysis and Strategy, Leading Teams for Performance and Impact
- Clubs: Georgetown Finance Club, Out@MSB, Distressed Debt and Restructuring Club (GUDDR)

### WILFRID LAURIER UNIVERSITY, Lazaridis School of Business and Economics

Waterloo, Canada

#### Honors Bachelor of Business Administration

August 2019

- Supply Chain Management Concentration with a Minor in Economics
- Certified Supply Chain Leader Designation issued by the National Institute of Supply Chain Leaders
- Certified MCIPS Designation presented by the Chartered Institute of Procurement & Supply

---

## EXPERIENCE

### CANADIAN IMPERIAL BANK OF COMMERCE

Toronto, Canada

January 2022 - May 2025

#### *Procurement Consultant, December 2023 - May 2025*

- Spearheaded the development and implementation of a key project with Tier-1 vendors, resulting in governance, improved rate competitiveness, and streamlined operational efficiency for internal Technology client groups.
- Worked with clients to provide guidance on procurement strategies, supervise stakeholder relationships, and negotiate with vendors to execute contracts that achieved significant cost saving targets resulting to approximately \$1M.
- Developed legal contracts and mitigated third-party risks for over 100 agreements across Technology, Security, Management Consulting, Market Data, SaaS, ASP, and software licenses categories.

#### *Procurement Rotational Associate, January 2022 - December 2023*

- Recruited for a pilot program offered to 6 candidates to lead end-to-end procurement cycle for 3 portfolios.
- Developed legacy and auto-renewing contracts review process to generate over \$100K in cost savings.
- Co-led the One for Change committee to drive employee engagement with philanthropy.

### OFFICE OF THE AUDITOR GENERAL OF CANADA

Ottawa, Canada

#### *Procurement and Contracting Officer (AS-03)*

August 2020 - December 2021

- Led a high-impact, time-sensitive Request for Bids project to equip over 500 public servants with supplies for remote work during the pandemic, enabling continued productivity for every business function.
- Extracted and analyzed data, and prepared mandatory quarterly Open Disclosure reports by ensuring compliance with established government transparency policies.
- Identified, communicated, and implemented process improvements by using Microsoft Excel Macros to streamline operations for internal reporting and cross-functional team collaboration.

### LABATT BREWING COMPANY

Toronto, Canada

#### *Supply Planning & Performance Management Specialist*

December 2019 - August 2020

- Managed the Craft Brewery portfolio with 5 key clients across Canada and mitigated monthly budget variances at the brewery operations level with strategic tactics including inventory count and supplier contract negotiations.
- Developed and implemented predictive models to enhance the accuracy of monthly expense forecasts for business clients and to close financial gaps at the each of the Craft Brewery production plant.

---

## DISTINCTIONS

### Global Mindset Development Achievement Leadership Community Interests

Regional Lions Leadership Institute Graduate and Member of the Lions Clubs International  
Teaming@BCG and Wells Fargo Commercial Banking Job Simulation on Forage  
Entry Certificate in Business Analysis and Inside LVMH Certificate  
Nominated for an Auditor General's Award by peers for a merit recognition  
Coached economics and life skills course to eighth grade students through Junior Achievement  
Women's Toronto District Sports League – Division D Singles Squash player

**Vijay Sood**  
Dallas, TX | 312-213-8263 | vsood@smu.edu

---

**EDUCATION**

<b>Southern Methodist University, Cox School of Business</b> <i>Master of Business Administration, Finance, Accounting &amp; Strategy</i>	Dallas, Texas May 2027
<b>Eastern University</b> <i>Master of Science in Data Science</i>	St. Davids, Pennsylvania August 2024
<b>Southern Methodist University</b> <i>Bachelor of Science in Statistics</i>	Dallas, Texas May 2021

---

**EXPERIENCE**

<b>Brookfield Properties</b> <i>Pre-MBA Finance Intern</i>	Gurgaon, India July 2025 – August 2025
<ul style="list-style-type: none"><li>Analyzed nationwide rent rolls and lease structures across commercial real estate (CRE) assets and funds, consolidating data to benchmark key financial, operational, and tenant composition metrics</li><li>Presented findings on the national office tenant landscape, delivering actionable insight to guide future portfolio strategy</li></ul>	
<b>Rite Aid</b> <i>Margin Strategy Analyst</i>	Dallas, Texas July 2024 – April 2025
<ul style="list-style-type: none"><li>Managed financial analysis for \$40 million in annual promotional funding, optimizing category margins and informing financial planning decisions</li><li>Integrated CRM and transactional data to optimize promotional spend improving forecast accuracy and driving 2% higher promotional ROI</li><li>Analyzed vendor funding, assortment profitability, and inventory trends to support margin forecasting and financial decision-making</li></ul>	
<b>Sally Beauty</b> <i>Strategic Pricing Analyst</i>	Denton, Texas November 2023 – July 2024
<ul style="list-style-type: none"><li>Advised 12 Merchants on pricing and margin decisions, supporting revenue and profitability targets</li><li>Identified profit opportunities through clearance, promotions, geographic pricing, and competitor analysis</li></ul>	
<b>Adidas</b> <i>Assistant Manager, Range Architecture and Pricing</i>	Portland, Oregon April 2022 – October 2023
<ul style="list-style-type: none"><li>Led assortment and pricing strategy for North America across three categories (Running, Sportswear and Outdoor), aligning range architecture with revenue goals and gross margin targets</li><li>Advised business unit leaders with insights and recommendations to drive profitable lifecycle planning and margin</li><li>Partnered with merchandising, marketing, sales and finance teams to align go-to-market strategies and product launches</li></ul>	
<b>Louis Vuitton</b> <i>Client Data Analyst (Short-Term Contract)</i>	Irving, Texas November 2021 – April 2022
<ul style="list-style-type: none"><li>Produced insights from sales and client data, contributing to financial decision-making and performance tracking for ~100 sales representatives</li><li>Contributed to customer value analysis projects aimed at enhancing sales results in key markets across the country</li></ul>	

---

**Additional Information**

**Technical Skills:** Financial Modeling, Valuation, Forecasting, Excel, Power BI, Tableau, Qlik, Alteryx, NielsenIQ, Python, R, SAS, SQL, Stata

**Certifications:** Harvard Business School Online – Financial Accounting, Strategic Financial Analysis  
Columbia University Edx – Corporate Finance  
Dartmouth University Edx – Retail & Omnichannel Management

**Activities:** Cox Graduate Finance Association, Corporate Strategy Club, NMBBAA Fellow, ROMBA Fellow, Professional Pricing Society (PPS), International Business Club, Competitive Esport Player, Tennis

# ERIC MUÑOZ HERNÁNDEZ

(787) 638-9965 • eric.munoz@mba.berkeley.edu • linkedin.com/in/eric-munoz-hernandez

---

## EDUCATION

University of California, Berkeley, Haas School of Business

May 2026

**Master of Business Administration**

- Awards: Consortium for Graduate Study in Management (CGSM) Fellow and Reaching Out MBA (ROMBA) Fellow

University of Puerto Rico, Mayagüez, College of Engineering

December 2014

**Bachelor of Science in Mechanical Engineering, Magna Cum Laude**

- Certificate in Project Management

---

## EXPERIENCE

Handmade, San Francisco, CA

April 2025 – Present

*Boutique sell-side M&A advisory specializing in Software, SaaS, and AI, guiding founder-led companies with deal support*

**Investment Banking Associate**

- Supported execution on 5 SaaS/AI sell-side M&A deals, leading market research, financial modeling, and due diligence to position companies for strategic acquirer outreach and competitive valuation.
- Built sector theses and buyer target lists focused on enterprise software and AI, driving sourcing and outreach efforts that advanced multiple transactions from introduction to negotiation stages.

Infosys, Bengaluru, India

June 2025 – August 2025

**AI Strategy Intern**

- Built and tested an AI-driven request routing prototype for a California public sector agency, applying advanced analytics to streamline infrastructure service requests and reduce manual re-classification.
- Led research and rapid prototyping on AI use cases in the public sector, such as emerging service needs identification and chatbot instant answers, delivering strategic insights and recommendations to guide future adoption.

Central, New York, NY

September 2021-August 2024

*Leading SaaS startup for gamification, performance management and micro-learning*

**Customer Success Manager**

- Drove a team of 25 to design an end-to-end gamification strategy for a major bank, conducting performance analytics, segmenting user types, and assessing technology integration needs; saved +\$20M in labor costs.
- Implemented a learning and development strategy for frontline managers at a main BPO to streamline feedback, coaching, and team development for staff; resulted in +\$1.5M in new business from increased tool adoption.
- Rebuilt the user onboarding program for a major Call Center Co by conducting in-depth business discovery, ideation, and assessment of process inefficiencies; saving \$3M in annual costs.
- Authored and presented Central's first Change Mgmt. Playbook to the VP of Customer Success, leading to firm-wide buy-in of new product implementation practices; streamlined customer adoption across 50+ accounts.
- Created a new client success reporting tool for the Customer Success team to better quantify impact after identifying gaps in our KPI tracking, enabling 15 POC-to-client conversions and generating \$3.5M in new business.

Accenture, Philadelphia, PA

March 2015-August 2021

**Management Consulting Manager** (2018-2021); **Management Consultant** (2016-2018); **Technology Consulting Senior Analyst** (2016); **Technology Consulting Analyst** (2015)

- Led HR technology strategy at a major entertainment company, facilitating 30 technical trainings for 1K staff and executing change mgmt. initiatives to foster a seamless transition to a new tool, SuccessFactors.
- Managed a cross-functional SAP S/4HANA digital transformation across 20 chemical manufacturing sites, aligning infrastructure with business objectives; achieved 90% stakeholder engagement and 30% faster onboarding.
- Transitioned 1.5K technical staff to a new enterprise software at a utility company, conducting primary research, analyzed workforce productivity, and diagnosed technology capability gaps; saved \$1M in reduced downtime.
- Led a large-scale post-merger integration strategy for a utility company's M&A initiative, assessing and restructuring 250+ processes, tools, and procedural changes to align operations across three acquired companies.
- Managed technical developers to align data conversion requirements with business needs and analyzed plant maintenance workflows at a utility company, cutting task time by 15% and improving data accuracy by 10%.

---

## ADDITIONAL

- Skills: Data Analytics, Python, C++, SQL, Power Bi, Tableau, Machine Learning, Gen AI, Project Management
- Languages: Fluent in English and Spanish
- Interests: Mentorship, Board Games, Dodgeball, Escape Rooms, Travel, Comedy, Social Dance, Podcasts

# ERIC MUÑOZ HERNÁNDEZ

(787) 638-9965 • eric.munoz@mba.berkeley.edu • linkedin.com/in/eric-munoz-hernandez

---

## EDUCATION

University of California, Berkeley, Haas School of Business

May 2026

**Master of Business Administration**

- Awards: Consortium for Graduate Study in Management (CGSM) Fellow and Reaching Out MBA (ROMBA) Fellow

University of Puerto Rico, Mayagüez, College of Engineering

December 2014

**Bachelor of Science in Mechanical Engineering, Magna Cum Laude**

- Certificate in Project Management

---

## EXPERIENCE

Handmade, San Francisco, CA

April 2025 – Present

*Boutique sell-side M&A advisory specializing in Software, SaaS, and AI, guiding founder-led companies with deal support*

**Investment Banking Associate**

- Supported execution on 5 SaaS/AI sell-side M&A deals, leading market research, financial modeling, and due diligence to position companies for strategic acquirer outreach and competitive valuation.
- Built sector theses and buyer target lists focused on enterprise software and AI, driving sourcing and outreach efforts that advanced multiple transactions from introduction to negotiation stages.

Infosys, Bengaluru, India

June 2025 – August 2025

**AI Strategy Intern**

- Built and tested an AI-driven request routing prototype for a California public sector agency, applying advanced analytics to streamline infrastructure service requests and reduce manual re-classification.
- Led research and rapid prototyping on AI use cases in the public sector, such as emerging service needs identification and chatbot instant answers, delivering strategic insights and recommendations to guide future adoption.

Central, New York, NY

September 2021-August 2024

*Leading SaaS startup for gamification, performance management and micro-learning*

**Customer Success Manager**

- Drove a team of 25 to design an end-to-end gamification strategy for a major bank, conducting performance analytics, segmenting user types, and assessing technology integration needs; saved +\$20M in labor costs.
- Implemented a learning and development strategy for frontline managers at a main BPO to streamline feedback, coaching, and team development for staff; resulted in +\$1.5M in new business from increased tool adoption.
- Rebuilt the user onboarding program for a major Call Center Co by conducting in-depth business discovery, ideation, and assessment of process inefficiencies; saving \$3M in annual costs.
- Authored and presented Central's first Change Mgmt. Playbook to the VP of Customer Success, leading to firm-wide buy-in of new product implementation practices; streamlined customer adoption across 50+ accounts.
- Created a new client success reporting tool for the Customer Success team to better quantify impact after identifying gaps in our KPI tracking, enabling 15 POC-to-client conversions and generating \$3.5M in new business.

Accenture, Philadelphia, PA

March 2015-August 2021

**Management Consulting Manager** (2018-2021); **Management Consultant** (2016-2018); **Technology Consulting Senior Analyst** (2016); **Technology Consulting Analyst** (2015)

- Led HR technology strategy at a major entertainment company, facilitating 30 technical trainings for 1K staff and executing change mgmt. initiatives to foster a seamless transition to a new tool, SuccessFactors.
- Managed a cross-functional SAP S/4HANA digital transformation across 20 chemical manufacturing sites, aligning infrastructure with business objectives; achieved 90% stakeholder engagement and 30% faster onboarding.
- Transitioned 1.5K technical staff to a new enterprise software at a utility company, conducting primary research, analyzed workforce productivity, and diagnosed technology capability gaps; saved \$1M in reduced downtime.
- Led a large-scale post-merger integration strategy for a utility company's M&A initiative, assessing and restructuring 250+ processes, tools, and procedural changes to align operations across three acquired companies.
- Managed technical developers to align data conversion requirements with business needs and analyzed plant maintenance workflows at a utility company, cutting task time by 15% and improving data accuracy by 10%.

---

## ADDITIONAL

- Skills: Data Analytics, Python, C++, SQL, Power Bi, Tableau, Machine Learning, Gen AI, Project Management
- Languages: Fluent in English and Spanish
- Interests: Mentorship, Board Games, Dodgeball, Escape Rooms, Travel, Comedy, Social Dance, Podcasts

# SEBASTIAN DZIUK

Woodbury, MN • (218) 491-3667 • dziuk036@umn.edu

---

## EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN  
Carlson School of Management  
Candidate for **Master of Business Administration**  
Emphasis: **Marketing**  
*ROMBA Fellow*

May 2027

UNIVERSITY OF MINNESOTA, Duluth, MN  
College of Liberal Arts  
**Bachelor of Arts – Cultural Entrepreneurship**

December 2017

## EXPERIENCE

DZIUK STUDIOS LLC, Woodbury, MN

**Founder and Professional Speaker**

October 2024 - Present

- Advised 45+ small business owners on scalable inbound marketing systems, serving primarily speakers, coaches, consultants to build email marketing systems that attract quality leads on autopilot.
- Designed and executed an email funnel that added 160+ qualified leads and enabled launch of new revenue stream for client.
- Delivered 6+ (virtual and in-person) speaking engagements to 5-150+ attendees, including SCORE Twin Cities and Coloplast.
- Earned 2nd place in National Speaker's Association–MN's storytelling competition, outperforming 15 established speaking professionals.

GENERAL MILLS, Golden Valley, MN

**Startup Team Associate**

July 2023 - October 2024

- Recruited consumers and facilitated 12+ consumer research sessions virtually and in-person for 3 startup teams and consumer product goods testing.
- Reduced onboarding time by 66% by building repeatable training workflow including creating standard operating procedures and video training for new team members.
- Collaborated cross-functionally across 4-6 departments weekly to complete new consumer research experiments to create minimal viable products across 1-3 startup teams simultaneously.

BEST BUY, INC, Remote

**Learning and Development, Senior Specialist**

October 2021 - July 2023

- Developed 30+ scalable learning solutions aligned with KPIs across multiple business units with Adobe Creative Suite, Articulate 360, and Vyond.
- Standardized a team-wide design process to improve project velocity for 20+ L&D designers, managers, and project managers.
- Co-led DEI initiatives as part of HR's Inclusion and Diversity Steering Committee, aligning efforts with company values.

MINNESOTA NATIONAL GUARD, St. Paul, MN

**Public Affairs Mass Communication Noncommissioned Officer**

November 2016 - January 2022

**Public Affairs Specialist**

March 2013 - November 2016

**Human Resources Specialist**

November 2011 - March 2013

- Led cross-agency content strategy during domestic crisis and overseas operations covering 1,000-13,000+ service members, including Operation Enduring Freedom-Kuwait 2014-15 and civil unrest in the Twin Cities in May 2020.
- Led the Guard's first public-facing LGBTQ+ campaigns, including Pride Month and National Coming Out Day participation, as manager of the LGBTQ+ Special Emphasis Council.
- Conducted performance analysis of digital content and presented findings to command-level stakeholders.

## LEADERSHIP

- Quorum, Board of Directors-Marketing Chair

January 2024 - Present

# EVAN DODES

Atlanta, GA • (914) 703-5453 • [evan.dodes@gatech.edu](mailto:evan.dodes@gatech.edu) • <https://www.linkedin.com/in/evan-dodes/>

## EDUCATION

### GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business Master of Business Administration (MBA)

Atlanta, GA  
May 2026

- Concentrations: Product and Service Innovation, Supply Chain & Operations Management
- Honors: ROMBA Fellow
- Activities: Co-Chair of Peer Leadership Committee, VP of Sustainability Careers of Net Impact Club, Scheller Pride Board Member, MBA Ambassador

### HAMILTON COLLEGE Bachelor of Arts

Clinton, NY  
May 2020

- Concentrations: Mathematics and Psychology
- Leadership: Team Captain of Men's Swimming and Diving

## EXPERIENCE

### SC JOHNSON

Racine, WI

#### MBA Global Supply Chain Intern

May-August 2025

- Completed a supply chain resiliency assessment for Mrs. Meyer's Clean Day Pet Care line, ensuring capacity targets can be met in advance of demand for the next five years
- Conducted a comprehensive component risk assessment in collaboration with RD&E and Portfolio teams, identified 10+ high risk materials and prioritized reformulation and supplier qualification efforts
- Presented findings to business unit leadership, recommended mitigation strategies to strengthen supply chain resilience
- Completed an additional exploratory resiliency analysis on a second product category and shared status with managers

### DROPLETTE, INC

Boston, MA

#### Supply Chain and Logistics Specialist

February 2022-June 2023

- Ensured a 12 month material runway for new product during challenging market conditions by negotiating with 10+ suppliers to procure ~200 unique materials while lowering product cost by 40%
- Built model to calculate monthly material cost, leading to more accurate inventory valuation and product costing
- Implemented a material salvage process during ramp-down of first generation product, working with a cross-functional team to consume otherwise obsolete components and reduce product cost by 50%
- Developed process improvements for logistics and distribution operations, including creating inventory replenishment processes at third-party and retail distribution sites to maintain 60 days of safety stock, and designing company compliance requirements with global trade regulations
- Mentored the Operations & Supply Chain Co-Op by helping to plan daily tasks and long-term projects, providing exposure to various facets of supply chain management, and supplying feedback on performance and long-term development

### PROGRESSIVE PRODUCTS, LLC

Rye Brook, NY

#### Operations Manager

April 2021-February 2022

- Optimized inventory position of 30+ products while lowering product cost through strategic supplier selection and development of a data-driven replenishment plan
- Oversaw efforts to increase inventory accuracy, including equipping two warehouses with a WMS, resulting in improved lot traceability, timely identification of slow moving or expired inventory, and more accurate cost management
- Reduced quality related rejections by 20% while ensuring compliance with EPA and FDA regulations, in addition to creating comprehensive product specification requirements for each SKU
- Led 4-person operations team, worked to establish best practices and built efficient processes to manage entire product lifecycle and supply chain

#### Supply Chain & Purchasing Coordinator

May 2020-March 2021

- Increased inventory accuracy to 98% by collaborating with warehouses, suppliers, customers, and logistics partners to reconcile data in ERP system
- Developed process for scheduling 5-10 daily inbound loads into warehouse, optimizing material flow and enhancing visibility into product availability

## ADDITIONAL INFORMATION

**Skills:** Excel, R, SQL, Python, SAP, Quickbooks, SPSS  
**Certifications:** CCore Credential of Readiness, Harvard Business School Online  
**Volunteering:** Hamilton College Volunteer Corps serving local community  
**Interests:** Travel, Hiking, Swimming, Watching Baseball

# YU CHIEH (DANIEL) TSAI

yuctsai@iu.edu | (812)360-1002 | <https://www.linkedin.com/in/daniel-tsai0112/>

## EDUCATION

<b>Indiana University, Kelley School of Business</b> , Bloomington, IN <i>Master of Business Administration</i> • Consulting Academy • PLUS Life Sciences Academy • ROMBA fellowship	May 2027
<b>University of Texas at Dallas, Naveen Jindal School of Management</b> , Richardson, TX <i>Master of Science in Supply Chain</i> • Supply Chain Leadership Council • Dean's Graduate Scholarship	Dec 2015
<b>National Chiao Tung University, Department of Photonics</b> , Hsinchu, Taiwan <i>Bachelor of Science in Photonics</i>	Jun 2012

## EXPERIENCE

<b>Nike, Inc.</b> , Taiwan <i>Manager, Materials Operations Excellence</i> , 06/21 – 07/25, Taipei, Taiwan	Feb 2019 – Jul 2025
<ul style="list-style-type: none"><li>Mentored and developed a team of two business operation analysts in evaluating the strategic value of business operations workstreams, driving resource allocation and aligning cross-functional initiatives with leadership priorities.</li><li>Overhauled the foundational Materials Supply and Manufacturing (MSM) tools and processes, built a centralized data library and key metrics that significantly improved vendor data integrity and vendor performance visibility.</li><li>Spearheaded with executive leadership team to design and launch a centralized portfolio management platform integrating corporate strategies and scoring methodologies to prioritize value and optimize team bandwidth.</li><li>Directed cross-functional collaboration with third-party vendors to implement a \$250K supplier financial risk business solutions to inform costing and sourcing decisions.</li></ul>	
<i>Supply Planning Analyst</i> , 02/19 – 05/21, Taichung, Taiwan	
<ul style="list-style-type: none"><li>Assessed and resolved global manufacturing constraints to safeguard seasonal On-Time Performance Management; employed dynamic solutions including sourcing adjustments, build plan changes, and manual PO interventions.</li><li>Evaluated partner sourcing proposals and production strategies, leading to long-term margin expansion.</li><li>Guided key suppliers through sustainability pilots—including Air Force One Greater China responsive production and Nexus excess material recycling—contributing to Nike's circular manufacturing goals.</li><li>Recognized for improving production visibility and \$1.2M cost savings on airfreight, resulting in &gt;95% output efficiency, 5–8% OTP gains, and 4–6% improvement in Planned In-Full On-Time (PIFOT) metrics.</li></ul>	
<b>Gate Gourmet Inc.</b> , Boston, MA <i>Manager, Production Planning</i>	Feb 2018 – Nov 2018
<ul style="list-style-type: none"><li>Customized Enterprise Resource Planning SAP Analytics Cloud (ERP SACS) for production allocations and workflow to ensure success of site's digital transformation initiative and continuous improvement.</li><li>Attained target manufacturing cycle times, reduced excess material and capacity waste, and increased fill rate performance and service level from 75% to 87% of 10k+ meals for 12 contracted airline customers.</li><li>Resolved the escalation of inventory issues with procurement and implemented a new push/pull system in obtaining JIT material delivery and determining optimum replenishments. Minimized lead time and costs by up to 15%.</li></ul>	
<b>Animal Supply Company</b> , Irving, TX <i>Item Master / Demand Planning Analyst</i>	Aug 2017 – Jul 2018
<ul style="list-style-type: none"><li>Maintained and updated over 15,000 records of supplier, material, cost revisions, and pricing catalogs within core ERP/AS-400 systems. Conducted data cleansing, audits, and analysis while developing custom queries using Microsoft Access to ensure data integrity and operational efficiency</li></ul>	
<b>Samsung SDS America</b> , Richardson, TX <i>Logistics Claim Specialist</i>	Nov 2016 – Aug 2017
<ul style="list-style-type: none"><li>Conducted thorough evaluations and drove a 36% improvement in claim approval and payment recovery rates by leading initiatives to optimize claim review, denial reduction, and turnaround time.</li><li>Created a centralized master data spreadsheet for all claim types, enhancing visibility and traceability of claim status, investigation progress, and supporting documentation across 3PLs and carriers.</li></ul>	

## ADDITIONAL

- Technology & Analytical Skills: *SQL, SAS 9.4, SAP ECC 6.0 (MM, PP, SD), SAP SCM 7.0 (DP, SNP), ERP (AS-400, SO99+, Pegasus), Tableau & Prep, Alteryx Designer Core Certification, Smartsheet, Microsoft Visio, Microsoft Office (Word, Excel, Project, Access, PowerPoint, Power BI), Miro, ChatGPT, Copilot*
- Community Leadership: *Director, Nike PRIDE Network Taipei Chapter; Member, PMI Taiwan International Congress (PTIC)*

# GRACE NIE

(215)-919-1096 | [gracenie@mit.edu](mailto:gracenie@mit.edu) | [linkedin.com/in/gracenie/](https://www.linkedin.com/in/gracenie/)

## EDUCATION

### MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

*Candidate for MBA, May 2026*

2024 - Present

- Awards: Eric S. Silverman (1991) Fellowship, Forte Fellowship, and ROMBA Fellowship recipient, awarded total of \$100k in recognition of leadership and commitment to DE&I
- Pursuing Data Analytics certificate; Co-President of Sloan Pride and member AI/ML Club and Gaming Club

### NYU STERN SCHOOL OF BUSINESS

New York, NY

*B.S. in Finance and Management, magna cum laude*

2016 - 2020

- University Honors Scholar, President of Stern Pride Corp, Stern DE&I committee member
- Authored insurtech case study in Professor Frank Fabozzi's Economics of FinTech, pending publication by MIT Press

## EXPERIENCE

### ADOBE SYSTEMS

San Francisco, CA

*Product team of 21 people focused on building platform capabilities for all Adobe products*

**Product Manager Intern**

2025 - 2025

- Worked closely with senior ML engineer to build proof of concept of AI tool to support B2B sales teams, tied to \$15M in contributing revenue; demoed and pitched to senior leadership, shaping Adobe's exploration of AI-driven engagement tools

### J.P. MORGAN CHASE

New York, NY

*Product team of 12 people focused on building new digital banking platform & capabilities for startup clients*

**Product Manager, promoted from Product Associate**

2023 - 2024

- Performed product usage analysis for ~1.4k clients across two startup client segments and 16 banking & treasury products; analysis was leveraged to obtain \$15M in funding and drive feature prioritization
- Collaborated closely with ten engineers and three designers to build new burn rate widget that increased banking dashboard usage among start-up clients by 250%; managed MVP scope, roadmap & feature planning, and UX research topics
- Synthesized qualitative & quantitative findings from seven user research sessions into deck and presented to 100+ attendees to communicate top of mind client pain points on banking portal; sessions done in partnership with UX research team
- Planned quarterly cross-team offsites to boost morale and provide recognition during stressful times, activities included celebrating career and personal milestones, cross-functional team dinners, and fun icebreaker questions

**Product Associate, promoted from Corporate Strategy Analyst**

2022 - 2023

- Launched new credit card, collaborating with eight cross-functional teams during go-to-market phase; created business plan and sales training materials; tracked post-launch KPIs including client pipeline, conversion rate, and product usage
- Designed and implemented new onboarding process for ~1.8k clients, reducing onboarding time by 80%; delivered in one month under tight deadlines and pressure after SVB collapse
- Saved Sales team an hour of manual data entry per client after integrating Salesforce data with legacy systems and documenting architecture changes with five back-end engineers

*Internal consulting team of 20 focused on supporting C-suite priorities and initiatives*

**Corporate Strategy Analyst**

2020 - 2022

- Recommended market share strategy that resulted in the acquisition of Aumni for \$250M a year later; strategy included insights from a competitive landscape analysis and market research on private capital sector
- Coordinated seven senior stakeholders and crafted presentation materials on Blockchain and data-as-a-service for firmwide conference; recognized by Daniel Pinto, President & COO of JPM, for diligent execution of conference
- Developed automated dashboards to track US COVID cases and analyzed data of ~100k+ employees to guide decisions on reopening ~150 US offices; led weekly calls with HR, Legal, and Real Estate teams to align on return-to-office plans

## ADDITIONAL INFORMATION

- **Volunteer & leadership:** Programming Director & Community Lead @ Out for Undergrad (2022-2024) – raised \$2M in funding and planned conference for 550+ attendees, Pride @ JPM (2020 - 2024), JPM analyst interviewer (2023 - 2024)
- **Interests:** rock climbing (bouldering), chess, Trader Joe's, video games, skincare, getting influenced on Instagram



# Pranab Sharma (He/him)

Baltimore, MD | [psharm42@jh.edu](mailto:psharm42@jh.edu) | 443-468-7087 | [LinkedIn](#) | [Google Scholar](#)

## EDUCATION

<b>Johns Hopkins University, Carey Business School</b> Master of Business Administration (Full Time, STEM), <i>Reaching Out MBA (ROMBA) Fellow</i>	<b>Baltimore, MD</b> <b>May 2026</b>
<b>Jaypee Institute of Information Technology</b> Bachelor of Technology – Computer Science & Engineering	<b>Noida, India</b> <b>May 2020</b>

## PROFESSIONAL EXPERIENCE

<b>OPEN WORKS</b> <b>Internal Consultant Intern: Office of the CEO</b>	<b>Baltimore, MD</b> <b>May 2025 – Aug 2025</b>
<ul style="list-style-type: none"><li>Conducted 9-year fundraising analysis using Excel and Airtable, identifying a 240% increase in foundation grants and a 5x surge in recurring donors since 2016, informing pipeline optimization strategies for a \$10M+ capital campaign.</li><li>Led end-to-end financial and customer analytics in Excel and Tableau, surfacing \$50K in annual cost-saving opportunities and revealing a 38% growth in average revenue per member since 2017 to guide long-term expansion planning.</li><li>Developed a GTM plan for Open Works' West Baltimore site, combining total addressable market analysis, demographic segmentation, and 3 financial models to project 60% revenue growth and 30% increase in user retention over 5 years.</li></ul>	

<b>BRIO TECHNOLOGIES, Google Cloud Premium Partner</b> <b>Technology Consultant   Cloud Solutions Architect</b>	<b>New Delhi, India</b> <b>Feb 2023 – May 2024</b>
<ul style="list-style-type: none"><li>Led E2E client relationships with stakeholders from developers to CXOs, successfully closing over 40 deals towards post-sales.</li><li>Spearheaded the largest migration project in history of Brio by closing a \$1.5M deal involving the migration of clients' global cloud infrastructure from AWS to GCP, resulting in 20% optimized cost on cloud, generating workloads billing \$100K/month.</li><li>Conducted vendor negotiations, budget and billing, TCO calculation and optimization, ROI and cost reporting analysis, strategic and detail-oriented architecture design with industry trends, resulting in annual workloads ranging from \$10K to \$1.5M.</li><li>Institutionalized set up of a dedicated team of 20 engineers for cloud migration projects, conducted 50+ workshops &amp; interviews; mentored and trained 8 new presales architects, leading to 400% increase in presales bandwidth.</li></ul>	

<b>AMAZON WEB SERVICES (AWS)</b> <b>Technology Consultant   Solutions Architect</b>	<b>New Delhi, India</b> <b>Feb 2020 – Jan 2023</b>
<ul style="list-style-type: none"><li>Facilitated E2E technical interactions as SPOC for 10+ Fortune 500 companies in Greenfield tech &amp; manufacturing segment.</li><li>1 of 250 selected to deliver a session with an audience of 100+ at AWS Summit APAC in Singapore; Led on-site implementation of internal security tool in Sydney, Australia and travelled 10+ Indian states augmenting 30+ clients in pipeline for GF segment.</li><li>Transformed a \$2.3Bn topline client's infrastructure from on-premises servers to serverless architecture on the cloud, saving 40% costs; and moved another client from self-hosted DBs to managed databases on the cloud, saving 30% on cloud billing.</li><li>Designed a robust disaster recovery plan for migrating 1000+ servers, valued at \$10M+, from on-premises infrastructure to AWS by performing strategic analysis and addressing ambiguous challenges by designing their cloud solution architecture.</li></ul>	

## MBA CONSULTING PROJECTS

<b>SIEMENS DIGITAL INDUSTRIES   Innovation Field Project</b>	<b>Mar 2025 – May 2025</b>
<ul style="list-style-type: none"><li>Designed a future-state sales operating model based on qualitative research for Siemens' external implementation partner software business, projected to reduce sales cycle length by 18% and increase expansion deal velocity.</li><li>Built a 4-part transformation roadmap addressing gaps in partner collaboration; drove adoption of a co-ownership framework that clarified stakeholder roles and strengthened sales team and partner alignment across 2000+ global accounts.</li><li>Rearchitected Siemens' ADOPT-to-EXPAND workflow to embed data-driven triggers and CSM insights into cross-sell playbooks, enabling 3x faster identification of upsell opportunities.</li></ul>	

## OTHER INFORMATION

- Community Leadership:** Mentored 30+ new queer employees and allies, helping them navigate through Amazon's policy on LGBTQIA+ and DEI initiatives; organised 15+ workshops and events promoting Glamazon's tech-driven diversity initiatives.
- Skills:** Strategy, Coding, Communication, Data Analysis, Market Research, Leadership, Stakeholder Management
- Software:** Tableau, Python, R, SQL, C, C++, Bash, HTML, JS, MS Office Suite, AWS, GCP, Azure, Agile Scrum Methodology
- Certifications:** AWS Certified Solutions Architect Professional 2022 – 2025, AWS Certified Solutions Architect Associate 2020 – 2025, Google Business Intelligence Specialisation 2023, GCP Professional Cloud Architect 2024, GCP Cloud Digital Leader 2023
- Personal endeavours:** I have been a radio jockey at the All India Radio for 10 years, delivering my voice to 30 Mn+ listeners.

---

**SUMMARY**

An aspiring STEM MBA student at UNC Kenan-Flagler who has passed all 3 CFA levels, with 10 years of corporate finance experience across diverse industries, including big tech companies such as Amazon and Samsung. Skilled in strategic financial management, financial modeling, budgeting, forecasting, investment analysis, and data analysis.

---

**EDUCATION**

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** Chapel Hill, NC  
**Master of Business Administration**, Full-Time MBA Program May 2026

- MBA Scholarship – Full tuition; ROMBA Fellowship.
- Won the 2nd place in the South Regional Round of VCIC, the largest global venture capital competition for students.
- President of the Pride Club.

**NATIONAL ECONOMICS UNIVERSITY (NEU)**

Hanoi, Vietnam  
July 2013

**Bachelor's Degree**, Corporate Finance

- Awarded the NEU's Certificate of Merit for Excellent Students (10% of students received).
- Led a research team to win the Consolation Prize in the NEU's Vietnamese Young Scientific Talent Competition.

---

**CFA PROGRAM**

- Passed all three levels on the 1st attempt; ranked in the top 10% globally for Level I and Level II.
- Awarded the Women's Scholarship (twice) and the Access Scholarship from CFA Institute.

---

**EXPERIENCE**

**AMAZON** Washington, USA  
*Top 5 company worldwide* May-Aug 2025

**Finance Manager Intern (FLDP)**

- Developed strategic recommendations to optimize shipping fee structure for a regional market serving 1M customers, encompassing \$300M in annual Order Product Sales (OPS) and 5M shipped packages; projected outcomes included 20% regional annual profitability improvement and 2% growth in regional Prime memberships.

**SANG GROUP**

Ho Chi Minh, Vietnam  
2023-2024

*A social enterprise that provides laundry services and job opportunities for ~20 Deaf individuals*

**Finance Manager**

- Improved financial efficiency by controlling expenses and streamlining corporate allocations for a chain of laundry stores across three provinces in Vietnam, resulting in a 20% reduction in costs.
- Oversaw cash flow and fundraising for operations and expansion, resulting in a 20% increase in revenue.
- Orchestrated the deployment of Odoo ERP to systematize sales processes and improve sales productivity by 50%.

**ONE MOUNT GROUP**

Hanoi, Vietnam  
2020-2023

*Vietnam's largest technological ecosystem - \$1B valuation*

**Senior Financial Controller**

- Monitored the internal financial reporting processes of the entire corporation (\$50M annual budget).
- Directed the development of an in-house procurement and expense management system, leading cross-functional Finance and Technology teams to achieve \$1M savings in implementation costs.
- Led cross-functional Finance and Data teams to automate financial reporting processes using advanced data analysis techniques, resulting in a 30% reduction in reporting time.
- Spearheaded an innovation initiative by developing an advanced automated staff cost planning model using Google Sheets, reducing processing time for the HR department by 60%.

**ECOBA VIETNAM**

Hanoi, Vietnam  
2019-2020

*VNR500, Top-10 reputable building contractors in Vietnam - \$200M asset value*

**Senior Financial Analyst**

- Managed a 7-month SAP deployment project by collaborating with Deloitte consulting team to systematize all critical financial processes, increasing 50% operational efficiency.
- Standardized 60 financial processes, created functional specifications for 10 automated financial reports, and conducted organization-wide user training.

**SAMSUNG ELECTRONICS VIETNAM**

Bac Ninh, Vietnam  
2014-2019

*World's 2nd largest cell phone manufacturer - \$18B annual revenue, 30K+ employees*

**Assistant Finance Manager**

- Influenced the CFO's critical investment decisions by providing in-depth analysis of the cell phone factory's production performance and cost allocation, resulting in a 10% cost reduction.
- Supervised cross-functional Finance and IT teams to develop and implement an in-house budget management system, resulting in improved workflows and a 50% decrease in processing time.

# MARCO GABRIEL C. MONTOYA

[mmontoy2@simon.rochester.edu](mailto:mmontoy2@simon.rochester.edu) | (321) 978-6659 | [www.linkedin.com/in/mgmontoya](http://www.linkedin.com/in/mgmontoya)

---

## EDUCATION

### Simon Business School at the University of Rochester

Master of Business Administration (STEM), Concentration in Strategy and Pricing, Finance Minor

Consortium Fellow, Reaching Out MBA Fellow

Leadership: Consortium Outreach Chair, Simon Pride Alliance President, Graduate Housing Advisor

Rochester, NY

May 2026

### University of Central Florida

Bachelor of Arts in Sociology and Legal Studies

Leadership: President of Asian Pacific American Coalition, Founder of Sparks Magazine, UCF Law Journal

Orlando, FL

May 2020

---

## PROFESSIONAL EXPERIENCE

### Account Management and Sustainability Strategy Intern

TerraCycle

Orlando, FL

May 2025 – August 2025

- Led sustainability strategy through managing client case studies, using Power BI to create recommendations to optimize the client's sustainability budget and to increase customer engagement by 15%.
- Assisted in the management of the JUUL partnership, leading a cross-functional team on the new recycling program rollout, aligning stakeholder initiatives with long-term goals through collaboration with business partners and internal teams.

### Executive Director and Founding Member

Orlando Queer and Trans Asian Association

Orlando, FL

July 2018 – May 2024

- Secured \$50,000 in grants and increased annual revenue by 95% in two years, through integrated campaigns combining financial data analysis using R, prospect research, segmented outreach with digital marketing strategies, and board-partner cultivation.
- Improved Asian American client acquisition by 10% in three local healthcare organizations during the COVID-19 pandemic through data-driven patient funnel optimization and integrating telehealth care systems informed by utilizations data and insight.

### Project Director

University of Central Florida

Orlando, FL

February 2023 - February 2024

- Designed and implemented a product strategy for virtual violence prevention training across 13 campuses by analyzing student engagement data and conducting iterative product testing, improving learning outcomes from 75% to 95% within 5 months.
- Collaborated cross-functionally with multiple anti-violence departments to improve consumer accessibility across 4 segments through language translations and disability accommodations, ensuring a 50% boost in educational retention.

### Program Manager

Hope & Help of Central Florida

Orlando, FL

January 2022 - January 2023

- Drove a 20% increase in client base by analyzing website traffic and conversion rates using SQL to identify client trends and characteristics to develop targeted digital marketing strategies and refine brand positioning for LGBTQ+ audiences.
- Consulted 4 organizations from strategy to implementation on their HIV/STI testing and affordable medication services, driving a 40% increase in client reach through optimized growth, marketing, and operations planning.

### Dependency Case Manager

Children's Home Society

Orlando, FL

August 2020 - September 2021

- Secured permanent placements for 65% of a 40-client caseload by developing tailored individualized progress plans, conducting home visits, and continuously assessing environmental and behavioral factors.
- Strengthened client engagement by sourcing and coordinating trauma-informed care services and vendor partnerships, such as working with Medicare caseworkers, schools, and behavioral health services, across 40 child-caregiver cases.

---

## ADDITIONAL INFORMATION

- **Skills:** R, Power BI, Python, Excel, Tableau, SQL, PowerPoint, Agile Project Management
- **Activities:** ROMBA Case Competition 2024, Consultant for Simon Vision Consulting, Simon Data Analytics, Simon Consulting
- **Awards:** Trailblazer in Central Florida 2022: Awarded for outstanding leadership as the Executive Director of OQTAA; Emerging Movement Leader in Central Florida 2022: Awarded for innovative community initiatives

# Faisal Fakhani

(416) 659-0680 • [Faisal.fakhani@rotman.utoronto.ca](mailto:Faisal.fakhani@rotman.utoronto.ca) • [www.linkedin.com/in/faisal-fakhani](http://www.linkedin.com/in/faisal-fakhani)

---

Product Management & Strategy professional in Fintech/Tech, skilled at driving product discovery, aligning cross-functional teams, and launching customer-first solutions that scale. Experienced in translating insights into roadmaps and go-to-market execution. Passionate about human-centered business design, innovation, and AI-enabled product development.

## **EDUCATION**

### **Rotman School of Management, University of Toronto**

Toronto, Canada

MBA Candidate, 2026 (GPA: 3.6/4.0)

- Reaching Out MBA (ROMBA) Fellow, selected among 300+ MBA peers. Session Director, Finance Track, Conference 2025
- VP, Clubs, Graduate Business Council; Led 36 clubs, managed 4-person team, drove fiscal planning and execution
- A.I. Consulting Project; Developed GTM blueprint and built prototype for A.I.-enabled workflows, driving 0-1 product development through iterative testing and refinement

### **American University of Beirut (A.U.B)**

Beirut, Lebanon

Bachelor of Business Administration, 2013 (GPA: 3.2/4.0)

## **CERTIFICATES**

**Product Marketing Alliance (PMA)**, Canada - Product Marketing Manager (PMM) Core Certificate, 2025

**Microsoft**, Canada - Azure Artificial Intelligence (A.I.) Fundamentals, 2025

**CFA Institute**, Canada - Level I, Passed, 2019

## **PROFESSIONAL EXPERIENCE**

### **Central 1**

Toronto, Canada

Wholesale payments, financial services and technology provider for credit unions and fintech firms

Product Management & Strategy MBA Intern, Summer 2025

- Conducted cross-functional market analysis of 12 credit unions across 16 dimensions (e.g., product mix, financial trends); uncovered underserved customer segments and product gaps, shaping product roadmap and informing VP-level prioritization
- Drove product discovery with 4 internal teams and 5 vendors; developed needs-based evaluation framework that safeguarded customer experience for 250+ credit unions and influenced executive business case

### **Convera (formerly Western Union Business Solutions)**

Toronto, Canada

*B2B SaaS company within Fintech and Payments space*

Senior Product Strategy & Client Solutions Manager, 2021 - 2024

- Exceeded revenue target (116% on \$4M book) while driving adoption of Fintech SaaS solutions across enterprise accounts
- Translated user research into executive-approved GTM initiative: launched a cross-functional content series that reinforced product positioning and generated 600+ LinkedIn impressions per post
- Designed and implemented segmentation model revealing 30% overlooked users; drove product engagement strategy and lifecycle retention improvements

### **Royal Bank of Canada (RBC)**

Toronto, Canada

*Largest bank in Canada in terms of Assets Under Management (AUM), with institutional and retail clients in various sectors*

Manager – Market Surveillance & Product Oversight, Capital Markets, 2020 - 2021

- Partnered cross-functionally to analyze client trade activity and ensure compliance; insights led to 35% of findings driving process changes that improved retention and reduced costs
- Represented team in 5 initiatives; provided insights, tested systems, authored process manuals.

### **CI Global Asset Management**

Toronto, Canada

*Asset Management firm providing Active and Passive fund investment to institutional and retail investors*

Portfolio Associate – Product & Client Strategy, 2019 - 2020

- Optimized reporting workflows by analyzing cash trends and pitching automation solutions; became SME in investment insights and trained 4 hires, improving delivery speed and client responsiveness

### **Bankmed**

Beirut, Lebanon

*One of the top 5 banks in Lebanon in deposits and assets, and subsidiary presence in Europe, Asia and North Africa*

Product Marketing & Client Strategy, Senior Associate – Capital Markets, 2014 - 2018

- Directed year-long product repositioning initiative in Capital Markets, aligning 5+ teams to strengthen competitive product suite.
- Retained 150 clients with \$260M AUM through customer-centric engagement during funding crisis, reinforcing trust and preventing attrition.

## **ADDITIONAL SKILLS AND ACHIEVEMENTS**

- **Leadership:** Directed philanthropic and cultural initiatives at Inside Out Queer Film Festival, Start Proud, and AUB Drama Club.
- **Skills:** Product Management & Strategy, Go-to-Market Execution, Customer Segmentation, Cross-functional Leadership, Data Analysis & Visualization (Excel, PowerPoint, Tableau), Business Design (Research, Personas, Prototypes, Systems Thinking), Workflow Automation (A.I. Co-pilots, SQL, Python basics), Communication & Stakeholder Influence.

# LUCAS CAO

615 S MAIN ST • ANN ARBOR, MI 48104  
lucascao@umich.edu • 734.596.7748 • [linkedin.com/in/lucas-cmt](https://www.linkedin.com/in/lucas-cmt)

<b>EDUCATION</b>	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration, April 2026 <ul style="list-style-type: none"><li>• Co-President, Energy Club: Organized speaker lineup and agenda for Energy Week, engaging 150+ attendees to discuss the future of the energy transition</li><li>• Selected: VP of Admissions for Out for Business and one of three ROMBA Fellowship</li><li>• GMAT Focus Edition: 745 (99th percentile)</li></ul>	<b>Ann Arbor, MI</b>
	<b>UNIVERSITY OF ALBERTA</b> Bachelor of Science, June 2019 <ul style="list-style-type: none"><li>• Major: Mechanical Engineering, GPA: 3.8/4.0</li><li>• Co-President, Students for Learning: Led team of 40 volunteers providing 250 hours of free tutoring monthly to underprivileged high school students</li></ul>	<b>Edmonton, Canada</b>
<b>EXPERIENCE</b>	<b>KBM PETS FASHION</b> <b>MBA Intern</b> <ul style="list-style-type: none"><li>• Developed roadmap responding to 30% demand surge, enabling 20-70% revenue growth</li></ul>	<b>Ho Chi Minh City, Vietnam</b>
<b>2025</b>	<b>EATON CORPORATION</b> <b>Ross MAP Strategy Consultant</b> <ul style="list-style-type: none"><li>• Analyzed quantum computing's risks to data centers, Eaton's growth engine, and created actionable roadmap to enter the \$189B quantum cybersecurity market</li></ul>	<b>Ann Arbor, MI</b>
<b>2025</b>	<b>IMPERIAL OIL/EXXONMOBIL</b> <b>Rail Operations Planner, 2022-2023</b> <ul style="list-style-type: none"><li>• Led cross-functional team of five to automate processes at the company's largest rail facility, eliminating bottlenecks and driving \$320MM in revenue growth</li><li>• Synthesized strategic insights on rail supply networks, advising senior leadership on investment opportunities to achieve 25% efficiency improvement</li><li>• Conducted financial modeling and infrastructure analysis for renewable fuels project, enabling early contract renegotiation that saved \$240K per year</li></ul>	<b>Edmonton, Canada</b>
<b>2017-2023</b>	<b>Supply Scheduler – Canada Rail, 2020-2022</b> <ul style="list-style-type: none"><li>• Expanded US export operations and captured new domestic demand for the Canada rail supply chain, tripling the role's portfolio to \$750MM in annual value</li><li>• Designed supply chain and executed trial for novel biofuels initiative, securing \$560M investment to build Canada's largest renewable fuels facility</li><li>• Leveraged unused logistics capacity to capture geographic arbitrage opportunities, moving product to higher-priced markets to generate \$35MM in monthly incremental profit</li><li>• Negotiated purchase from competitor to cover unplanned outages at company-owned facilities, avoiding \$22M in lost sales and ensuring uninterrupted operations</li><li>• Mentored three new team members in Buenos Aires over five weeks, enabling them to independently manage \$750MM portfolio of finished fuels</li></ul>	<b>Calgary, Canada</b>
	<b>Supply Scheduler – Eastern Rail, 2019-2020</b> <ul style="list-style-type: none"><li>• Established KPIs and processes to manage spending with third-party service providers, reducing operating expenses by \$1.8MM in the first year</li><li>• Spearheaded supply chain optimization efforts during COVID-19 disruptions, addressing a 50% demand drop and saving \$1.4MM in the first three months</li><li>• Eliminated throughput bottleneck by securing approval to increase staffing amidst economic headwinds, capturing \$340K in annual profit through new rail market optionality</li></ul>	<b>Calgary, Canada</b>
	<b>Supply and Trading Intern, 2017-2018</b> <ul style="list-style-type: none"><li>• Oversaw response to 40% pipeline capacity drop, securing reliable energy for 2M customers</li></ul>	<b>Calgary, Canada</b>
<b>2016-2017</b>	<b>ATCO GROUP</b> <b>Project Management Intern</b> <ul style="list-style-type: none"><li>• Navigated stakeholder engagement across regulators, construction crews, and community members to secure approvals, delivering \$500K utility project on time and 5% under budget</li></ul>	<b>Edmonton, Canada</b>
<b>ADDITIONAL</b>	<ul style="list-style-type: none"><li>• Surfer and scuba diver – PADI certified Advanced Open Water Diver</li><li>• Fluent in Vietnamese and intermediate in Spanish, learning since 2018</li></ul>	

# Ryan J. Montgomery

+1 (541) 969-4363 • [rymont94@gmail.com](mailto:rymont94@gmail.com) • [linkedin.com/in/ryan-montgomery](https://www.linkedin.com/in/ryan-montgomery)

---

## EDUCATION

- TUCK SCHOOL OF BUSINESS AT DARTMOUTH** | Hanover, NH 2024-present  
*Candidate for Master of Business Administration degree, June 2026*  
Consortium Fellow, ROMBA Fellow, Leadership Fellow; Pride Club Co-Chair, Admissions Interviewer
- BRIGHAM YOUNG UNIVERSITY** | Provo, UT 2012-2018  
*Bachelor's of Science in Finance, University Honors with Honors Thesis*  
Dean's List (3 years), Full-Tuition Academic Scholarship, Honors Program

---

## EXPERIENCE

- GOOGLE** | San Francisco, CA 2025-2025  
**Revenue Strategy Program Manager, MBA Intern**
- Designed future state seller roles & responsibilities and go-to-market workflows, impacting 2,900 Google sellers and \$75B revenue, spanning full-cycle sales motion from discovery, pitching, to customer performing reporting
  - Quantified current-state by qualitative and quantitative analyses, including 20 stakeholder interviews, SQL analysis of sales operational metrics, and analysis of real-time client call via AI models and LLM model tools
  - Modeled impact includes (1) increased seller time availability by 13% and (2) 25% increased C-level coverage
- WORKSTREAM** | San Francisco, CA 2023-2024  
**Enterprise Partnerships Business Development Account Manager**
- Generated \$1.7M in net-new revenue in three fiscal quarters, with 100%+ quota attainment
  - Led Go-To-Market (GTM) strategy for 2 new enterprise products; led company's first closed-won enterprise employee survey deal valued at \$70k while program managing its delivery across product and engineering teams
  - Reengineered account strategy playbook by identifying two new revenue growth strategies, resulting in an estimated \$1M+ in additional quarterly recurring revenue
  - Oversaw \$10M book of business and managed client relations for firm's largest strategic accounts
- SELF-EMPLOYED** | Remote 2020-present  
**Professional Athlete, Sport of Ultra-Trail Running** (2020-Present)
- [2023 Top 10 Ultra-Runner of the Year](#) (#10) by Ultra-Running Magazine
  - USA 100-Mile National Champion Runner Up; Team USA Qualifier for 24-Hour Race World Championships
  - 3x Golden Ticket Series podium winner; International Record Holder for Mt. Rainier Fastest Known Time
- Out Trails - Founder & President** (2022-Present)
- Generated over \$80,000 in corporate sponsorships, which funded 80 LGBTQ or BIPOC-identifying athletes to attend an outdoor leadership training retreat at no cost
  - Organized 65+ local events across country focused on leadership development and community building
- GLOAT** | Tel-Aviv, Israel / Salt Lake City, UT 2022-2023  
**Lead Product Solutions Consultant**
- Created \$1M in new revenue within two quarters, reaching 180% quota attainment
  - Created three return on investment (ROI) models for sales teams, improving customer win-rates by 20%
  - Built cross-functional internal sales operating model that reduced sales team's time-to-close by 4 weeks
- WORKBOARD** | Redwood City, CA 2021-2022  
**Senior Product Solutions Consultant**
- Drove \$800K+ in new revenue in first two quarters by cross-functionally creating 10 custom product solutions
  - Facilitated 80 hours of OKR/KPI- and strategy-setting workshops with client C-suite leaders and their teams
  - Designed & launched strategic communications and change management strategies for 20 client programs
- ACCENTURE** | San Francisco, CA 2018-2021  
**Senior Strategy Management Consultant**
- Built culture change strategy that successfully upskilled 3,000 technology people leaders, resulting in a 75% increase in leadership capability attainment among leadership population
  - Created employee experience strategy that transformed employee lifecycle processes for 43,000 employees
  - Managed team of three analysts to redesign marketing programs, saving client \$500K in tech consolidation
  - Led program-wide change management, documenting and communicating change impacts to 50,000 employees

---

## PERSONAL & INTERESTS

- Fluent in Brazilian Portuguese; regular speaker and workshop facilitator on leadership and allyship training
- Coffee aficionado, mastering all coffee brewing methods



## Experience

**2023-Present**    **LUNAR VENTURES**, *VC fund focused on deep tech, 10 FTEs, \$100M*    **BERLIN, GERMANY**  
(2.5 yr)    **Head of Finance**

- Lead the end-to-end finance, operations and, compliance activities for two funds involving 12 entities in 3 countries
- Set up Fund 2 (\$55M, Luxembourg); raised \$35M from 20 investors and worked with 4 Partners in deploying \$9M
- Teamed with 1 Partner to lead the automation of fund processes and tools, leading to Fund 2 being 20% more cost efficient than Fund 1

*Freelancing: (10h/wk, simultaneous with full-time role at Lunar Ventures)*

- Designed first sales and revenue processes for \$3M health tech startup, saving ~3h/month in operational efficiencies.
- Built finance function for energy tech startup; led modeling to support \$1M raise (Pre-Seed/Seed); Series A in progress.

**2022-2023**    **WEFOX**, *insurtech, with 1.3K FTEs and \$300M in revenue*    **BERLIN, GERMANY**  
(1.5 yr)    **Senior Associate, Finance Transformation**

- Developed 6 dashboards tracking 250+ KPIs, cutting country review prep from 4 to 1 day and enabling 10% OpEx savings in 2 quarters.
- Led integration office across 5 workstreams for \$450M Dutch broker acquisition, identifying \$1M in IT synergies.

**2019-2022**    **THE INDEPENDENTS**, *Global marketing agency in luxury, 450 FTEs, \$170M*    **PARIS, FRANCE**  
(2.5 yr)    **Head of Financial Control and M&A (LBO)**

- Managed global finance team (30 FTEs, 19 entities, 12 countries); implemented processes for timely reporting.
- Redesigned workflows with added reviews, reducing invoice delays from 1 month to 10 days, avoiding \$600K in losses.
- Led \$70M acquisition, doubling EBITDA and identifying \$600K in cost synergies.

**2017–2019**    **KPMG**    **PARIS, FRANCE**  
(1.5 yr)    **Senior Consultant, Transaction Services**

- Built standardized Excel model for deal analysis; automated via vendor integration with PowerPoint, cutting manual hours by 63% (8h → 3h) and training 15 peers.

Sell-side and buy-side due diligences include:

- Uncovered ~\$2M in OpEx savings for a transport client through profitability analysis.
- Identified \$1.5M in price adjustments in a \$2B healthcare carve-out by reviewing ~3K seller transactions.

## Education

**2025-2027**    **MIT SLOAN SCHOOL OF MANAGEMENT**    **BOSTON, MA, UNITED STATES**  
MBA Candidate  
Reaching OUT MBA Fellowship (LGBTQ Leadership). GMAT 685 (Percentile: 96%)

**2013-2017**    **ECOLE CENTRALE DE LILLE**    **LILLE, FRANCE**  
Masters in Engineering. Major in Data Science. GPA: 3.86/4.00

- Led 30 audits across 200+ chapters (20K students) of the French student-led consulting organizations; managed €2M budget and 1 FTE (18hr/wk)
- One of 10K students awarded a full-ride merit scholarship to study in France (2011–2017)

**Personal**    *Mentor at Working Out (France's 1st LGBTQ+ undergrad program) – Coached 3 students on career prep*  
*Hobbies: Techno music, opera, tsock soup, yoga and meditation, fitness*  
*Languages: Malagasy (native), French (native), English (fluent), German (advanced)*

408.582.3828

## Samuel Lin

szl@tepper.cmu.edu

linkedin.com/in/samuellin2016

### EDUCATION

#### CARNEGIE MELLON UNIVERSITY TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA*

**GRE – 334/340 (99<sup>th</sup> percentile verbal)** 5/26

- Concentrations: AI in Business, Strategy, Entrepreneurship
- Global Leadership: Stood up Tepper's inaugural 4-country Asia Trek, engaging 250+ participants and senior leaders at firms including TSMC, SK Hynix, and PTT; expanded CMU's brand presence in APAC and established a sustainable student engagement pipeline, aligning with my long-term career commitment to the region
- Campus Leadership: Admissions Chair (Graduate Business Association), EVP (Asian Business Association), VP of Admissions/Alumni (Out&Allied), Admissions Fellow, Communications Coach, TA (Management Presentations)
- Honors: ROMBA Fellow, Class of 2006 & Merit Scholarship Recipient (\$106k), 1st Place: Home Depot Case Comp.

#### NATIONAL TAIWAN UNIVERSITY

Taipei, TW

*International Chinese Language Program (ICLP)*

**ACTFL OPI – Advanced High (Chinese)** 8/24

- Honors: E-Newspaper Editor-in-Chief, Huayu Scholarship Recipient and Orientation Speaker, Student Ambassador

#### POMONA COLLEGE

Claremont, CA

*Bachelor of Arts in Economics, Minor in Asian Studies*

**ACT: 35/36 (99<sup>th</sup> percentile)** 5/20

- Leadership: Co-Founding Editor-in-Chief (*hearhere Journal of Christian Thought*), Founding Co-President (first, love Christian Fellowship), Inaugural Director of Operations (Associated Students of Pomona College)

### EXPERIENCE

#### ALIXPARTNERS

New York, NY

MBA Summer Consultant (Strategy & Analysis Practice)

6/25 – 8/25

- **Executive Communication & Influence:** Developed Steering Committee materials that distilled complex analyses into clear recommendations, securing alignment from merchandisers to the President/CMO at a \$10B global retailer
- **Data Analytics and Insight Generation:** Led the market analytics workstream, synthesizing ~1M rows of data; insights shaped overall merchandising strategy which is projected to drive \$180–350M in incremental sales
- **Firm Citizenship:** Selected as a MBA Scholar for Achievement (\$10k) for DEI/ESG leadership, actively participating in Asian and LGBTQ+ ERGs (e.g., attending NY Asian Film Festival, promoting LGBTQ+ ERG during Pride Month)

#### UNIQLO USA

Bellevue, WA

General Manager (9/22 – 9/23)

9/20 – 9/23

- **Turnaround Leadership:** Revived Washington's underperforming \$15M flagship by diagnosing root causes of inadequate training and inefficient processes; retrained 80+ member team, revamped zoning/layout, and embedded best practices, ultimately driving 20%+ YoY revenue growth and a 50%+ customer satisfaction lift
- **Problem Solving:** Identified stockroom capacity as root cause of inefficiency; led effort with senior executives and mall management to redesign space, boosting capacity by 120%+ and reducing personnel costs by 20%+
- **P&L Management:** Strengthened P&L performance, governing \$15M+ in revenue and improving 10% profitability YoY through strong spend governance and strategic selling initiatives

Store Manager (9/21 – 9/22)

Glendale, CA

- **People Strategy & Implementation:** Scaled a high-performing team, growing headcount 55% in a chronically understaffed market and promoting 20+ associates into leadership roles, setting a new region-wide standard
- **Merchandising Strategy:** Accelerated retail ecosystem adoption of new product lines (e.g., feminine care line), piloting merchandising strategies that drove 20%+ net sales growth and were rolled out globally by the CEO

Manager Candidate (9/20 – 9/21)

Costa Mesa, CA

- **Community Engagement & ESG Impact:** Built out partnerships with NGOs to deliver free shopping events, doubling community participation and strengthening brand's ESG positioning

#### MILK AND HONEY

Claremont, CA

Co-Founder and CEO

9/16 – 5/20

- **Entrepreneurship:** Launched and scaled a boba tea café from 0 to serving 40,000+ customers and generating \$80K+ in revenue by 2020; business continues operating into its 10<sup>th</sup> year

### SKILLS & CERTIFICATIONS

- Languages: Mandarin Chinese (C1, full professional working proficiency), Korean (B1, limited working proficiency)
- Technical Skills: Data Analytics (Excel, SQL, Python), PowerPoint (high proficiency), AI/ML tools
- Publication: Engineering Riboswitches in Vivo Using Dual Genetic Selection and Fluorescence-Activated Cell Sorting
- Interests: Pickleball, language learning, volunteer travel planner; known among peers for expert use of Google Flights

**U.S. Citizen (or U.S. Permanent Resident)**



# CLAIRE WANG

claire.wang@mba.utexas.edu | (737) 203- 7848 | <https://www.linkedin.com/in/claire-wang26>

## EDUCATION

**UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX** May 2026

**Master of Business Administration (MBA), Concentration in Finance**

- Hicks, Muse, Tate & Furst Center for Private Equity Finance Scholarship; Forté Fellow; Co-VP of Alumni Relations, eQual Club
- Selected Coursework: Valuation, Operations, Business Analytics & Decision Modeling, Corporate Finance

**TSINGHUA UNIVERSITY, School of Law, Beijing, China**

July 2015

**Master of law**

- Selected as 1 of 2 interns for the Supreme Court out of 204 law school students; Passed the Chinese Bar Examination

**BEIJING FORESTRY UNIVERSITY, School of Biological Sciences and Technology, Beijing, China**

July 2010

**Bachelor of Science in Biotechnology**

## EXPERIENCE

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

June - August 2025

**Research Assistant, Department of Information, Risks, and Operations Management**

- Designed and implemented a Python-based data pipeline to extract and process real-time data from a decentralized large-scale event prediction platform built on blockchain and smart contract technologies, enabling research and insight generation

**ELEMENT TONGCHUANG INVESTMENT MANAGEMENT CO., LTD, Beijing, China**

2022 - 2024

*Angel investor and incubator focused on science and technology*

**Investment Director**

- Proposed and developed financing strategy centered on establishing a Scientist Fund to support the commercialization of research outcomes, securing \$7 million USD in initial funding from investors
- Built an investment team from scratch in a resource-constrained environment, leveraging Tsinghua alumni networks to strategically recruit top-tier, tech-savvy professionals, successfully securing 3 high-potential early-stage ventures in 2 months

**CHINA XIONG'AN GROUP CO., LTD, Xiong'an, China**

2020 - 2022

*State-owned enterprise responsible for the development of second capital city; registered capital approximately 4 billion USD*

**Senior Program Manager, Finance Department**

- Originated and executed first Joint loan for the construction of the deputy capital city; orchestrated interest rate negotiations that reduced financing costs, saving \$2 Million USD
- Optimized internal ledger management processes to oversee loan accounts for 10+ subsidiaries and billions in internal funds, improving operational efficiency and transforming a previously error-prone system into one with 0 transaction errors

**TOJOY ENTERPRISE INCUBATION INVESTMENT GROUP CO., LTD, Beijing, China**

2019 - 2020

*National public service demonstration platform to fund small and medium-sized enterprises*

**Senior Investment Manager, Investment Research Center**

- Performed due diligence and structured deals for over 20 projects by collaborating with risk department to develop comprehensive project feasibility analyses and risk assessment reports
- Oversaw investment skills training for new employees and conducted case analysis workshops, resulting in enhanced team performance and greater financial decision-making proficiency, shortening project timeline by 20%

**BEIJING TIANXING CAPITAL CO., LTD, Beijing, China**

2015 - 2019

*Largest equity investor in China's Beijing Stock Exchange market*

**Senior Investment Manager (2017 - 2019)**

- Influenced the investment committee to fund a biotech company initially deemed to have limited market potential by fostering trust through strategic relationship building, resulting in a 60% ROI and achieving a successful IPO
- Executed eight investment projects across biotech, CMO of innovative drugs, medical services, and innovative consumption industries by conducting comprehensive market research, engaging in expert interviews, and performing in-depth data analysis, successfully managing a total investment of over \$12 million USD

## ADDITIONAL

- **Awards:** China's Most Promising Young Investors in the Medical and Health Field in 2017
- **Languages:** English (Advanced); Mandarin (Native)

# KARTIKEY TRIPATHI

Los Angeles, CA • t.kartikey@gmail.com • (213)-756-4468 • linkedin.com/in/kartikeyt/

## EDUCATION

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

**May 2027**

*Master of Business Administration (STEM)*

- Honors: Dean's Merit Scholarship and ROMBA Fellow
- Membership: Business of Entertainment Association, Marshall Consulting & Strategy Club, Marshall Pride

**Tata Institute of Social Sciences**– Mumbai, India

*MA in Media and Cultural Studies*. CGPA 8.3.

**August 2021**

- Honors: Winner of “Best Media Project” Award
- Leadership: Core Member, TISS Queer Collective; Cut.in Film Festival Organizing Committee

**Delhi Technological University**– New Delhi, India

*B. Tech. in Mechanical Engineering*. CGPA 8.3.

**June 2019**

- Leadership: DelTech MUN and Debating Society (Vice President, Under Secretary General)

## EXPERIENCE

**India Education Exchange** – New Delhi, India

**March 2025 – July 2025**

*Digital Marketing Manager (part time)*

- Established the Instagram and Facebook presence of a traditional admissions consulting firm; onboarded over 20+ clients through social media outreach efforts.
- Increased overall reach by over 200% with over 30k total impressions on reels and posts.

**Athena Education** – Gurgaon, India

**November 2022 – October 2024**

*Associate Writing Director (April 2024 – October 2024)*

- Managed client relationships for 50+ students, delivering personalized brand strategy and content development for highly competitive college applications, achieving 100% success rate with 12 Ivy League/Oxbridge placements from 30+ applications for Indian internationals.
- Orchestrated cross-functional teams of writers to conceptualize, polish, and finalize strategic content that secured admissions to target universities and generated measurable client success outcomes
- Designed and implemented organization wide training processes for over 20+ writers/editors across organization and improved deadline adherence by 10%.

*Writing Manager (April 2023 – March 2024)*

- Directed content development for 20+ students while managing quality assurance for 300+ application essays with 88% client satisfaction rate and secured 5 Ivy League/Oxbridge placements for Indian internationals.
- Supervised team of 5 writers, managing workload allocation, implementing quality control processes, and optimizing student communications for improved delivery timelines
- Partnered with media team to develop PR materials and social media strategies, increasing YouTube views by 30% and subscriber base by 100+ through SEO.

*Writing and Consulting Associate (November 2022 – March 2023)*

- Managed strategic consulting for 10+ students across diverse academic disciplines spanning sciences, social sciences, arts, and technology, maintaining detailed client profiles and relationship management systems
- Built expertise in brand development, stakeholder management, communication strategies, and project management while executing complex college application processes

**Oijo Media** – New Delhi, India

**August 2021 – March 2022**

*Junior Account Manager*

- Executed branding strategy for 10+ startup clients in media and arts sectors, developing comprehensive social media strategies that increased engagement by 20% and follower base by 70% on average.
- Produced 300+ multimedia content pieces generating 2M+ total impressions across platforms including videos, podcasts, images, and creative designs across Twitter, Instagram, and YouTube platforms through strategic content research and creative development
- Developed and mentored 3-person intern team, implementing training programs in graphic design, content research, and SEO, improving team output by 30% through structured training in design and SEO.

## SKILLS & INTERESTS

- Technical: MS Office, Adobe Photoshop, DaVinci, AutoCAD, Content Management Systems
- Languages: Hindi (Native)
- Creative: Documentary filmmaker with international screenings; Instagram creator (vintage.desi, 39K followers)
- Interests: Medieval Indian History, Cultural Curation, Documentary Filmmaking, Creative Writing

**EDUCATION**

---

**W. P. Carey School of Business at Arizona State University**

August 2025 – May 2027

Master of Business Administration, Artificial Intelligence in Business

- Reaching Out LGBT+ MBA (ROMBA) Fellow, Peace Corps Coverdell Fellow

**Walter Cronkite School of Journalism at Arizona State University**

August 2019 – July 2020

Master of Investigative &amp; Multimedia Journalism, 4.0 GPA

**PROFESSIONAL EXPERIENCE**

---

**Freelance, Aarhus, Denmark**

September 2024 – April 2025

Media Consultant

- Drove 70% audience growth by leading social media strategy overhauls through short-form video content (Twitter, Instagram and TikTok) and optimizing low-cost production workflows.
- Improved client production expenditures by 90% through strategic evaluation and acquisition of equipment and free audio editing software such as Audacity and REAPER.
- Engineered client-centric content strategies via in-depth interviews, transforming goals and strengths into actionable, measurable initiatives.

**Mundus Journalism, Aarhus, Denmark; Amsterdam, the Netherlands**

September 2022 – August 2024

Fellow

- Executed fully-funded research projects at Aarhus University and the University of Amsterdam, advancing year-long studies in media and content creation.
- Developed actionable research reports on EU media law and emerging business opportunities, providing insights to guide faculty strategy.
- Designed and produced multimedia research content and conducted cross-border interviews, capturing key insights to support Department of Scandinavian Studies initiatives.

**Public News Service, St. Paul, Minnesota**

January 2022 – August 2022

Freelance Producer

- Directed multiple reporting projects across U.S. regions, contributing to high-profile business and environmental coverage.
- Elevated stakeholder satisfaction by producing high-quality reporting under challenging conditions, rebuilding trust with difficult sources and securing their long-term cooperation.
- Uncovered digital growth opportunities by analyzing reporter audio data, guiding content strategy for increased audience engagement.
- Advised reporting staff on low-cost production tools, streamlining workflows and reducing equipment and software costs by 90%.

**SKILLS & ACHIEVEMENTS**

---

**Tools & Technology:** Audio editing (Audition, Pro Tools, Hindenburg, REAPER, Audacity), video editing (Premiere, Final Cut, DaVinci Resolve), podcasting, livestreaming, Microsoft 365, Adobe Creative Cloud**Professional Involvement:** Asian American Journalists Association (AAJA), Seoul Foreign Residents Council, European Communication Research and Education Association (ECREA), Reaching Out MBA (ROMBA)**Volunteering:** United States Peace Corps Volunteer (Barranquilla, Colombia), Jumpstart AmeriCorps**Accreditations/Certifications:** Hongik University Korean Level 2, Freie Universität Berlin German A.2**Awards/Honors:** National Native Media Awards (NAJA) 1st Place - Turning Points Magazine Podcast, ASU Student Government Member Of The Year, Emerson College Student of the Year

617.939.8186

**Heidi Johnson**  
hmartinh@tepper.cmu.edu

linkedin.com/in/heidi-johnson98

---

## EDUCATION

---

CARNEGIE MELLON UNIVERSITY TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA*

5/26

- Concentrations: Marketing, Business Technologies, AI in Business
- Leadership: *President*, Healthcare Club, *Executive VP*, Out&Allied, *Executive VP*, Jewish Business Association
- Memberships: Business & Technology Club, Tepper Women in Business, Latin American Business Club

SIMMONS COLLEGE

Boston, MA

*Bachelor of Science in Biology, Physics*

5/20

- Honors: TriBeta Biological Honors Society

---

## EXPERIENCE

---

OPTUM – Pharmacy Network Solutions

Boston, MA

*Product Manager Intern*

6/25-8/25

- **Market Strategy:** Developed market entry and pricing strategy for independent pharmacies, aligning cross-functional teams and securing leadership approval for go-to-market execution
- **Product Development:** Supported the launch of updated claims software and client facing portal by defining feature requirements, authoring test cases, supporting Agile ceremonies, and coordinating with engineering and business teams to ensure release readiness.
- **UI/UX Strategy:** Contributed to UI/UX improvements by restructuring pharmacy workflows into intuitive steps and adding financial data to dashboards based on stakeholder feedback.

TIMI STUDY GROUP (A research organization focused on cardiovascular disease and treatment)

Boston, MA

*Clinical Trial Assistant Project Manager (3/24-8/24)*

12/20-08/24

- **Global Operations:** Oversaw cardiovascular trials in 23 countries across APAC, EMEA, and the Americas, defining KPIs and aligning operations with global scientific and ethical standards.
- **Clinical Strategy:** Spearheaded sub-study enrollment initiatives in collaboration with physician leadership, increasing recruitment and strengthening investigational drug insights.
- **Data Communication:** Developed trial-wide data visualization templates adopted across six studies, enhancing clarity of clinical progress reports for sponsors and steering committees.
- **Process Optimization:** Authored SOPs to streamline operational workflows and ensure compliance with regulatory bodies, improving consistency trial teams.

*Lead Clinical Trial Coordinator (7/22-3/24), Clinical Trial Coordinator (12/20-7/22)*

- **Team Leadership:** Led onboarding and training for six junior staff, improving protocol adherence and operational efficiency across multi-site trial execution.
- **Outreach Strategy:** Increased patient population diversity by 25% through site outreach tailored by geographic and demographic data, enhancing representativeness of trial results.
- **Stakeholder Engagement:** Designed and executed engagement campaigns with the cardiology community, increasing physician awareness and visibility of ongoing studies.
- **Project Accountability:** Managed study timelines, enrollment dashboards, and regulatory submissions across seven clinical trials, ensuring delivery of high-quality trial data.
- **Site Oversight:** Monitored data collection and regulatory adherence across 60 sites, driving quality through ongoing site training and cross-team communication.

---

## SKILLS, LANGUAGES & AFFILIATIONS

---

- Skills: Python, SPSS, Jira, Aha!, Clinical Operations, Market Research, A/B Testing
- Languages: German (A2 proficiency), Portuguese (A1 proficiency)
- Affiliations: The Consortium for Graduate Study in Management, Reaching Out MBA, Forté Foundation

---

## AWARDS, INTERESTS & PRESENTATIONS

---

- Awards: Reaching Out MBA Consulting Case Competition 2024, 3<sup>rd</sup> place
- Interests: Orphan diseases, baking, American contemporary art, and collecting Kodak Brownies
- Presentation: *Determining the Effect of *Coco nucifera* on Wound Healing Ability Using Mammalian Cells* Wound Healing Society 2019

## CHRIS W. CONNOLLY

518-941-0868 • [christopher.connolly@emory.edu](mailto:christopher.connolly@emory.edu) • [www.linkedin.com/in/chriswconnolly](http://www.linkedin.com/in/chriswconnolly) • he/him

### EDUCATION

#### EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

M.B.A., Consulting & Strategy/Healthcare Consulting; STEM-Certified Program

May 2027

- ROMBA Fellow, Goizueta Healthcare Fellow, Goizueta Foundation Scholarship, Class of '27 Section Representative
- Goizueta Consulting Association, Goizueta Marketing Club, Goizueta Pride Alliance, Goizueta Honor Council

#### FAIRFIELD UNIVERSITY, DOLAN SCHOOL OF BUSINESS

Fairfield, CT

B.S., Finance

May 2020

- Magna Cum Laude, 2020 Connecticut Governor's Innovation Fellow
- President and Founder of NMDP @ Fairfield, Senior Resident Advisor, Co-Chair Relay for Life

### EXPERIENCE

#### ALBANY MEDICAL CENTER

Albany, NY

The only academic medical center that serves northeastern New York and western New England

##### *Financial Planning Specialist*

2024 to 2025

- Developed reimbursement and profitability models for new products and services, identifying profit margin expansion opportunities and shaping the hospital's go-to-market strategy; delivered recommendations projected to increase annual revenue by \$1M+ across select healthcare business units
- Streamlined and improved case mix index reporting by leveraging new decision support technology, decreasing time to complete by approximately 50% and creating more advanced, accuracy-focused metrics
- Analyzed multi-million-dollar commercial insurance contracts and federal healthcare policies to forecast reimbursement changes, delivering executive briefs that informed hospital leadership decisions on budgeting, revenue projections, and sustainable and innovative patient care practices
- Provided hands-on training and guidance to two team members, fostering professional growth while driving more substantial team alignment with departmental procedures

##### *Senior Financial Analyst*

2023 to 2024

- Spearheaded key components of Albany Med's Epic System Go-Live by reconfiguring financial reporting modules and building custom data workflows for volumes, charges, and costs, enabling accurate month-end performance tracking and compliance with state-regulated assessments
- Developed customizable, detailed P&L statements to support clinical and service line performance initiatives, leveraging decision support technology to pinpoint cost-reduction opportunities and strengthen capital spending cases

#### FINGERPAINT GROUP

Saratoga Springs, NY

Healthcare advertising agency working with some of the largest pharma, biotech, and med device companies

##### *Client Financial Analyst*

2022 to 2023

- Analyzed departmental budgets against scopes of work to ensure transparent billing, timely delivery, and reduced the number of write-offs by approximately 15%

#### SUNHEE'S FARM AND KITCHEN AND COMMUNITY PLACE

Troy, NY

A local Korean restaurant passionate about food and community with a social impact mission

##### *Emerging Entrepreneur Fellow*

2021 to 2022

- Partnered with the business owner to manage daily operations and advance the restaurant's social mission immediately after the COVID-19 pandemic; primarily focusing on creating initiatives related to staffing, branding, sourcing, distribution, and community engagement to sustain operations and drive growth

#### EY

Stamford, CT

##### *Risk Advisor Program, Staff 1*

2020 to 2021

- Partnered with IT risk professionals to evaluate and test ITGCs, identify control gaps, and implement remediation strategies, enabling clients to mitigate IT risk exposure and maintain SOX compliance
- Worked with a large financial services client to deliver COVID-19 consumer banking relief programs that ensured the operational stability of their consumer banking service line and lawful disbursement of critical program funds

### ADDITIONAL INFORMATION

- Interests include DEI advocacy, passionate about culinary arts and food, world traveler, proud Korean adoptee

Education

Northeastern University	Council of Six Sigma Certification	Boston, MA
MBA (May 2025)	Lean Six Sigma Black Belt	
B.S. Environmental Science (Dec 2016)		

Professional Summary

Results-driven Supply Chain & Operations Manager with 13+ years of experience optimizing processes, improving efficiency, and leading teams. Expertise in SAP, Salesforce, Lean, Six Sigma, and cost reduction.

Experience

Dewolff, Boberg & Associates	2025- Present	Dallas, TX
DB&A is a management consulting firm that partners directly with clients to drive behavioral change and operational improvements across industries.		

Management Consultant

- Collaborate with clients to identify operational inefficiencies and deliver sustainable productivity improvements.
- Facilitate leadership development through coaching and training, enabling frontline managers to drive accountability.
- Assigned to Northrop Grumman, leading initiatives to improve productivity and reduce lost time across cells.
- Analyze data to identify root causes of performance gaps and design practical solutions that deliver measurable ROI.
- Lead strategy sessions, and performance reviews to reinforce standard operating procedures and client ownership.

Pratt & Whitney	2022-2025	Norwood, MA
Pratt & Whitney is a renowned aerospace manufacturer specializing in the design, production, and maintenance of aircraft engines and auxiliary power units. They are known for their pioneering technologies in aviation propulsion, including the development of high-performance engines for both commercial and military aircraft.		

Senior Supply Chain and Operations Manager

- Managed budget for salaried and hourly teams, requiring efficient resource allocation.
- Coordinated end-to-end supply chain activities, including procurement, production, and distribution of goods.
- Developed and maintained inventory tracking reports, proactively identifying business needs and upcoming orders.
- Conducted weekly vendor visits for strategic discussions and alignment with business objectives.
- Revamped shipping/receiving process, resulting in a 15% increase in yearly output.

General Electric Aerospace	2019 – 2022	Lynn, MA
General Electric Aerospace is a leading provider of advanced technologies and services in the aerospace industry. They specialize in the design, manufacturing, and maintenance of aircraft engines, avionics systems, and related components. Their contributions range from propulsion systems for commercial and military aircraft to cutting-edge innovations in aviation technology.		

Lead Fulfillment Manufacturing Specialist

- Led cross-functional teams to deliver technology solutions, managing budget and resources effectively.
- Oversaw master planning and material processes, optimizing production schedules and procurement activities.
- Increased productivity and reduced employee pressure, enhancing operational efficiency.

Lead Materials Planning and Execution Specialist

- Managed material flow and production scheduling for two business units.
- Collaborated with Sourcing and Engineering teams for vendor development and selection.
- Participated in Kaizen events to promote continuous improvement, eliminating \$5 million in delinquency in 2021.
- Oversaw the purchase of needed machinery to streamline operations and improve work-life balance.

Production Supervisor

- Directed a team of 18 union members in manufacturing parts for commercial and defense aircraft engines.
- Implemented strategic planning to reduce overtime expenditures and improve overall productivity and efficiency.
- Achieved operational cost savings while maintaining high-quality standards averaging \$1.5M output per week.

Core Competencies

<b>Supply Chain:</b> Procurement, Logistics, Inventory Optimization	<b>Process:</b> Lean Six Sigma, Kaizen, Cost Reduction
<b>Operations:</b> Budgeting, Team Development, Cross-Functional Collaboration	<b>Tools:</b> SAP, Salesforce, Tableau, Microsoft Office Suite



# SYED BILAL HYDER

bilal.hyder.2026@anderson.ucla.edu | <https://www.linkedin.com/in/syed-bilal-hyder/> | +01 701-426-4985

## EDUCATION

**UCLA Anderson School of Management, Los Angeles, CA** | MBA, Full Time Program

Expected June 2026

- *Honors:* Reaching Out MBA LGBTQ+ Fellow, Transformative Leaders Fellowship
- *Memberships:* Management Consulting Association (MCA), Energy and Clean Tech Association (ECA), Out@Anderson
- *Leadership:* VP of DEI (MCA), VP of Admissions (ECA), Riordan Fellowship Mentor, University Student Conduct Judge

**Washington University in St. Louis, St. Louis, MO** | AB in International Development, Chinese

December 2018

- *Honors:* Dean's List (Fall 2018)
- *Memberships:* International Relations Honors Society, WashU Men's Rowing Team, Alumni Interviewer
- *Leadership:* Student Body Vice President

## EXPERIENCE

**EY-Parthenon**

New York, NY

*Summer Consultant, Corporate and Growth Strategy, Financial Services Group*

June 2025 – August 2025

- Created a dynamic RAID and Decision log excel tool for a large P&C Insurance Firm, delivering C-Suite briefs on tool development, securing leadership endorsement, and achieving adoption by Client PMO and internal EYP teams

**JPMorgan Chase & Co. (JPMC)**

New York, NY

*Vice President, International Private Bank (IPB) Office of the Chief of Staff*

January 2024 – May 2024

- Overhauled global Client Recognition program, identifying target markets through analysis of projected growth, average client AUM, and regulatory regimes, growing program to 13 new countries including China, and onboarding 300+ clients
- Informed leadership strategy through introduction of briefings on client complaint and feedback trends, resolutions, and resulting process improvements, shaping prioritization of technology investments and C-Suite market visits

*Senior Associate, International Private Bank (IPB) Office of the Chief of Staff*

January 2023 – December 2023

- Presented bi-weekly trend analyses of client complaint and feedback data to audiences of 200+ bankers and investors in the LatAm Private Bank, resulting in growth of monthly feedback case submission from 20 to 300 throughout 2023

*Associate, Corporate Responsibility (CR) Strategy*

September 2021 – December 2022

- Transformed CR's Global Strategy, conducting stakeholder interviews with firm leadership, two competitive analysis reports, and multiple SME workshops, resulting in a five year plan to integrate CR practices into line-of-business strategies
- Partnered with retail and commercial bank stakeholders to build a strategy to equitably deploy JPMC's four firmwide pillars across the US, creating a cross-firm, cross-market working group to identify impactful, geography-agnostic interventions

**Booz Allen Hamilton**

Washington, DC

*Senior Consultant, Commercial Consulting Capability*

January 2021 – September 2021

- Redesigned client leadership program in response to White House Executive Order on Advancing Racial Equity, defining "recruitment, retention, and reflection" best practices and resulting deployment mechanism to effectively diversify talent pool

*Consultant, Commercial Consulting Capability*

March 2020 – December 2020

- Shaped government agency strategy through development and delivery of study on 30 emerging technological threats, researching technological investments globally, assessing threat and maturity levels, leading to pivot of client operations

**The Center for Naval Analyses (Federally Funded Research and Development Center)**

Arlington, VA

*Research Assistant, Indo-Pacific Security Affairs Program*

June 2019 – February 2020

- Informed decision-making around US strategic positioning and alliances in Indo-Pacific theater through research analysis of political-military issues utilizing Open Source Intelligence and engagements with US Navy and Marine Corps leadership

## ADDITIONAL INFORMATION

- Extracurricular Leadership: LGBT Center of New York Young Leaders Board Member; Pacific Forum Young Leader
- Professional Conferences: 7th Myanmar-US Nonproliferation Dialogue (2020 - Naypyitaw, MM); Carter Center Trilateral Dialogue on Public Health Infrastructure Investment (2019 – Addis Ababa, ET)
- Publications: *Mapping the Information Environment in the Pacific Island Countries* (Center for Naval Analyses); *How to advance US-Myanmar relations? Go after the low-hanging fruit* (Southeast Asia Globe)
- Languages: English (Native), Urdu (Native), Mandarin Chinese (Intermediate), German (Basic)
- Interests: LGBTQ+ Healthcare, Cycling, Group Fitness, Marathons (CPH '24), Guinness World Record Holder



## CONTACT

872.294.2289

Anfisa.i@northeastern.edu

www.linkedin.com/in/hiitsise

## EDUCATION

### NORTHEASTERN UNIVERSITY

**MBA** · EXPECTED DECEMBER 2026

D'Amore McKim School of Business · ROMBA Fellow

### NORTHWESTERN MICHIGAN COLLEGE

**AAS Business Administration** · MAY 2021

Dean's List · H. Cox Business Scholarship · Economic Club of Traverse City Business Scholarship

### SAN FRANCISCO STATE UNIVERSITY

**BA International Relations** · MAY 2017

Concentration in equity & sustainability

### SORBONNE UNIVERSITÉ PARIS

**Art History Immersion** · SEPTEMBER-DECEMBER 2012

## CERTIFICATIONS

### PROJECT MANAGEMENT INSTITUTE

**AI Overview for Managers** · JULY 2025

Use of generative AI for project & program managers for planning and business analysis.

**Disciplined Agile Scrum Master (DASM)** · JANUARY 2024

Team facilitator using both scrum and dedicated agile methodologies.

**Citizen Developer Practitioner** · NOVEMBER 2023

Creating scalable solutions using Agile methodology to solve organizational problems using LCNC platforms.

## SKILLS

CRM Systems, Inventory Planning & ERP, Agile methodologies & Project Management,

PowerBI & Microsoft Office Suite, Team Leadership &

Cross-Functional Collaboration

## PROFESSIONAL EXPERIENCE

### STARBUCKS

#### PICKUP STORE MANAGER

CHICAGO, IL · APRIL 2024 – PRESENT

- Opened a high-traffic store in Chicago's Business Loop
- Led labor forecasting to increase operational efficiency
- Fostered a 100% customer connection score

### PEET'S COFFEE & TEA

#### STORE MANAGER

CHICAGO, IL · DECEMBER 2021 – APRIL 2024

- Certified Training Store achieved in September 2023, having attained qualifying metrics to train managers company-wide.
- Culture Values award in Q2 2022, demonstrating a commitment to fostering an inclusive work environment.
- Oversaw multi-unit operations.

### TABONE VINEYARDS

#### TASTING ROOM & OPERATIONS MANAGER

TRAVERSE CITY, MI · JUNE 2020 – JUNE 2021

- Increased revenues by 97% year-over-year through the CRM adoption and strategic outreach.
- Developed a cocktail program and expanded the brand's digital presence.
- Created operational policies and an interview guide to streamline hiring and training.

### WINERY AT BLACK STAR FARMS

#### SHIFT LEAD

SUTTONS BAY, MI · APRIL 2018- JUNE 2020

- Managed CRM-based order processing and organization for a 2500+ member wine club
- Edited and published content for the company's website, blog, and product labels.
- Collaborated cross-functionally with production, events staff, and retail teams.

## LANGUAGES

ENGLISH C2/native speaker

FRENCH B2

JAPANESE A2

SPANISH A1

# KATE J. BERINHOUT

Athens, GA 30605

kate.berinhout@uga.edu 404-775-0622 linkedin.com/in/kberinhout/

## EDUCATION

---

**UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS**, Athens, Georgia August 2025-Present

**MBA— Strategy, Business Analytics**

- Forté & ROMBA Fellow, Terry Excellence Scholarship, Full Tuition Waiver and Graduate Assistantship.

**UNIVERSITY OF TEXAS AT DALLAS**, Dallas, Texas

January 2018-May 2020

**BS— Psychology**, GPA: 3.7/4.0

- *cum laude* Graduate, SCLA Honors Student, First-Year Leader, Research and Teaching Assistant.

## WORK EXPERIENCE

---

**King Trivia**, Los Angeles, CA / Remote

August 2023-April 2025

**Account Manager** (November 2024-April 2025)

- Managed 200+ B2B client accounts, developing retention strategies that reduced average monthly cancellations by 50%.
- Partnered cross-functionally to streamline client onboarding, boosting efficiency and client satisfaction.
- Maintained and analyzed HubSpot CRM data to identify churn risks and uncover revenue growth opportunities.

**Sales Manager** (August 2023-October 2024)

- Oversaw a ~7,000-venue territory, leading 180+ outbound leads and 20+ sales presentations per month.
- Closed ~10 new accounts/month by aligning customized solutions with client needs and ROI goals.
- Optimized sales pipeline management, reducing cycle time and improving conversion rates.
- Analyzed competitor activity and industry trends to strategically position King Trivia as a preferred partner, increasing brand visibility and client acquisition.

**JDBrief**, Remote

October 2023-January 2024

**Graphic Designer (Contract)**

- Collaborated on website design projects, creating visually engaging layouts and graphic elements.
- Provided UX consultation to enhance functionality, user flow, and overall customer experience.

**For the Love of Chocolate**, Richmond, Virginia

January 2022-May 2023

**Manager**

- Led a team of 8 in a high-traffic retail setting, focusing on employee development and performance feedback.
- Redesigned training and SOPs, cutting onboarding time by ~30% and enhancing new hire effectiveness and merchandising efficiency.
- Designed ergonomic merchandising layouts to streamline restocking workflows and enhance team efficiency.

**Art & Events Business (Self-Employed)**, Richmond, Virginia

July 2021-July 2022

**Founder & Art Instructor**

- Launched and operated a community-based art events business, leading all aspects of business operations, including supply management, event logistics, and customer service.
- Built digital presence via website creation, social media, and paid advertising, driving client engagement.

**Developmental Neurolinguistics Lab**, UT Dallas, Dallas, TX

August 2019-April 2021

**Research Assistant**

- Supported graduate research by designing study formats, leading mock sessions, and conducting literature reviews.

## ADDITIONAL INFORMATION

---

- Skills: Microsoft Excel, PowerPoint, Google Workspace, Hubspot CRM, Power BI, SQL.
- Interests: volunteering, knitting, painting, film.

# Michael L. Marsh

michael.marsh@duke.edu • 1-585-732-1146 • Durham, NC

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

#### *Master of Business Administration*

May 2027

- Innovation & Entrepreneurship Fellow; Impact Scholar; Reaching Out MBA (ROMBA) Fellow; Merit Scholarship Recipient; **Concentration:** Decision Sciences & Operations
- **Extracurriculars:** Tech Club, Entrepreneurship/ Venture Capital Club, FuquaFit, FuquaPride

### GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

#### *Bachelor of Science in Business Administration*

May 2019

- **Majors:** Finance & Marketing; **Minor:** Spanish; **GPA:** 3.6/4.0, Dean's List
- **Extracurriculars:** Club Track & Cross-Country (VP & Treasurer), Peer Ambassador Coordinator, Georgetown Math & Science Tutoring (Project Manager & Treasurer), Diverse Business Undergraduate Pre-Orientation Program (Coordinator), MLT Fellow

## PROFESSIONAL EXPERIENCE

### STRATEGY&, PART OF THE PRICEWATERHOUSE (PwC) NETWORK

New York, NY

#### *Manager, Enterprise Strategy – Digital Value Transformation*

2024 – 2025

- Rated "Top Performer" (top 20% of consultant peers) in performance years '20, '21, '23 - '25
- Designed, defined detailed requirements, tested, and deployed digital product that compares brand, price, and product architecture and identifies white space opportunities for F100 CPG by guiding 40+ person multi-functional development team and 2 analysts
- Reduced report volume by 70% and cut reporting costs 40-60% with dashboards and conversational AI agent by managing 15+ analyst team and 60+ technical team through design and development of product digitizing manual creation and analysis of 2k+ reports - work cited within Harvard Business Review [article](#) "AI Success Depends on Tackling "Process Debt"
- Drove primary and secondary research, opportunity identification, and proposal support for \$125M+ of won opportunities across CPG target companies
- Designed & delivered 5+ Digital Product Designer / Core Consulting trainings for 50+ colleagues in India and USA resources via multiple trips

#### *Senior Associate, Enterprise Strategy – Digital Value Transformation*

2021 – 2024

- Designed a global digital factory with multi-disciplinary business and technical teams, by conducting 3 digital product design & development use cases in 14 week value drops for F100 CPG client
- Built 2k+ KPI data dictionary and designed more efficient product development & deployment process for digital factory by leading data requirements for development of 10+ digital products within client's federated & complex IT ecosystem
- Highlighted impact of DVT by creating 3-part Q&A video series with Strategy& CEO and past clients

#### *Diversity Equity & Inclusion Initiative Leader – Diversity Recruiting Champion*

2019 – 2025

- Recruited, reviewed resumes, interviewed, organized case study experience days for 80+ diverse candidates
- Led monthly sessions at Georgetown, providing mentorship and business skills to 20 first year students/year
- Mentored 5 LGBTQ+ analysts annually, helping them acclimate to the firm culture and ways of working

#### *Associate, Management Consulting – PwC*

2019 – 2021

- Redesigned and deployed order-to-cash processes across 6 regions through persona-driven training (50+ sessions), tailored enablement tools, and executive-aligned risk resolution & change management strategy
- Created 2019 & 2020 IAB U.S. Podcast Advertising Revenue Study by analyzing submissions from 50+ podcast players
- Recommended new sales compensation strategy for global logistics and package delivery company by evaluating 5+ tools and documenting 20+ interviews & 3 workshops with core sale

## ADDITIONAL INFORMATION

**Software Skills:** Alteryx, Tableau, Power BI, Qualtrics, JIRA, Confluence, DevOps, Databricks, Adobe Photoshop

**Personal Interests:** Friend Group Cruise Director, Hidden Gem Food Spotter, HIIT Class Fanatic, Car-as-a-Service Fanatic

# NAHLA MANJI

nahla.manji@duke.edu • (407) 416-0171 • Durham, NC

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

#### *Master of Business Administration*

May 2026

3.82 GPA; Dean's List (Fall '24, Spring '25); Full-tuition Merit Scholarship; Forté & ROMBA Fellow; Admissions & Recruitment Co-Lead for Association of Women in Business; Admissions Fellow; Member of Technology, FuquaPride, and Low Income First-Gen Clubs

### BOSTON UNIVERSITY, Questrom School of Business

Boston, MA

#### *Bachelor of Science, Business Administration*

May 2019

Merit Scholarship; Concentrations in Accounting & Information Systems; Delta Phi Omega Sorority President & Fundraising Chair; Member of Islamic Student Association & HerNetwork - Women in Business Association; Sydney Study Abroad & Internship Program

## EXPERIENCE

### JUNE AI

Remote, US

#### *MBA Product Management Intern*

2024 – Present

- Led holistic app analysis to identify user experience gaps; partnered with CEO and engineering team to design and launch solutions, driving a 95% increase in long (10m+) sessions.
- Analyzed new user sessions to identify gaps in funnel conversion, increasing long-term (week 4) new user app retention by 70%.
- Established analytics tracking, empowering co-founders to self-serve insights and continuously evaluate product performance.
- Extended fall retention offer to support one-off user analysis and feature brainstorming.

### WELLINGTON MANAGEMENT COMPANY LLP

Boston, MA

#### *Assistant Vice President, Senior Data & Systems Analyst*

2023 – 2024

- Managed Wellington's fund wholesaling client book of records data, generating insights on clients representing \$4B+ of the firm's business and directly influencing product positioning in the fund distribution market.
- Nominated to serve on Wellington's client platform change advisory board; evaluated software changes for 5+ teams in client technology to ensure stability of existing client-facing finance applications.

#### *Senior Data & Systems Analyst*

2022 – 2023

- Co-directed initiative delivering insights into the firm's consumer base, allocation of sales compensation, and choice of product offerings; expected to increase wholesaler end-client identification by 96% and fund wholesaling profitability by 200%.
- Designed a centralized repository aggregating client data from 25 external sources, helping client service managers analyze assets representing 30% of the firm's business. Built Tableau dashboards to track KPIs and ensure integrity of external data.
- Trained 8 new client data analytics members and created a comprehensive onboarding and training program.
- Recruited in 3 cycles of undergraduate diversity & inclusion recruitment; participated in interviewing, onboarding, and mentoring over 120 early-career hires on navigating firm structure and processes.

#### *Data & Systems Analyst*

2020 – 2022

- Developed an ETL-driven client lifecycle data model by analyzing business requirements to generate key onboarding metrics and enhance customer experience management, reducing client onboarding time by 20%.
- Ensured stability of client data analytics services by tracking data failures and optimizing models, reducing failures to under 5%, enabling the client services team to efficiently allocate resources and service clients.
- Coached 2 intern classes on software development lifecycle, agile project management, and data analysis; recruited 75% of these individuals into Wellington's full-time early career DE&I programs.

#### *Technology Associate*

2019 – 2020

- Led team of 8 as a certified scrum master by facilitating daily meetings, prioritizing project backlog, crafting user stories, automating team processes, and encouraging reflection of team performance.
- Constructed a data model of fund, share class, and organization data to aid the fund division in assessing fund performance, equipping the marketing team with statistics to identify funds needing additional advertising.
- Organized networking events, facilitated team bonding exercises, and collected event feedback as a social events chairperson for Wellington's new campus hire cohort, consisting of 45 early-career employees.

## ADDITIONAL INFORMATION

- **Community Service:** ASHA for education, Pratham, CARE, Hussein Islamic Center, Habitat for Humanity, City Year Boston
- **Skills & Certifications:** Forté MBA Launch, SQL, Tableau, JIRA, Salesforce Query Language, Scrum Master, Python (Beginner)

# CHIZURUM DOZIE AMAGWU

+234 (8024762746)

chizuamagwu@gmail.com

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

## EDUCATION

**Imperial College London, Imperial College Business School** – South Kensington Campus

August 2026

Master of Business Administration, Full time MBA program

- Concentration in Digital Strategy and Transformation
- Recipient of Fellowship worth £36,500
- Member of African and diaspora student communities at Imperial College London

**University of Lagos** - Lagos, Nigeria

December 2012

Bachelor of Science, Accounting, Full time undergraduate degree program

- **Leadership:** Social Director, Nigerian Universities Accounting Students' Association (University of Lagos Chapter), Organized the 2011 National Accounting Student's conference, hosting over 500 students from across Nigeria

## Experience

**Interswitch Group** - Lagos, Nigeria

*One of the first African Technology companies to reach a valuation of \$1 billion*

Sales Manager, West Africa

April 2023 – till date

- Developed and implemented strategies to drive revenue growth in Sierra Leone and Gambia by conducting market analysis, identifying growth opportunities, and setting clear goals, this led to achieving 100% YoY revenue growth
- Analyzed sales data and utilized CRM systems to create management reports that provided insights and recommendations to Executives, this reduced reporting time by 40% and improved strategic decisions
- Identified new opportunities in target markets through surveys and stakeholder engagements, this led to the launch of two new products in Nigeria and Ghana and drove a 20% increase in market share within 12 months
- Managed a team of 7 sales leads across West Africa, ensuring each team member exceeded their targets by providing training, coaching, performance evaluation and fostering a collaborative and motivating environment
- Built and maintained long-term relationships with clients, stakeholders, and partners through active engagements to understand their business needs and provide tailored solutions, leading to 100% customer retention rate YoY

Sales Lead, Financial Services Sector

May 2022 – till date

- Led negotiation engagements with key accounts by showing understanding of their needs, collaborating, and clearly communicating value, resulting in exceeding \$3 million annual revenue target within 9 months
- Collaborated with software engineers, project managers and product developers to re-invent our FX trading solution by providing fresh perspectives to client's pain points and user story, the led to our first sale of over \$250,000
- Created a file repository within the team to warehouse product slides, pitch decks and other sales document for new recruits, this improved onboarding productivity by over 70%

## Blindcopy Podcast

*Creator / Host*

Nov 2024 – till date

- Produce a weekly podcast sharing relatable stories from African work culture and adulthood
- Create short form videos for Instagram, tiktok and WhatsApp to drive audience growth, 3,500+ views per post.

**Resipiz** - Lagos, Nigeria

*Meal prep / Food delivery company*

Founder

January 2023 – till date

- Developed company's operational strategy and financial roadmap to guide daily operations; Recruited 4 employees, & fostering relationships with stakeholders in industry to guide initial product launch

**Access Bank Plc** - Lagos, Nigeria

*Africa's largest commercial bank by customer base, and the largest bank in Nigeria by asset*

Sales / Relationship Manager

May 2019 – April 2022

- Built and Maintained relationships with individuals and SME's, championing account reactivation campaigns that generated over \$2m revenue within 12 months, achieving over 150% of revenue quota
- Conducted SWOT analysis to identify opportunities & gaps within small and medium scale businesses in Lagos, this led to the development of tailored solutions and improved the banks brand and visibility

Sales / Relationship officer

December 2014 – April 2019

- Led weekly brainstorming sessions with team members to discover new revenue streams that improved the team's performance by 25% within 12 months
- Analyzed data to prepare monthly performance review reports, this helped in tracking performance, effective supervision, and improved the team's productivity by 55% in 12 months

## ADDITIONAL

- Skills: community engagement, Content creation, Problem-Solving and Analytical Thinking, Communication and Presentation, Relationship Management, Negotiation and Persuasion, Team Collaboration and Leadership
- Volunteer at project LEAD as a financial literacy facilitator to coach students from low-income families

# LAILA JALILIAN

laila.jalilian@duke.edu • (510) 214-4248 • she/her

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

#### **Master of Business Administration**

May 2027

Thomas F. Keller Scholar | Consortium Fellow | ROMBA Fellow | Forte Fellow | MLT PD Fellow

Club Member: Net Impact, American Latinx Management Association, FuquaPride

### UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

#### **B.A. Public Health | Minor Public Policy**

May 2017

Berkeley Student Cooperative – Anti-Oppression Committee Lead

Bridges Multicultural Resource Center – Executive Director, Mixed Recruitment and Retention

## EXPERIENCE

### Boston Private Industry Council

Boston, MA

*Non-profit serving as City of Boston's Workforce Development Board, creating economic pathways for low-income populations*

#### **Employer Engagement Manager, Healthcare**

2021 – 2025

- Managed 25 stakeholder partnerships across healthcare, education, and government entities, overseeing organization's largest caseload—12 concurrent programs impacting 600+ students; consistently achieved high partner satisfaction
- Increased internship applications by 20% by conceptualizing and piloting organization's first multi-hospital "Healthcare Summer Internship Recruitment Day" (10 hospitals, 300+ students from 28 public high schools)
- Advised senior leadership on strategic expansion of recruitment model across five industry sectors, boosting organization-wide intern applications by 25%
- Led a cross-functional onboarding process redesign initiative, reducing attrition by 30%, streamlining operations and improving efficiency across 5+ programs
- Streamlined organization's internal communication system: consolidated multiple platforms, created comprehensive training materials, and trained a 35-person team; reducing miscommunications and increasing team productivity and partner engagement

### Global Public Service Academies

Belize | Guatemala | Thailand

*Global NGO running volunteer travel programs to promote health equity in underserved communities*

#### **Program Coordinator**

2019 – 2020

- Led international teams across three global sites, coordinating local stakeholders and international volunteers to deliver culturally responsive public health programs reaching 6,000+ underserved individuals
- Opened the NGO's Thailand site: negotiated MOUs with 2 clinics, secured housing/logistics contracts, and expanding annual program capacity 30%
- Managed a \$150,000 budget, achieved 15% cost savings through strategic resource allocation and vendor negotiation; redirected funds to purchase diagnostic supplies for 2,000 additional patients

### Quetzaltenango Health Center

Quetzaltenango, Guatemala

*Governmental clinic providing primary care & public health services for 20,000+ indigenous Mayan residents*

#### **Education Outreach Coordinator**

2017 – 2019

- Coordinated partnerships with 30 local schools to deliver health-focused educational outreach programs, reaching 500+ indigenous Mayan high school students
- Boosted annual funding by 30% by analyzing data to identify new funding opportunities; secured three new grants from previously untapped sources
- Trained and managed 10 cross-functional health workers; developed scalable outreach strategy, increasing community health engagement by 25%

## ADDITIONAL INFORMATION

**Volunteer:** Pride Ambassador at the Boston Alliance of LGBTQ+ Youth; Mentor at iMentor Amplify Scholars Program

**Language:** Fluent in Spanish; conversational in Maya-Mam and Persian

**Interests:** LGBTQ+ recreational sports leagues (dodgeball, kickball), event coordination, yoga instructor for disability groups and indigenous Mayan women's groups in Guatemala

**Certificates:** Certified in Mam Language L3, Academy of Mayan Languages of Guatemala (first American recipient)

# RICHARD MELENDEZ

rm2286@georgetown.edu ▪ (714) 881-9088 ▪ linkedin.com/in/richard-melendez15/

---

## EDUCATION

### GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

#### Master of Business Administration

May 2027

- Reaching Out MBA Scholarship, Georgetown Pathways Scholarship for First Generation Students, Latin American Scholars, The Consortium for Graduate Study in Management Fellowship

### UNIVERSITY OF CALIFORNIA, IRVINE

Irvine, CA

#### Bachelor of Arts, Political Science & International Studies

May 2017

- Dean's List, Kingston Technology Scholar
- UCDC Internship: Executive Assistant at Human Rights Campaign

---

## EXPERIENCE

### FINTHRIVE INC.

Los Angeles, CA

#### Lead Project Manager, Portfolio Marketing

July 2024 – August 2025

- Spearhead GTM strategy execution for 5+ cross-functional teams, ensuring launch readiness and alignment across Product Marketing, Voice of the Customer, and Market Research; contributed to 3 successful product launches and reduced time-to-market by 20%.
- Streamline agile workflows across sprint planning, backlog grooming, and calendar coordination, improving delivery efficiency by 30% and increasing on-time milestone completion by 25%.
- Develop and maintain reporting systems to track marketing productivity, enabling data-driven resource allocation and improving campaign ROI tracking by 40%.

### EXPERIAN

Costa Mesa, CA

#### Senior Project Manager, Portfolio Marketing Programs

March 2022 – June 2024

- Managed and executed marketing programs across four B2B product lines, increasing GTM efficiency and reducing waste by 10% using Agile and Lean Six Sigma.
- Led product readiness strategy that decreased launch delays by 25%, driving improvements in internal alignment and customer enablement.

### HYUNDAI MOTOR AMERICA

Fountain Valley, CA

#### Project Manager

October 2018 – March 2022

- Led \$22M Hyundai/Genesis Call Center project, managing a 10-member team to streamline class-action case handling; cut exposure by \$2M and boosted response efficiency 30%.
- Facilitated weekly agile standups across 4 departments, improving alignment and reducing project delays by 25% through clearer stakeholder communication.

### DASPEDIA

Irvine, CA

#### Business Development Manager (Full Time / Part Time)

June 2018 – June 2019

- Streamlined sponsor proposal process for the Wireless Technology Forum, cutting turnaround time from 7 to 3 days and boosting close rate by 20%.
- Expanded client base by 15+ new accounts, contributing to an estimated annual revenue increase of \$120K through sponsorships, speaking engagements, and booth sales at national Wireless Technology Forum events.

---

## DISTINCTIONS

<b>Technology:</b>	Asana, Wrike, JIRA, Smartsheet, SharePoint, Airtable
<b>Achievement:</b>	Google Project Management Certificate; Certified Scrum Product Owner (CSPO); Certified Scrum Master (CSM); Forrester Certified Portfolio Marketing; Lean Six Sigma Yellow Belt
<b>Leadership:</b>	Human Rights Campaign OC Steering Committee, Diversity Chair
<b>Global Mindset:</b>	Fluent in Spanish (native); Study abroad in Russia, Costa Rica, and South Korea through U.S. State Department scholarships
<b>Community:</b>	UC Irvine Latino Business Student Association; Alumni mentor
<b>Interests:</b>	International travel, tech innovation, LGBTQ+ advocacy, mentoring first-generation students

# VINCENT GUO

vg335@georgetown.edu ▪ (703) 298-6860 ▪ linkedin.com/in/vincent-jia-guo/

---

## EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**

**Washington, DC**

**Master of Business Administration, STEM Designation, Management Science Major**

*May 2026*

- ROMBA Fellow (Merit Scholarship), VP of Engagement at Out@MSB, VP of Alumni at GCBA

**HEILONGJIANG UNIVERSITY, School of Information Management**

**Harbin, China**

**Bachelor of Science, Information Management**

*June 2017*

---

## EXPERIENCE

**AMAZON.COM SERVICES LLC.**

**San Diego, California**

***Pathways Operations Manager Intern***

*May 2025 – August 2025*

- **Supply Chain Flow Optimization:** Reduced return-to-station (RTS) dwell time ~60% by redesigning belt layout, instituting induction prioritization, and standardizing visual SOPs, resulting in \$500K annual cost savings
- **Training & Change Management:** Designed role-based SOPs and checklists; trained 15 associates and appointed SMEs to coach peers, ensuring start-of-shift Gemba compliance and a repeatable new-hire training path
- **Cross-Functional Governance:** Built a KPI pack (dwell time, staffing hours, delivery windows) to sustain gains post-pilot with Ops/Process Engineering

**VOLKSWAGEN GROUP**

**Beijing, China**

***Manager, Operation Projects and Process Management***

*June 2022 – July 2024*

- **Program & Budget Management:** Led portfolio digital projects with over \$1mn budget annually, reducing more than 20% human labor cost through replacing manual work with 20+ automated processes
- **Cost Efficiency Leadership:** Reduced 10% of annual project investment by designing rating system to eliminate poor projects after assessing ROI, readiness, compliance, and dependency
- **Team Management:** Managed 3 outsourced teams as product owner for agile projects, ensuring monthly iteration aligned with go-to-market strategy by setting up efficient communication channels via Jira, Kanban, and Confluence

***Assistant Manager, Operation Projects and Process Management***

*April 2021 - May 2022*

- **Product Management:** Oversaw stability of ERP system, supporting over 200K contracts valued at \$2bn, ensuring no major incidents on production for 3 years in a row by setting up a 30-minute incident response mechanism
- **Business Development:** Grew partnerships with banks from 1 to 5 for payment gateway, providing the most disbursement and repayment options in market for clients
- **Stakeholder Management:** Won global HQ approval with \$2mn+ investment budget by collaborating with BCG, launching China market strategic projects for digital transformation and operation excellence strategy

***Senior Specialist, Operation Projects and Process Management***

*June 2019 - March 2021*

- **Data Visualization:** Consolidated 5 reports for several internal stakeholders across departments by using Power BI for monitoring risk costs, benefiting risk, controlling and accounting departments
- **Project Management:** Saved \$100K corporate income tax per year by delivering strategic accounting project for dealer service fee calculation and amortization by collaborating with accounting and finance team
- **Process Optimization:** Reduced a 30-minute critical operational process to 20 minutes by leveraging digital tools (Robotic Process Automation and Optical Character Recognition) and solving 30+ operational blockers

**MERCEDES-BENZ GROUP**

**Beijing, China**

***Specialist, Fleet Management***

*January 2017 - June 2019*

- **Data Analysis and Visualization:** Reduced 50% time on reporting processes by building dashboards on key quantitative analysis of various business performance indicators
- **Digitalization:** Achieved 20% decrease in inquiries from hotlines and emails by deploying a Chatbot for customer self-service; Cut 100% travel budget of staff field visits by launching mobile app for remote asset monitoring

---

## DISTINCTIONS

**Technology**

Advanced Excel, SQL, Power BI, VBA

**Certifications**

PMP Certificate, Ali Clouding Computing Professional

**Leadership**

MBA Student Ambassador, Peer Advisor



# LAUREN ELIZABETH TEAL

lauren.teal@uga.edu | 925-787-3491 | www.linkedin.com/in/laureneteal

## EDUCATION

---

**UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS**, Athens, GA

August 2024-May 2026

**MBA — Finance, Strategy, Business Analytics**

- ROMBA Fellow, Veteran's Community Engagement Chair, Berkman Scholar (Veteran Wellness Advocate)
- Dawgs on Top Case Competition "Best Presenter", Full-tuition Graduate Assistantship, International Residency

**WHITWORTH UNIVERSITY**, Spokane, WA

August 2019-May 2022

**BA — Psychology**

- *magna cum laude*, National Scholar Nominee, Minute Man Scholarship, President Pride Club, 2020-2022

## WORK EXPERIENCE

---

**PFIZER, INC.**, New York, NY

June 2025-August 2025

**Finance Associate, Commercial Rare Disease**

- Conducted Gross-to-Net (GTN) analysis for key products' reconciling >\$500M in revenue using SAP data and analyst consensus; created models to inform Q4 and FY GTN strategy and supported quarterly forecasting updates for a \$2B+ portfolio
- Modeled pricing impacts of cost increases across portfolio and government contracts, ensuring compliance with "Best Price" rules and protecting >\$100M in government rebate exposure
- Collaborated with Commercial, Access, and Finance teams to evaluate pricing and contracting scenarios, resulting in revised forecasts that mitigated ~\$15M in projected revenue risk across key brands
- Conducted DCF, EBITDA, and comparable valuations to evaluate acquisition and divestment opportunities, supporting the reallocation of over \$4B toward long-term, cash flow-accretive strategies

**US ARMY NATIONAL GUARD**, WA

January 2020-Present

**Military Intelligence Officer, Executive Officer**

- Managed a team of 50+ analysts performing intelligence collection and analysis into multidomain reports, resulting in executive presentations delivered to key national security stakeholders
- Developed and delivered over 23 intelligence briefings to senior military personnel
- Collaborated with 10 key managers on training and planning initiatives, achieving a 33% increase in personnel readiness and a 100% promotion rate for qualified individuals
- Resiliency, Awareness, Prevention, Inclusion & Diversity (RAPIDS) Certified Advocate – participated in bimonthly diversity workshops and presented monthly topics such as DEI and Sexual Harassment to 45 peers

**ANASTASI, MOORE & MARTIN, (CPA Firm)**, Spokane, WA

August 2022-August 2024

**Acquisitions & Valuation Analyst**

- Collaborated with Managing Partner to develop M&A practice from the ground up within valuation department, leading the successful sale of three companies valued between \$400k and \$3.5M
- Managed workflow for CPA firm between Audit, Valuation, Tax, and Accounting departments; served as initial point of contact for over 2,000 annual Tax clients and 215 valuation clients
- Synthesized and analyzed complex financial data for 200+ companies for government and professional valuations
- Created individualized project management tools in Excel and Agile, increasing realization by 70%

**AUTISM SPECTRUM THERAPIES, PENNYFARTHING ABA**, Spokane, WA

August 2020-August 2022

**Registered Behavioral Technician**

- Utilized data-driven strategies to collect and assess behavior data to develop intervention plans, track progress, and make informed adjustments to interventions in collaboration with interdisciplinary teams
- Delivered empathetic counseling, advocacy and resources to individuals and families

## ADDITIONAL INFORMATION

---

- Top Secret / Sensitive Compartmented Information (TS/SCI) Security Clearance
- Certifications: NASM Certified Personal Trainer, CrossFit Level 1 Trainer
- Equine Therapy Wrangler & Instructor, COVID Relief Food Services Volunteer, ESL Instructor (Bali, Indonesia)

631.678.8343

## RALPH J. REZZA

rrezza@andrew.cmu.edu

linkedin.com/in/rrezza2

### EDUCATION

---

CARNEGIE MELLON UNIVERSITY TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA*

5/27

- Concentrations: **Business Technologies, Strategy, AI in Business**
- Memberships: Business and Technologies, Data Analytics Club, Marketing Club
- Honors: Consortium Fellow, ROMBA Fellow

UNIVERSITY OF SCRANTON

Scranton, PA

*Bachelor of Arts – Communications, Concentration in Electronic Media; Bachelor of Arts in History*

5/19

- Honors: Dean's Scholarship, F Sabatino Memorial Scholarship, Communications Honor Society
- Memberships: Residence Life, Campus Ministry Retreat Leader, A cappella Club

### EXPERIENCE

---

THREE PEAK DESIGN CO. (Digital Design Consulting Firm)

East Islip, NY

*Co-Founder and Principal Digital Product Consultant*

8/22 – 8/25

- **Stakeholder Management:** Partnered with clients to align user needs with product vision, driving an average 63% increase in business metrics for 15+ clients and reducing pain points by ~20%.
- **Cross-Functional Leadership & Execution:** Oversaw product design teams and collaborated with engineers, data scientists, and stakeholders to define requirements, prioritize features, and ensure timely delivery using agile methodologies for the FDA and Census Bureau's digital COVID reporting tool.
- **Product Design & UX Leadership:** Led the design of mobile and web platforms, including a political education app and an immigrant mentorship platform, streamlining user flows and integrating gamification to enhance engagement with the voting and process, candidate-matching and engagement based upon language proficiency.
- **Metrics-Driven Results:** Leveraged user data and feedback to drive design decisions, resulting in an average 35% increase in user engagement and an average 53% reduction in task completion time, enhancing overall user satisfaction.
- **User-Centered Design & Accessibility:** Drove a 92% user satisfaction rate in post-launch surveys by integrating accessibility improvements and aligning design decisions with real-time customer feedback—leading to a ~15% boost in ADA compliance and long-term user retention.
- **Cross-Team Collaboration:** Worked closely with designers, developers, and product managers to co-create solutions, streamline handoffs, and ensure consistent user experiences—contributing to an average 23% reduction in design-to-development cycle time.
- **Agile & Project Management:** Directed sprints, daily stand-ups, and stakeholder communication to resolve obstacles and ensure project progress.

DAMIANOS REALTY GROUP

Smithtown, NY

*Associate Property Manager*

10/21-6/22

- **Project & Operations Management:** Oversaw operations for 250K sq. ft. of commercial real estate, aligning tenant needs with business goals while managing augmented functions, coordinating with finance on invoicing and collections, and ensuring timely payments.
- **Tenant Acquisition & Technology Integration:** Developed and implemented augmented reality property tours to showcase spaces remotely, streamlining the leasing process and supplementing tenant signings.
- **Operations Planning & Execution:** Led capital improvements, defined scope, managed budgets (18% cost reduction), and coordinated teams to deliver projects on time, boosting property value and stakeholder satisfaction.

YAHOO! FINANCE

New York, NY

*Associate Producer*

8/19-8/21

- **Social-Media-Driven Content Creation:** Produced and distributed 50+ videos and special projects across live, web, mobile, and social platforms like YouTube, Twitter, Facebook, LinkedIn, boosting audience growth by ~21%.
- **Brand & Editorial Alignment:** Collaborated with writers, directors, talent, and PR to ensure content accuracy, brand consistency, and alignment with Verizon's post-production standards.
- **Industry-Centric Market Research:** Conducted extensive research across financial topics to ensure accuracy and relevance, informing public content for financial news segments with up-to-date, reliable data.

### ADDITIONAL INFORMATION

---

- Proficiencies: Adobe Creative Suite, Google Suite, Figma, Jira, Trello, Asana, Notion, Webflow, Video Editing
- Interests: Photography, Vinyl Records, Fitness, Artificial Intelligence, Board Games and NFL Football

Data-Driven | Equity-Focused | Impact-Oriented

ROMBA Fellow and Master of Public Health with expertise in health policy, equity-focused research, and data storytelling. Experienced in transforming complex health data into actionable strategies through roles at Johns Hopkins University and the University of Maryland. Based in British Columbia, Canada, and completing an MBA at Johns Hopkins Carey Business School (expected June 2026), Luna also serves as Co-President of the Pride Business Association and Director-Elect of Accessibility and Inclusion at Lipedema Canada, advancing inclusive leadership, community engagement, and equity in healthcare.

EDUCATION & PRESENTATIONS

- Master of Science|Northeastern University Vancouver, BC (2027)
- Master of Business Administration|Johns Hopkins University, Baltimore, MD (2026)
- Master of Public Health|The George Washington University, Washington, DC 2023
- Bachelor of Science in Anthropology|Oregon State University, Corvallis, OR 2021
- [Perspectives Talk| ROMBA Conference, Los Angeles, CA 2024](#)
- [Undergraduate Research Symposium| Oregon State University 2020](#)

Professional Experience

Senior Research Associate

Providence  
Santa Rosa, CA

Responsibilities :

August 2024 – December 2024

- Data Analysis and Insight Development:** Conduct detailed data analysis, interpreting both qualitative and quantitative findings to inform decision-making in large-scale healthcare research projects. This showcases my ability to draw actionable insights from complex datasets, a key skill for advancing Providence’s research objectives.
- Literature Review and Evidence Synthesis:** Provide comprehensive literature reviews and conduct extensive literature research to support ongoing projects. My work ensures that Providence’s research initiatives are grounded in the latest academic and scientific evidence, strengthening the foundation for innovative healthcare solutions.
- Project Collaboration and Research Alignment:** Collaborate with interdisciplinary teams, including clinical staff and researchers, to align research objectives with institutional priorities. This collaborative approach ensures that all research projects are executed in a manner consistent with Providence’s goals of improving healthcare delivery and outcomes

Co-President

The Johns Hopkins University, Pride Business Association

May 2024 - Present

Washington, DC

Responsibilities :

- **Strategic Outreach and Community Engagement:** Lead comprehensive outreach initiatives to substantially enhance visibility and foster inclusive relations within the broader community. My expertise in elevating engagement aligns perfectly with CORE's mission to involve diverse populations in health research, ensuring that studies reflect a wide array of perspectives and needs.
- **Collaborative Leadership and Institutional Alignment:** Work closely with university administrators to align the association's goals with institutional policies, facilitating integrated approaches to diversity and inclusion. This experience showcases my ability to collaborate effectively across different levels of an organization, a critical skill for managing complex research projects at Providence.
- **Membership Growth and Networking:** Implement innovative recruitment strategies and organize networking events that lead to a measurable increase in membership. This demonstrates my capability to engage and expand community involvement, crucial for recruiting participants for research projects and ensuring broad representation in studies.
- **Board Management and Strategic Direction:** Manage the board of directors and coordinate efforts to set and achieve strategic objectives. This leadership experience is indicative of my ability to oversee project teams and ensure that research initiatives are aligned with organizational goals and delivered on schedule.

### Research Assistant

The Johns Hopkins University, Disability Health Research Center September 2023 – August 2024

Washington, DC

Responsibilities :

- **Strategic Communication of Research Findings:** Lead initiatives to highlight U.S. hospital accessibility issues, utilizing data analysis to craft compelling narratives that underscore the importance of healthcare inclusivity. These efforts align with broader public health communication goals, demonstrating my capacity to transform research data into impactful public knowledge.
- **Data-Driven Analysis and Presentation:** Conduct comprehensive research to uncover accessibility barriers, employing analytical skills to translate complex data into actionable insights and clear, persuasive communications. This role highlights my proficiency in handling and interpreting large datasets to inform health policy and practice.
- **Collaborative Stakeholder Engagement:** Partner with a diverse array of healthcare professionals and stakeholders to refine research approaches and amplify the message on inclusive healthcare practices. My ability to work across teams and communicate effectively is critical in fostering collaborations that drive project success and innovation.
- **Advocacy through Insightful Content Creation:** Utilize stakeholder insights to advocate for change, creating content that informs and engages a broad audience on the importance of accessibility in healthcare. This responsibility showcases my aptitude for developing and disseminating messages that resonate and inspire action within the community.

### Research Assistant

The University of Maryland, Center for Engagement Environmental Justice and Health

College Park, MD

October 2022 - February 2023

## Responsibilities :

- **Strategic Communication for Program Visibility:** Elevated the Climate Justice Fellows Program's profile and increased engagement through targeted marketing efforts. Demonstrated a strong ability to communicate environmental justice issues compellingly, raising awareness and promoting action among diverse stakeholders.
- **Collaborative Achievement in Project Milestones:** Worked effectively within a team to meet crucial project milestones, underscoring strong project management and collaborative skills vital for cross-functional team success. This role emphasized my capacity to integrate seamlessly into diverse groups, contributing to the achievement of shared objectives.
- **Research and Analysis for Policy Impact:** Contributed significantly to influential research, including a publication by the National Academy of Medicine. Employed rigorous data analysis to inform on rural vulnerabilities related to climate justice, thereby enhancing the discourse on critical environmental issues.
- **Innovative Community Outreach:** Deployed creative marketing strategies to amplify the program's reach and impact, illustrating adeptness at crafting messages that resonate with diverse audiences. This initiative helped to extend the reach and efficacy of the program's objectives.
- **Advocacy through Research and Development:** Played a pivotal role in advancing the discourse on climate justice, utilizing research as a foundation for developing impactful programs and communications. Demonstrated the ability to lead and innovate in high-stakes environments, pushing forward important environmental and social agendas.

## Director of Communications

The George Washington University, Disabled Student Collective  
Washington, DC

February 2022 - March 2023

## Responsibilities :

- **Leadership in Strategic Communications:** Led the Disabled Student Collective's communication initiatives, significantly increasing student engagement and advocacy. Demonstrated the ability to design and execute effective communication strategies, which heightened the collective's visibility and influence on campus.
- **Community Partnership Development:** Forged a successful partnership with the school's food pantry to address food security among disabled students. This collaboration reflected strong skills in building and managing community relationships, enhancing the support network for vulnerable student groups.
- **Marketing and Community Engagement:** Engineered innovative marketing strategies that resulted in substantial membership growth and fostered a more inclusive community. Showcased expertise in crafting messages that resonate and drive action, significantly improving the collective's outreach and impact.
- **Advocacy and Influence:** Elevated the visibility and advocacy of the disabled community on campus, exemplifying leadership in social advocacy. Mobilized support through strategic communication efforts, playing a critical role in promoting inclusivity and understanding across the university community.

## Floating Teller

Redwood Credit Union

Santa Rosa, CA

October 2016 - April 2019

Responsibilities :

- **Excellence in Customer Service:** Demonstrated outstanding customer service in a fast-paced environment, showcasing the ability to communicate effectively and maintain high satisfaction among diverse client groups. This role highlighted my capabilities in managing customer interactions and ensuring a positive service experience.
- **Problem-Solving and Client Support:** Utilized problem-solving skills to meet and exceed customer banking needs, contributing to increased customer loyalty through attentive service and effective resolution of queries. This responsibility emphasized my ability to address and solve client issues promptly and efficiently.
- **Regulatory Compliance and Security:** Ensured strict compliance with federal, state, and institutional regulations, underlining a commitment to secure operations and trustworthy communication practices. My diligence in adhering to regulatory standards safeguarded the integrity of customer transactions and reinforced trust in our financial services.

**Private Yoga Teacher**

Vashon, WA

May 2015 - December 2016

Responsibilities :

- **Entrepreneurial Marketing and Outreach:** Successfully developed and executed marketing strategies to grow a client base, showcasing abilities in crafting and communicating compelling value propositions to diverse audiences. This role demonstrated my expertise in identifying market needs and effectively promoting services to meet those needs.
- **Client Relationship Management:** Excelled in managing client relationships, ensuring personalized and satisfactory experiences. This responsibility highlighted my skills in understanding and meeting individual stakeholder needs, fostering strong connections and loyalty among clients.
- **Operational Management and Scheduling:** Managed all aspects of business operations, including session scheduling and daily administrative tasks. Demonstrated strong organizational and time-management skills, ensuring smooth operations and efficient handling of client engagements.

**Assistant Manager**

Pure Cafe

Vashon Island, WA

January 2015 - March 2016

Responsibilities :

- **Social Media Leadership:** Directed the cafe's social media marketing efforts, notably enhancing the digital footprint and engaging a broader customer base with innovative strategies. This role demonstrated my ability to leverage digital platforms to boost brand visibility and interact effectively with a diverse audience.
- **Customer Service Excellence:** Orchestrated and delivered training programs for staff, markedly elevating service quality and customer satisfaction through focused development. My leadership in these

initiatives ensured that the cafe maintained high standards in customer service, contributing to a positive dining experience.

- **Operational Efficiency:** Implemented new procedures for product creation and delivery, significantly streamlining operations and ensuring consistency in service. This responsibility highlighted my capabilities in optimizing workflow and enhancing productivity within the cafe.
- **Team Management and Leadership:** Oversaw daily cafe operations and a team of 12, championing quality and sustainability. Demonstrated effective organizational leadership, managing team dynamics, and fostering an environment that supports professional growth and operational excellence.

## **Barista**

Starbucks  
Seattle, WA

April 2011- December 2014

### Responsibilities :

- **Customer Service Excellence:** Cultivated outstanding customer service skills, engaging with a diverse customer base to meet their needs and surpass expectations. This role allowed me to develop a keen ability to connect with individuals from various backgrounds, enhancing their experience through attentive service.
- **Effective Communication:** Strengthened communication skills through daily interactions with customers and team members, resolving inquiries and offering comprehensive product insights. My ability to clearly and effectively communicate contributed to a positive environment and informed customer choices.
- **Problem-Solving Aptitude:** Demonstrated proficiency in swiftly resolving customer issues and operational challenges to uphold service excellence and efficiency. This responsibility honed my problem-solving skills, enabling me to address and rectify issues promptly, ensuring smooth operations.
- **Adaptability in Fast-Paced Environments:** Proved flexibility and the ability to maintain high service standards under pressure, ensuring consistent quality across busy shifts. My adaptability in fast-paced situations helped maintain operational efficiency and customer satisfaction during peak times.

# ISHAAN RATTANPAL

United States. rattanpa@marshall.usc.edu . (213)756-0190 . linkedin.com/ishaanrattanpal

Client Partnership leader with 12+ years of global experience in advertising, media & entertainment sector delivering integrated cross-platform campaigns, driving revenue & profit growth. Over 8 years at Sony Pictures Entertainment, led an \$800M+ advertising portfolio across 70+ brand partnerships, consistently exceeding annual targets & delivering measurable business impact. Proven ability to build trust with C-suite clients – achieving ~75% partner retention – through consultative sales, creative storytelling, and data-driven solutions. Adept at orchestrating teams across creative, media, production, analytics, and product functions to execute high-impact digital and social campaigns that maximize ROI & brand lift. An entrepreneurial leader who spearheaded a CEO-backed innovation venture (achieved 15× user growth in 4 months), demonstrating agility, strategic vision, a passion for emerging tech and social trends.

## EDUCATION

**University of Southern California – Marshall School of Business (Los Angeles, US)** — *MBA '25 (STEM). John H. Mitchell Certificate in Business of Entertainment. Dean's List; ROMBA Fellowship 2024 Recipient, AVP Community & Brand Activations at USC Marshall Pride Club*

**International Management Institute (Bhubaneswar, India)** — *Postgraduate Diploma in General Management, 2014*

**Shri Mata Vaishno Devi University (J&K, India)** — *B.Tech. in Electronics & Communication Engineering, 2010*

## EXPERIENCE

**Sony Pictures Networks - Los Angeles, CA (US) / Mumbai (India)** **April 2016 – March 2024**

*Client Solutions Manager - Strategic Brand Partnerships & Content Monetization (January 2016 – March 2024)*

- **Portfolio Leadership:** Owned and expanded 70+ brand partnerships across tech, CPG, e-commerce, entertainment, ed-tech and other industries, driving **\$800M+ in advertising revenue** over 8 years and consistently surpassing annual sales targets
- **Integrated Campaigns:** Designed and executed mobile-first, cross-platform marketing campaigns (streaming, social media, mobile app and broadcast integrations) that maximized audience reach, engagement, and ROI for client brands
- **Client Relationships:** Built and nurtured executive-level client relationships as a trusted strategic partner, delivering tailored digital and social solutions that yielded a ~75% **advertiser retention** rate and frequent multi-year renewals
- **Business Growth:** Identified white-space opportunities and pitched innovative platform-led solutions to clients, **securing \$3M in incremental revenue** through upsells and new cross-platform initiatives
- **Cross-Functional Collaboration:** Partnered closely with internal Marketing, Analytics, Product and Engineering teams, as well as external creative production partners, to deliver seamless integrated solutions and resolve campaign challenges in real time – ensuring on-time, on-budget delivery and operational efficiency
- **Innovation in Media:** Leveraged audience insights and emerging media (AR/VR-driven branded content, interactive experiences) to boost user engagement and brand lift, establishing Sony as an innovative, forward-thinking media partner
- **Recognition:** Honored with Sony Pictures' "*Game Changer*" and "*Power House Sales Excellence*" awards for outstanding revenue growth, client success, and creative solutions

*Strategic Project Lead : New Venture Development under Sony Digital Innovation Hub (January 2022 – March 2024)*

- **Venture Launch:** Selected by Sony leadership to spearhead a new audio-tech storytelling venture under Digital Innovation Hub, securing **\$600K in investment** from CEO & successfully developing the product from concept to market launch
- **Rapid Growth:** Achieved **15× user growth in 4 months** post-launch through agile go-to-market strategies, including targeted performance marketing, platform optimizations, and creative content campaigns tailored to tech-savvy audiences
- **Cross-Department Leadership:** Led a cross-functional task force spanning 8+ departments (product, engineering, content, marketing, data analytics, etc.) to deliver the venture under strict timelines and budget constraints – setting a company record for speed of innovation and cross-team collaboration

**Firstsource Solutions Limited – Mumbai, India**

**June 2014 – March 2016**

*Assistant Manager B2B Corporate Marketing*

- Managed a portfolio of UK-based telecom and media accounts worth **\$30M+**, developing tailored B2B marketing strategies that boosted client retention and created upsell opportunities
- Built and implemented Salesforce-driven lead generation programs, significantly improving the sales pipeline conversion rates and contributing to consistent revenue growth in the segment

**Ogilvy & Mather (Delhi/New York), Crayons Advertising - Delhi, India**

**August 2010 – April 2012**

*Account Executive (Account Management)*

- Executed and creatively directed integrated campaigns for a \$3.3M consumer goods client, delivering **\$60K** in incremental revenue through 10+ localized social media activations and on-ground brand engagements

## CORE SKILLS & EXPERTISE

Analytics Strategic Client Partnerships & Portfolio Growth | Integrated Marketing Campaigns (Digital, Social, Cross-Platform) | Revenue Growth & P&L Management | Global & Cross-Functional Team Leadership | New Business Development & High-Stakes Pitches | Data-Driven Storytelling & Content Monetization | Emerging Tech & Innovation (AR/VR, AI) **Tools:** Google Analytics | CRM & Mar Tech: Salesforce, Adobe Marketing Cloud | **Certifications:** Generative AI Essentials (Microsoft & LinkedIn)



# EVANGELOS (EVAN) TSOUKANARAS

708-767-3383 | tsoukanaras@fordham.edu | [www.linkedin.com/in/etsoukanaras/](http://www.linkedin.com/in/etsoukanaras/) | New York, NY

## EDUCATION

### FORDHAM UNIVERSITY, GABELLI SCHOOL OF BUSINESS

New York, NY

#### MBA, Concentration in Marketing

August 2025 - May 2027

- Relevant Coursework: Financial Accounting & Reporting Data Analytics, Responsible Marketing Management, Marketing Analytics, Financial Systems & Methods, Economic Analysis & Business Decisions and Statistics & Decisions
- Activities: Gabelli Pride, Fordham Graduate Marketing Society, Gabelli Product Management Club and Fordham Investments Club
- Dean's Scholarship Recipient and ROMBA Fellow

### DEPAUL UNIVERSITY

Chicago, IL

#### BS, Marketing Major, Minor in Industrial & Organizational Psychology

September 2015 - June 2019

- Dean's List

## EXPERIENCE

### CONAGRA BRANDS

Chicago, IL

#### Senior Procurement Specialist - Marketing

January 2022 - August 2025

- Strategically sourced suppliers by conducting RFPs, evaluating pricing proposals, aligning deliverables with key stakeholders and leading contract negotiations
- Utilized industry and proprietary databases to benchmark supplier pricing and respective components of costs; analyzed company spend and savings opportunities
- Managed >\$40M of spend, leading relationships with over 250 vendors across Brand Design, Brand Communications, PR/Social-Media, R&D, Foodservice and Corporate Communications, among other functions
- Exceeded key FY24 targets across ~1,500 contracts by delivering team cost savings of \$30M (25% above target) and a \$1.5M working capital improvement (22% above target)
- Implemented RACI framework across 42 manufacturing plants with distinct procurement processes related to critical food safety equipment, which drove enhanced controls and generated efficiencies
- Selected by senior leadership for leadership program to enhance management and communication skills
- Member of Young Professional Organization & LGBTQ ERG

### NITEL

Chicago, IL

#### Pricing and Procurement Specialist

September 2019 - December 2021

- Collaborated on complex pricing requests, crafted sales proposals, & updated databases to enhance the company's competitiveness in the market, leveraging Salesforce & Excel for sales proposal creation
- Maintained thorough knowledge of pricing, products, network capabilities of vendors and industry trends to identify strategies for cost efficiencies
- Drove over \$300,000 in contract savings over a 12-month period by negotiating contract terms and migrating work to alternative providers
- Facilitated seamless daily business operations by bridging vendors, sales, operations and provisioning teams as required, utilizing project management tools & CRM systems to streamline processes
- Led training of new hires and sales staff on internal workflows and system operations

## ADDITIONAL

- Languages: Fluent in English and Greek
- Skills: Excel, Project Management, Research & Analysis, Relationship Management, Strategic Planning, Leadership

# Brandon Page

(586) 453-2072 • [pagebran@msu.edu](mailto:pagebran@msu.edu) • [linkedin.com/in/brandonpage](https://www.linkedin.com/in/brandonpage)

---

## EDUCATION

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

**Expected 05/2027**

*Master of Business Administration: Healthcare Management*

- Honors: Reaching Out MBA (ROMBA) Fellow | Spartan Pride Secretary

**Michigan State University, College of Human Medicine**, East Lansing, MI

**Expected 05/2030**

*Doctor of Medicine*

**Michigan State University, Lyman Briggs, College of Natural Science, Honors College**, East Lansing, MI

**12/2021**

*Bachelor of Science*

- Majors: Bio Medical Laboratory Diagnostics, Human Biology, Medical Laboratory Science
- Honors: Deans list for all terms

## EXPERIENCE

**MCLAREN OAKLAND**, Pontiac, MI

*Medical Laboratory Scientist*

**02/2022-06/2025**

- Executed moderate-to high-complexity laboratory testing across six departments, utilizing advanced instrumentation, quality control protocols, and problem-solving skills to ensure accurate and timely diagnostics in an underserved healthcare environment.
- Issued 500+ units of red blood cells, plasma, and cryoprecipitate to support critical trauma, oncology, and surgical cases with timely and accurate blood product delivery.
- Implemented instrumentation troubleshooting strategies including root cause analysis, calibration adjustments, reagent management, and preventative maintenance to resolve technical issues, reduce downtime, and ensure continuous diagnostic accuracy.

**HENRY FORD HEALTH SYSTEM**, Detroit, MI

*Research Project Coordinator III - Emergency Medicine*

**09/2022-06/2025**

- Appointed to oversee and delegate responsibilities for four consecutive clinical studies involving 250+ participants, spanning medical analyzer validation, therapeutic drug research, and critical care interventions.
- Communicated with study sponsors, Principal Investigators, and 15+ partnering clinical sites to report adverse events, resolve participant enrollment challenges, and ensure regulatory compliance across all study phases.
- Trained and onboarded 5+ research staff by designing clear protocol guides and streamlining study procedures, which ensured consistency and efficiency across departmental operations.

**SPARROW HEALTH SYSTEM**, Lansing, MI

*Emergency Medical Technician*

**05/2020-05/2021**

- Delivered rapid bedside assessment and support during trauma cases, attaching patients to monitoring equipment, recording vital signs, and performing EKGs to support clinical decision-making and patient care.
- Coordinated incoming ambulance responses, triaging calls and directing resources to high-acuity cases while maintaining clear communication with interdisciplinary teams to ensure rapid and effective crisis response.
- Served as the Lead Technician in the Behavioral Health Unit, overseeing daily operations, performing intake assessments of new patients, and ensuring adherence to safety protocols while providing patient-centered support.
- Streamlined trauma bay operations by anticipating team needs, stocking and organizing equipment, and supporting efficient workflows during high-acuity emergencies.

## CERTIFICATIONS AND SKILLS

- State of Michigan NREMT Red Cross First Aid/CPR
- Medical Laboratory Scientist (ASCP CM), Phlebotomy Technician
- Research Coordination and IRB Regulatory Compliance- GCP, HIPAA, CITI Training, EPIC and Cerner EMR. Excel, REDCap
- Health and Safety Regulations-OSHA/JCAHO compliance, CLIA/CAP regulatory standards, hazardous material handling

## LEADERSHIP

- Led a 9-member team in the Associated Students of Michigan State University (ASMSU) Safe Ride Program, enhancing student transportation safety and operational efficiency.
- Volunteered 120+ hours as an MSU Tower Guard with the Resource Center for Persons with Disabilities (RCPD), transcribing textbooks into Braille to enhance accessibility for visually impaired students.
- Henry Ford Davidson Fellow: Led the development of a strategic investment pitch aimed at improving Telehealth access and adoption, synthesizing market research, technological solutions, and operational strategies.

## SAMUEL ZHAO

samuel.zhao@mba.utexas.edu | (512) 831-2508 | [www.linkedin.com/in/samuelzhaozikuo](https://www.linkedin.com/in/samuelzhaozikuo)

### EDUCATION

---

**THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business**, Austin, TX **May 2026**  
**Master of Business Administration**, Business Analytics concentration

**CONCORDIA UNIVERSITY**, Montreal, Quebec, Canada **June 2019**  
**Master of Arts in Economics**

### EXPERIENCE

---

**SAP**, Austin Texas **June 2025 – Present**

#### Value Advisor Intern

- Developed value models and business cases using structured methodologies and tools, partnering with deal leaders to quantify \$50M+ in impact for strategic opportunities
- Leveraged Python-based statistical modeling of deal data to deliver insights that drove a 25% increase in resource allocation quality for senior leadership
- Applied generative AI to simplify SAP's value realization workflows and create a standardized SOP, improving efficiency by 15% and enabling deal teams to focus more on customer engagement

**Dimensional Fund Advisors**, Austin Texas

**February – May 2025**

#### McCombs MBA+ Project – Project Consultant

- Partnered with the strategy team to analyze customer data and trends, uncovering executive insights and recommending referral strategies projected to drive 30% growth
- Used Python and Power BI to identify revenue opportunities and satisfaction drivers, recommending strategies projected to boost advisor proactivity and client service by 20%

**IBM**, Montreal, Quebec, Canada

**February 2020 – July 2024**

#### Senior Oracle Functional Analyst (2022 – 2024)

- Led customer interviews to uncover operational inefficiencies, developed a business case for enhancing Oracle ERP module interfaces, and delivered a solution that improved satisfaction by 50% and secured a \$1M contract renewal
- Oversaw cross-functional project execution involving 10+ stakeholders across 3 time zones, ensuring on-time delivery and adherence to budget constraints through proactive coordination and risk mitigation
- Conducted cost-benefit analysis with cross-functional teams to evaluate solution alternatives, estimating implementation costs and projected value, and developed Agile-based delivery timelines to ensure efficient execution
- Defined KPIs and product metrics for training strategies, saving the customer \$65K in headcount costs by producing over 50 training materials and facilitating knowledge-sharing sessions
- Developed and managed roadmaps for global system transition plans, utilizing IBM Watson tools to identify risks and optimize transition strategies, ensuring a seamless go-live and achieving \$20K in cost savings for the customer
- Leveraged technical expertise to support the implementation of Oracle systems, guiding functional and technical teams in installing system enhancements for the customer, which resulted in a 50% reduction in research time

#### Junior Oracle Functional Analyst (2020 – 2022)

- Led cross-functional collaboration by conducting root cause analyses on system bugs, resolving issues within budget and achieving a 40% increase in resolution rate
- Wrote user stories and executed customer analyses for Business Intelligence reports to ensure alignment with client needs, creating over 10 reports that improved decision-making efficiency by 15%
- Implemented Agile processes (Scrum) to integrate customer feedback and resolve system bugs, boosting operational efficiency by 25% and enhancing product delivery for a SaaS platform with 50,000+ users

### ADDITIONAL

- 
- Software: Financial modeling, Power point, Power BI, SQL, Python, Oracle Fusion Cloud Financials implementation
  - Enjoy reading psychology books, swimming, and playing board games

# Justin Bala-Hampton | DNP, MPH, MHA, APRN, NEA-BC, FAANP, FNYAM

1301 Aliceanna St. Apt 1309 Baltimore, MD | (831)601-6874 | [justin.hampton30@gmail.com](mailto:justin.hampton30@gmail.com) | [www.linkedin.com/in/justinbala-hampton](http://www.linkedin.com/in/justinbala-hampton)

Senior Principal-Care Innovation | Health Operations & Workforce Strategist | Clinical Practice Leader

Current Accenture Strategy & Consulting Senior Principal and Nurse Executive in the Health & Public Service practice driving digital, GenAI and enterprise transformational change to health systems across North America. In addition, I am a seasoned Military Veteran, Nurse Practitioner, and former Senior Federal Nurse Executive and Chief Nursing Officer with over 15 years of experience in senior healthcare leadership, focusing on public policy in nursing, behavioral health, and public health, complemented by more than 20 years in clinical practice. Demonstrated expertise in leading and managing both clinical and non-clinical project operations and ability to influence cross-functional teams in hospital and healthcare environments, with a strong track record of leading quality enhancements through Strategic, Lean, and Quality Improvement (QI) initiatives. Involved in the development, execution, and operationalization of advocacy, workforce, and health strategy projects.

## Professional Experience

### ACCENTURE STRATEGY & CONSULTING | HEALTH & PUBLIC SERVICE | 2025– PRESENT

SENIOR PRINCIPAL-NURSE EXECUTIVE.....APRIL 2025- PRESENT

- Lead multidisciplinary teams to shape and implement clinical and operational strategies on the clinical payor and health systems that align with population health goals and emerging care models.
- Lead transformation programs focused on nursing workforce optimization, care model redesign, and operational improvement across inpatient, ambulatory, and virtual settings.
- Lead clinical and strategic operations through provider, payor and health systems to develop high-impact solutions aligned value-based care, health innovation and technology, and health equity initiatives.

### U.S. Bureau of Health Workforce

2020 – 2025

*A part of the Health Resources & Services Administration within the U.S. Department of Health & Human Service*

Senior Advisor-Bureau Chief Nursing Officer, Office of the Associate Administrator	2024 – 2025
Designated Federal Official, National Advisory Council on Nurse Education and Practice	2022 – 2025
Senior Advisor, Division of Nursing and Public	2022 – 2024
Acting Branch Chief, Division of Nursing and Public Health	2022 – 2023
Nursing Consultant, Division of Nursing and Public Health	2020 – 2022
Lead HHS Liaison, Administration of Strategic Preparedness & Response	2021

- Accountable for Bureau wide Nursing, Maternal Health and Behavioral Health Workforce mitigation strategy and policy enhancements and creation with a \$650 million portfolio and 100 FTE's
- Provided operational assistance in the management, implementation of multi-functional program activities and policies involving 463 FTE's and a Bureau budget of \$1.75 Billion
- Oversaw and Led the development of strategic initiative for the National Advisory Council on Nursing Education and Practice

### JOHNS HOPKINS UNIVERSITY | SCHOOL OF NURSING | 2023 – PRESENT

ADJUNCT FACULTY.....MAY 2023- PRESENT

- Co-Chair for 5 Doctor of Nursing Practice Policy Projects (DNP/MPH Program)
- Lectures on Advance Health Policy for their core curricula

### PRIVIA GROUP | SHENANDOHA UROLOGY AND INTERNAL MEDICINE CONSULTANTS | 2021 – PRESENT

NURSE PRACTITIONER.....MAY 2021-PRESENT

- Demonstrates a high degree of clinical expertise in working with patients with acute and chronic illnesses, specifically cancer patients in active treatment and men's urologic health. Experience in working across different therapeutic areas, especially oncology, urology, and infectious diseases
- Lead efforts to innovate new ways of using remote monitoring solutions that enhance patient care to address complex therapeutic needs

### **INOVA SCHAR CANCER CENTER | 2020– 2020**

NURSE PRACTITIONER.....JANUARY 2020-OCTOBER 2020

- Co-Lead Oncology APP Clinical SOP Revision Team
- Covid Response Oncology APP Lead

### **UNIVERSITY OF TEXAS MD ANDERSON CANCER CENTER | 2016– 2020**

LEAD NURSE PRACTITIONER.....SEPTEMBER 2017-JANUARY 2020

APRN ONCOLOGY FELLOW.....AUGUST 2016-SEPTEMBER 2017

- Developed and recommended program/service framework, strategies, and goals and identified a division or section's cultures, values, and behaviors that present challenges to reaching organization-wide strategic objectives
- Developing new ways to resolve problems by innovating departmental goals, measures, and objectives for program effectiveness.
- Promoted programs and provided advice to a variety of senior officials based on presentations of Quality and Safety Improvement measures

### **UNIVERSITY OF PITTSBURGH MEDICAL CENTER | 2013– 2016**

Professional Staff Nurse/Charge Nurse-Presbyterian.....JUNE 2015-MAY 2016

Graduate Teaching Fellow-School of Nursing.....AUGUST 2013-May 2016

Professional Staff Nurse-Children's Hospital.....JULY 2013-NOV 2013

- Provided that standards of care and practice guide the provision of patient care services, aligning with goals and actions of the organization are consistent with the values and mission of the organization.
- Provided positive employee relations and communication through management interaction with employee workgroups.

### **MERCK & CO | 2006– 2008**

Professional Sales Representative, Cardiovascular and Metabolic Division.....June 2006-July 2008

- Launched Januvia, Janumet and Gardasil
- Promoted Singulair and Fosamax increase market share by 30% in the SF/Monterey District

### **Select Body of Work**

- **Leading Change**
  - Driving Transformation for Care Operations for a Region for a Large Health System to provide saving over \$60 million.
  - Strengthen and Leads justification reports for nursing, Nursing and Behavioral Health Initiative for the Congression, Office of Budget and Management and Health and Human Services Justifications for upcoming fiscal years increasing appropriations by \$100 million.
  - Formulates bureau-related objectives and priorities regarding APRN, Nursing and Behavioral Health policies with the long-term interests of the bureau, the agency, and the Department.
  - Provides recommendations on policy, program, and general regulation development to the Secretary of the Department of Health and Human Services (Secretary, HHS) and Congress with

- respect to Title VIII of the PHS Act focusing on workforce and clinical outcomes and operational efficiency.
- Developed and Crafted the Bureau Policy Framework and yearly Nursing Action Plan and Health Equity Strategy Development for Nursing, Public Health Workforce
- Lead special assignments and projects in support of sensitive, high-profile initiatives (BHW policy framework, Curricula) with direct impact on BHW core operations and processes.
- Provided recommendations to the BHW funding investments in response to the Future of Nursing 2030 report implementing nursing goals and objectives.
- **Business Acumen**
  - Providing operational assistance or technical advice in the management, implementation, and evaluation of multi-functional program activities, policies involving approximately \$650 million in appropriated funding for Nursing, Behavioral Health, and Public Health Programs
  - Serve as the Point of Contact to support community-based education and training opportunities with key stakeholders and collaborative organizations.
  - Develops successful Behavioral Health and Nursing Initiatives and strategies for the Bureau; Enumerates and specifies procedures for implementing and administering policies and initiatives increasing federal appropriations by \$200 million and managed major policy contracts.
- **Leading People**
  - Created, Lead and operationalized workgroups both internal and external to streamline and improved recommendations and dissemination efforts which increased council members productivity by 50%.
  - Supervises 5 Supervisory FTE's (Director and Deputy Director Level) within the Bureau
  - Led 10 Advance Practice Providers in the Infectious Diseases Department
  - Manages and provides oversight for 1.57 FTE staff support with an estimated annual cost of \$500,000 for operating NACNEP.
  - Lead transformation to increase efficiency of bureau and multi-divisional policy workflow for 7 Divisions within the Bureau.
  - Clinically Co-Lead intra-agency collaboration for the launch of a multistate mobile clinic COVID-19 vaccine push and aided FEMA, Department of Defense (DOD) development of COVID-19 vaccination sites resulting in 4,095,494 residents in Massachusetts had been fully vaccinated.
- **Building Coalition**
  - Build collaborative relationships and leads grantees from the Behavioral Health Integration portfolio (18 from all 10 HRSA regions) through involvement in monthly technical assistance interactions, which influence advanced practice nursing and health outcomes.
  - Led inter-federal level agencies as HHS-ASPR Lead Liaison Officer LNO's (FEMA, CDC), and operating centers to ensure Public Health and Medical information is properly acquired, displayed, and presented HHS-ASPR Region 1 Administrator.
  - Experience working with external partners, particularly in technology or digital health sectors, to develop and scale healthcare solutions. Ability to manage complex, multi-stakeholder relationships and deliver value through collaboration.
  - Lead NP for institutional policy on Pneumonia Protocol in the Emergency Department at Large Academic Cancer Center. Contributed to Department of Infectious Diseases antimicrobial bio-gram updates for 760-inpatient bed hospital at a Large Academic Cancer Center.
- **Results Driven**
  - Presented justification from congressional appropriations and nursing gaps to utilized over \$43.9 million in funding for Mobile Health, Clinical Faculty, and LPN-RN training.
  - Have trained over 3,477 participants for the Mobile Health Training Program with graduation of 1,731 individuals and the establishment of 62 operational sites across the country.



- Provided recommendations to the BHW funding investments in response to the Future of Nursing 2030 report implementing nursing goals and objectives addressing nurse training and scope of practice which increase congressional appropriations by \$100 million.
- Providing leadership and guidance on metrics and data on patient outcomes and community health trends to drive continuous improvement and report on progress on nursing, behavioral health, and public health policies, initiatives, and issues to internal and external stakeholders which increased grant applications for Title VII and VIII programs by 30%.
- Clinically Co-Lead intra-agency collaboration for the launch of a multistate mobile clinic COVID-19 vaccine rollout with Federal Emergency Management Agency (FEMA), Department of Defense (DOD) with mobile health units in region 1 resulting in 4,095,494 patients vaccinated.

## Professional and Community Service Activities

<b>U.S. Health and Human Services Nursing Council</b>	2022 – 2025
<b>Committee Chair, Nursing Workforce Committee</b>	2023 – 2025
<b>Subject Matter Expert, Nursing Council Planning Committee</b>	2022 – 2023
<ul style="list-style-type: none"> <li>• Identified cross-cutting nursing initiatives across HHS to ensure that the collective HHS voices for nursing workforce, leadership, education, and practice are informed, coordinated, and engaged to meet HHS priorities.</li> <li>• Co-Established and Co-Developed with interagency Senior Nurse Leaders to form a Federal Public Health Nursing Council Consisting of Senior Nurse Leadership in all HHS Agencies and the Public Health Commission Corp</li> </ul>	

## Education, Certifications and Licenses

<b>Doctor of Nursing Practice (DNP)</b> , University of Pittsburgh	2016	Nurse Practitioner (AGACNP-BC)-MD,VA,DC
<b>Master of Business Administration (MBA)</b> , Johns Hopkins University	2027	Registered Nurse (RN)-MD, VA,DC
<b>Master of Health Administration (MHA)</b> , Texas A&M University	2020	American Association of Nurse Practitioners (FAANP)- National
<b>Master of Public Health (MPH)</b> , Medical College of Georgia	2011	New York Academy of Medicine Fellow (FNYAM)
<b>Bachelor of Science in Nursing (BSN)</b> , Regis College	2013	
<b>Bachelor of Arts in Sports Medicine (BA)</b> , University of the Pacific	2006	Accenture People Lead

## Scholarly Activities

<b>10</b>	<b>10</b>	<b>14</b>	<b>12</b>	<b>Lead Guest Editor</b>
Scholarly Journal Articles Published	National Podium/ Panel Presentations	State & Local Presentations	Speaking Engagements on Nursing Workforce	Public Health Services Report Supplement

## Professional Honors

<b>Fellow</b> , American Association of Nurse Practitioners	2025	<b>Member</b> , New York Academy of Medicine	2024
<b>Fellow</b> , New York Academy of Medicine	2024	<b>Member</b> , Association of Public Health Nurses	2023
<b>Innovative Leader Award</b> , HRSA Honors	2022	<b>Member</b> , American College of Healthcare Executives	2018
<b>Carlisle Award for Facilitation</b> , Sigma Chi Fraternity	2021	<b>Member</b> , American Association of Nurse Practitioners	2016
<b>Nurse Practitioner of the Year</b> , MD Anderson	2018	<b>Member</b> , American Nursing Association	2013
<b>Advance Practice Nursing Fellow</b> , MD Anderson	2017	<b>Member</b> , American Public Health Association	2012
<b>Midlevel Leadership Development Program</b> , HRSA	2023		
<b>Aspiring Leaders Program</b> , HRSA	2022		

## Military Service

United States Air Force- Honorable Discharge.....	April 1999-April 2003
<ul style="list-style-type: none"> <li>• Diagnostic Imaging Tech</li> </ul>	

# ETHAN DAVIS

Tel: (919) 428-0566 | Email: emd267@cornell.edu

## EDUCATION

### CORNELL SC JOHNSON COLLEGE OF BUSINESS

Ithaca, NY

Master of Business Administration

2026

- ROMBA, Consortium, and Johnson Leadership Fellow, Strategic Consulting Immersion, Out4Business LGBTQ+ Club President
- Study Abroad (planned): London School of Economics, Spring 2026

### COLLEGE OF CHARLESTON

Charleston, SC

Bachelor of Arts in African American Studies, Political Science; Minor in Jewish Studies

2019

- School of Humanities & Social Sciences 2019 Scholar of the Year; African American Studies 2019 Outstanding Scholar
- Study Abroad: University of Cape Town, Spring 2018

## PROFESSIONAL EXPERIENCE

### ERNST & YOUNG

New York, NY

Business Consulting, Transformation Delivery

2025

- Created an end-to-end operating model for a Fortune 100 client's \$6B R&D engine, standardizing processes across divisions and improving portfolio governance to enable faster, data-driven funding and resource allocation decisions
- Converted an ambiguous playbook request into a cross-divisional process redesign, engaging 30+ stakeholders to map user pain points, streamline workflows, and deliver \$500K in annual savings while improving cross-team alignment
- Built a MedTech strategic framework with embedded AI use cases, informed by interviews with 15+ EY consultants across Transformation Delivery and Life Sciences, creating a scalable product used to guide future client engagements

**CODE NATION** *(Nonprofit offering coding education and career access to underrepresented high school students)*

San Francisco, CA

Program Manager, Alumni and Policy Lead

2022 – 2023

- Designed and led an iterative coaching program for 50 software engineer volunteers, strengthening cross-functional collaboration and decision-making on technical trade-offs, resulting in 100% positive feedback
- Launched a hackathon-based learning initiative for 150 participants to connect curriculum with real-world skills, designed and iterated coaching strategies to optimize student learning, and coached teams to 1st and 3rd place out of 30
- Raised academic performance by 30% by creating data-driven KPI tracking systems with Excel and Salesforce, scaling structure to 27 programs, leveraging Product Development Lifecycle processes and Agile productivity tools to drive continuous improvement
- Aligned Bay Area Alumni community and program managers across 4 regions to adopt best pedagogical practices, achieving a 10x increase in alumni engagement through strategic planning, roadmap development, and stakeholder alignment
- Increased student enrollment by 150% and facilitated 95% positive student feedback on industry engagement by directing six Agile-based coding programs in low-income schools, building students' tech skills, experiences, and connections

### TEACH FOR AMERICA

Newcomb, Navajo Nation

English and History Teacher

2019 – 2021

- Delivered exceptional customer experience by driving 92% proficiency (12% above district norms) by designing six curricula for 300 students, ensuring achievement of multi-level standards (federal, state, local, and tribal) as product owner
- Influenced 23 teachers to adopt the Culturally Responsive and Linguistic Instruction (CLRI) framework, driving 100% adoption and a 40% reduction in disciplinary actions through school-wide scaling of practices
- Reduced failure rates 80% by applying data visualizations and user feedback to iteratively improve curricula

**METANOIA** *(Nonprofit driving community revitalization and leadership growth in economically neglected areas)*

North Charleston, SC

Special Project and Data Analyst Intern

2017 – 2019

- Developed a data-driven curriculum integration framework, applying KPI analysis and iterative testing to improve outcomes for 90 Gullah-Geechee youth
- Orchestrated a strategic restructuring using Appreciative Inquiry (strength-based assessment) with 10+ stakeholders, aligning priorities to enable on-time execution of a multi-year roadmap

## ADDITIONAL INFORMATION

- **Certificates:** Prosci Certified Change Management Professional, IDEO U Foundations in Design Thinking
- **Interests:** Cooking (Southern, BBQ, Thai); International Backpacking (24 countries, 5 continents); Mountain Biking; Yoga; Cat Dad



# Veronica Greco

East Lansing, MI • (740) 684-6006 • [codyver2@msu.edu](mailto:codyver2@msu.edu) • [linkedin.com/in/veronicagreco/](https://www.linkedin.com/in/veronicagreco/)

---

## **EDUCATION**

**Michigan State University**, East Lansing, MI **5/2027**  
*College of Law, Juris Doctor (JD), Dean's List Sp. 2025*  
*Broad College of Business, Master of Business Administration (MBA)*

**Ohio Wesleyan University**, Delaware, OH **5/2022**  
*Bachelor of Arts in Political Science, Black World Studies, and Pre-Law & Minor in Women and Gender Studies, Dean's List Sp. 2019, Sp. 2020, Fall 2020, Sp. 2022*

## **PROFESSIONAL EXPERIENCE**

**Legal Services of South Central Michigan**, Lansing, MI **5/2025 – Present**  
*Law Clerk*

- Drafted 50+ subpoenas, motions, and court orders that enabled attorneys to reduce case preparation time by 20% and improve hearing outcomes across three counties within the past 90 days
- Secured custody protections and financial relief for 2 survivors of domestic violence by drafting Judgments of Divorce, removing financial dependence, and improving client safety outcomes
- Managed communication for 20+ active cases, improving client satisfaction scores in follow-ups by 30% and reducing attorney time spent on client coordination

**Columbus City Attorney, Zach Klein**, Columbus, OH **5/2024 – 8/2024**  
*Intake Officer*

- Engaged with 50+ criminal complainants with empathy, helping manage expectations and de-escalate tense situations when cases could not proceed leading to notable reductions in frustrations in 90 days
- Prepared 40+ case files for arraignment with zero documentation errors, ensuring 100% compliance with court requirements and cutting file processing time by 25% for prosecuting attorneys

**Ohio Wesleyan University**, Delaware, OH **8/2022 – 5/2023**  
*Writing Consultant and Advancement Industry*

- Drafted the Choose Ohio First grant application, securing eligibility for \$960,000 distributed over five years, and authored donor stories to support fundraising initiatives
- Designed event and marketing materials, including the Fall 2022 OWU Connection Conference schedule and “National Estate Planning Week” social media graphics
- Reviewed 200+ assignments, raising average student grades by half a letter grade and improving student revision quality; 90% of students asked reported higher confidence in writing

*Chief Diversity Officer Special Project Associate Intern* **8/2021 – 5/2022**

- Collaborated with stakeholders to create a strategic plan influencing policy for 1,500+ students and creating accountability measures that increased underrepresented student sense of belonging by 32%
- Designed and delivered presentation materials and data visualizations to Board of Trustees, securing approval of initiatives and reinforcing the university's brand commitment to diversity and inclusion

## **SKILLS AND LEADERSHIP**

- **Skills:** Interpersonal and relationship-building skills; proven leadership and teamwork through academic and professional roles; proficient in Microsoft Office Suite with strong analytical, organizational, legal research, and critical-thinking abilities
- **Academic Fellowships:** Dean's Social Justice Fellow, Forté Fellow, Reaching Out MBA Fellow
- **Student Leadership:** Business and Law Association, *VP of Community Engagement* (2025-present); Spartan Pride, *VP* (2025); MBA Association, *Member* (2025); International Cannabis Bar Association, *Secretary* (2023-2025); WCSA, *PR Chair* (2019-2021); Kappa Alpha Theta, *CDEIO* (2019-2022)
- **Student Bar Memberships:** Massachusetts Bar Assoc., State Bar of Michigan, Ohio State Bar Assoc.

## Travis Kroggel

310-743-6140; [iamtraviskroggel@gmail.com](mailto:iamtraviskroggel@gmail.com)

[www.linkedin.com/in/travis-kroggel](http://www.linkedin.com/in/travis-kroggel)

### **Summary:**

Current MBA candidate who is a passionate and collaborative professional showcasing expertise in Global Trade, Marketing, and People Management. Seeking to add value in the management space by providing context, scalable data insights, and drive people-success through dynamic organizational development.

### **Education:**

#### Cleveland State University:

- *Bachelor of Arts and Sciences* in International Business and Economics, *Honors: summa cum laude*
  - *Minor: Human Resource Management*
- Relevant Coursework: International Trade, Import/Export Specialist, International Marketing Strategies and Analyses, Management and Decision-Making Success, International Political Economy.

### **Professional Experience:**

#### Total Quality Logistics

##### Account Executive-(June 2024- July 2025)

- Managed a diverse portfolio of high-value accounts, achieving exceptional client retention. Customize solutions for clients to solve problems.
- Devised and executed route and carrier optimization strategies, while leveraging knowledge of customs laws, domestic/international shipping—to minimize transit time and logistics cost across domestic and international lanes, reducing late deliveries by 35%.
- Spearheaded end-to-end shipment coordination—liaising with shippers, carriers, and stakeholders—to streamline full-truckload, LTL, and cross-border freight flows, ensuring on-time delivery and reducing costly delays.
- Integrated real-time shipment tracking, EDI/API systems, and customer communication—anticipating client needs and improving supply chain visibility for proactive issue resolution and superior service delivery.

#### Aramark, Cleveland State University

##### Intern: Sustainability & Marketing Specialist for Dining Services (2023-May 2024)

- Produced digital and physical marketing collateral using advanced editing software such as Photoshop, Adobe Suite, and Pro Raw photography software.
- Conducted trend analysis and performance evaluation, driving a percentage increase in community engagement through content marketing initiatives.
- Orchestrated the dissemination of content across various social media platforms, significantly augmenting viewership and fostering meaningful interactions with the target audience.
- Launched student-led marketing endeavors for a pioneering organizational development, while actively cultivating leads and fostering collaborative relationships with internal departments and external third-party entities from design phase to implantation.

Arrow International Inc.

Intern: eGaming Operations Manager (May 2023-August 2023)

- Developed and analyzed market survey reports of sale and production at account locations, focusing on market share division against competitors across multiple states of operations.
- Generated research market reports for utilization in business as well as M&A proposals in foreign/international markets.
- Improved processes and production time in the eGaming department by identifying and correcting time-consuming tasks for overall employee and department benefit.

Core Skills

International Harmonized Tariff Code System, Account and Client relationship management; Team Leadership and People Management; high stress and environmental adaptability; Domestic and International Trade Laws, Operations Management, SEO, B2B Sales, Business Development, Negotiation, Leadership.strong Organizational and Interpersonal Skills

**Additional:**

- NCAA Division 1 Fencing Athlete
- Mandel Honors Graduate
- Del Principe Excellence in Economics Academic Scholarship
- College Resident Assistant

## Anthony HERNANDEZ

Email: [anthony.hernandez.mba25@said.oxford.edu](mailto:anthony.hernandez.mba25@said.oxford.edu) personal: [anthonyhernandez167@yahoo.com](mailto:anthonyhernandez167@yahoo.com) Tel: +1 (361) 960-4308  
LinkedIn Profile: <https://www.linkedin.com/in/anthonyhernandez20>

---

### Education And Qualifications

2025-2026	<b>University of Oxford</b> Saïd Business School, UK	MBA GMAT FOCUS 685 (96 <sup>th</sup> Percentile)
2020-2021	<b>Massachusetts Institute of Technology</b> Cambridge, MA, USA	MEng, Computer Engineering
2016-2020	<b>Massachusetts Institute of Technology</b> Cambridge, MA, USA	B.S, Computer Science B.S, Comparative Media Studies ACT 34 (99 <sup>th</sup> percentile)

---

### Work Experience

Jun-21 – Nov-24	<b>Google</b> Subteam - Google Video Partners, serving ads to external surfaces (Mobile, TV, Desktop) <i>Software Engineer [promoted to L4]</i> <ul style="list-style-type: none"><li>Created a key baseline format enabling US\$100 million ARR over the next 5 years for the team's top strategic goal.</li><li>Collaborated with cross functional teams to improve ad performance and advertiser experience, leading to a 7-9% increase in key engagement metrics across business-critical formats.</li><li>Wrote novel ad formats with Typescript/Javascript/HTML/CSS, iterated with internal log data (SQL) and supported rendering with backend server changes (C/C++), 10,000+ lines of code added.</li><li>Hosted an intern on the team, providing mentorship and support over 3 months, leading to a conversion to the company the next year.</li></ul>	Los Angeles, CA, USA
Sep-20 – Jun-21	<b>MIT Urban Metabolism Group</b> Research group focused on the impact of cities on the biosphere ( <a href="https://umg.mit.edu/">https://umg.mit.edu/</a> ) <i>Research Assistant</i> <ul style="list-style-type: none"><li>Cooperated with a team of 3 to develop a web application to visualize collected urban metabolism data for the research group as the primary frontend developer.</li><li>Built the web app with a combination of React, open source libraries (D3.js), and a SQL based database to serve the data and visualize it in relevant graphs and images.</li><li>Integrated web app via Amazon Web Services cloud service, the website was live and served to hundreds of visitors.</li></ul>	Cambridge, MA, USA
Jun-20 – Sep-20	<b>Google</b> Subteam - Google Video Partners, serving ads to external surfaces (Mobile, TV, Desktop) <i>Software Engineering Intern</i> <ul style="list-style-type: none"><li>Engineered a new digital ad format for AViD (Apps, Video in Display) Google remotely during the pandemic, collaborated with 3+ teams on the design and behavior of the format.</li><li>Launched new ad type into production, including experiment to test and improve upon its efficacy, resulting in 12% increased ad conversions and 4-5% increased revenue for associated traffic.</li></ul>	Los Angeles, CA, USA
Jun-19 – Sep-19	<b>Pinterest</b> Subteam – Core Product Team, supported the behavior and efficacy of Pinterest. <i>Software Engineering Intern</i> <ul style="list-style-type: none"><li>Authored code (touching 10+ files) on contextual logging with the core product team on Pinterest's browser extension (mainly Javascript).</li><li>Developed internal web tools for research division at Pinterest (mainly Python).</li></ul>	San Francisco, CA, USA

---

### Additional Information

<b>Achievements</b>	ROMBA Scholar (Reaching OUT MBA fellowship award) Google Pride ERG, Co-Chair organizer of Google LA pride @ LA Pride 2024 First Chair Coronet - High School Marching Band
<b>Interests</b>	Running - Honolulu Marathon (2024), Berkeley Half Marathon (2022) Chess - Founder of High School Chess Club, fundraised locally for board/equipment, and held teaching sessions for younger students
<b>Work Authorisation</b>	United States
<b>Languages</b>	English, Spanish (limited)

# LEIGH POMERANTZ

415-450-8759 • Leighpom@stanford.edu • [LinkedIn](#)

## Education

---

**STANFORD GRADUATE SCHOOL OF BUSINESS**  
*Master of Business Administration Candidate*

Stanford, CA  
2027

**STANFORD UNIVERSITY**  
*Bachelor of Arts, International Relations*

Stanford, CA  
2019

- GPA: 3.985. Graduated Phi Beta Kappa, with distinction. Recipient of Stanford's Award of Excellence, International Public Service Fellowship. Public Service Student Ambassador, Peer Health Educator, Women's Club Rugby.

## Experience

---

**RIVERSIDE VENTURES**  
*Chief of Staff / Investor*

New York, NY  
08/24-08/25

- Sourced 15 pre-seed to Series B investment opportunities across sectors including SaaS, AI, DeepTech, and Consumer resulting in \$5M+ invested across companies including Bluesky, Sairdron. Concierge AI, and Longshot Space. Led quantitative and qualitative diligence, including financial analysis, to develop investment memos for 50+ investments.
- Developed and executed strategy to grow Riverside's syndicate LP base to 6,000+ people by creating LP-focused collateral and automated outreach processes to gather potential LP data and conduct direct sales outreach.
- Developed and executed growth strategy for Riverside's deal flow product, resulting in \$600k+ in ARR in <12 months post-launch, through influencer and enterprise partnerships, paid advertisements, growth hacks and cold outbound outreach to potential customers.

**ANGELLIST**  
*Venture Capital Associate*

New York, NY  
01/24-08/24

- Served as fractional COO for 30+ General Partners (representing >\$200M in AUM) investing across stages, sectors, and geographies; responsible for launching 75+ new funds/SPVs, facilitating investment deployment, and advising customers.
- Acted as a product expert for 30+ fund managers, helping them navigate technical infrastructure challenges related to fund structuring, fund data, financial reporting, and investor management.
- Collaborated with sales, product, legal, finance, and tax teams to enhance platform efficiency and surface new solutions for customers as it related to AngelList's Full-Service Fund Management software and Rolling Fund products.

**TPG INC., Y ANALYTICS**  
ESG Performance Associate, TPG Rise and Rise Climate Funds

New York, NY  
05/21-09/23

- Led ESG diligence processes to evaluate 50+ opportunities to invest \$5M-\$75M out of TPG's \$14B Rise and Rise Climate Funds; assessed ESG risks, opportunities, and performance of investments in fintech, climate, healthcare, and education.
- Managed 12+ portfolio company relationships and ESG engagement across the investment lifecycle from onboarding to exit; identified and implemented data-informed value creation initiatives related to ESG topics including Co2 reduction.
- Researched and developed primers to educate investment professionals, TPG leadership, and company boards by conducting deep dives and analysis on sectors or research themes (e.g., biofuels, circular economy, EU Taxonomy).

**CALVERT IMPACT CAPITAL**  
*Strategy, Impact, & Communications Analyst*

Bethesda, MD  
08/19-5/21

- Supported development and refinement of company impact/ESG methodology including data collection and management for \$2B+ portfolio. Aligned company impact practice with industry best practice to comply with internal and external impact reporting expectations. Co-led the production of two annual Impact Reports and supported ongoing implementation of IMM/ESG practice into the company investment process for 25+ portfolio companies.
- Executed strategic partnerships with large corporations, governments, and family offices including Meta and USAID.
- Worked with Investor Relations team to organize and create 10+ quarterly financial and impact reports for investors.

## Additional

---

- **Skills/Certifications, Languages:** Microsoft Excel/PowerPoint, Salesforce, Hubspot, Refinitiv, Spanish (advanced)
- **Interests:** Exploring food truck festivals, heckling Warriors fans at Lakers games, searching for the best wildflowers on the trail, angel investing in generational companies led by underrepresented founders.

## Elisabeth Obara PhD, MBA candidate (May 2026)

● Baltimore, MD, open to relocation ● +19802559516 ● eobara1@jh.edu www.linkedin.com/in/elisabeth-obara2024

### EDUCATION

**Johns Hopkins Carey Business School**; GPA: 3.51

**Baltimore, MD**

Master of Business Administration, (Finance, Investment Banking in biotech and healthcare focus)

May 2026

**University of Copenhagen**; GPA: 4.00

**Copenhagen, Denmark**

Doctor of Philosophy, Brain Cancer Biology

Jan 2020

**Aalborg University**; GPA: 3.67

**Aalborg, Denmark**

BSc and MSc, Medicine with Industrial Specialization

Jun 2015

### FINANCIAL AND HEALTHCARE EXPERIENCE

**Voloridge Investment Management, LLC (Voloridge Health)**

**Jupiter, FL**

*Voloridge is a USD 9 Billion AUM quant Hedge fund that uses tailored data driven models to invest in companies across all sectors.*

Business Development Consultant

May 2025 – Present

- Conducted due diligence on pre-revenue biotech companies using PitchBook; analyzed pipeline, funding history, and competitive positioning to support investment committee decisions.
- Executed valuation and due diligence for a \$5M biotech joint venture, building public comps, precedent transactions, and sensitivity models to support negotiations.
- Analyzed a \$2M SAFE + convertible note financing for a biotech target; assessed covenants, deliverables, and modeled financing scenarios in collaboration with legal.
- Produced valuation decks and scenario analyses for \$408M healthcare market opportunity; presented strategic alternatives and recommendations directly to CEO and Board.
- Authored investment memos on pre-Series A biotech pitches based on unit economics (CAC/LTV, churn).

**Johns Hopkins Carey Business School**

**Baltimore, MD**

Graduate Assistant

April 2025 – Present

- Mined final reports from student consulting projects ( $n \approx 3$  to date) and crafted data-driven case studies that quantify cost savings
- Supported MBA faculty on consulting projects by producing financial and strategic case studies quantifying client cost savings

**Bispebjerg and Frederiksberg Hospital**

**Copenhagen, DK**

*Department of Clinical Biochemistry with primary focus on cutting-edge blood biochemistry diagnostics and translational research*

Post Doctoral Researcher- Senior Scientist

Apr 2020 – Aug 2024

- Secured a \$110 K commercialization contract for a novel neuroscience ELISA assay by leading market-sizing & ROI analysis
- Evaluated product market fit for neuroscience tools across regional contexts, aligning scientific value with commercial opportunity
- Designed and validated hypotheses through rigorous data analysis, providing actionable insights to key stakeholders
- Developed financial models to optimize \$340,000 budget allocation while creating comprehensive documentation for executive presentations, regarding projects in neuroscience
- Led cross-functional team (clinicians, statisticians, advisors) to evaluate neuroscience commercialization projects and ensure KPI delivery

**The Danish Cancer Institute (DCI)**

**Copenhagen, DK**

*250-researcher center that spans basic, translational and clinical cancer research to prevent, cure and improve cancer care*

PhD Researcher

Jan 2017 – Jan 2020

- Conducted due diligence and investment thesis development for therapeutic targets in oncology, integrating scientific data with market potential
- Negotiated institutional partnerships, expanding access to research platforms and enabling collaborations with pharma/biotech.
- Presented oncology market insights to industry and academic stakeholders, recognized for analytical rigor and strategic recommendations

### COMMUNITY LEADERSHIP & INVOLVEMENT

**ARCA gyms**

**Copenhagen, DK**

CrossFit trainer

Jan 2017 – Aug 2024

Founded Gender Neutral CrossFit initiative; scaled to 400+ members across multiple gyms, securing partnerships and sponsorships

### TECHNICAL SKILLS

- Data visualization Teaching assistant (Tableau), statistical analysis (R), Microsoft Excel (financial modeling; revenue forecasting, Comparable Companies Analysis, DCF and LBO (paper/case-based))
- Presentations & Communication: PowerPoint, Pitch Decks, Strategic memos
- Languages: English (native), Danish (native)

# TARA MARLEY

(917) 775-4990 • <https://www.linkedin.com/in/tara-marley/> • temarley@wisc.edu

---

## PROFILE

*Organized, analytical, and highly motivated human resources professional. Three years of experience with background in all human resources functions, including but not limited to talent acquisition, payroll, and onboarding. Strong expertise in employee benefits, leaves of absence, and workers' compensation claims. Highly committed to organizational transformation, enhancing engagement, and building connections between people and businesses.*

---

## EDUCATION

**University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI** **2026**

*Master of Business Administration Candidate, Strategic Human Resource Management Specialization*

- ROMBA Fellow and Liaison, Forté Fellow

**Saint Joseph's University, College of Arts and Sciences, Philadelphia, PA** **2020**

*Bachelor of Science in Psychology with Minor in Education Studies*

---

## PROFESSIONAL EXPERIENCE

**Alcon, Fort Worth, TX** **05/25 – 08/25**

*HRLDP Intern*

- Curated inclusion training pathways for global implementation to associates, teams, and people leaders
- Created post-event survey framework for employee resource groups to streamline data collection and analysis
- Developed candidate experience framework and proposed recommendations to enhance recruitment processes
- Designed brochure for candidates highlighting female-focused benefits in partnership with a third-party vendor

**QSAC, Inc., New York, NY** **05/21 – 05/24**

*HR Benefits Assistant (09/22 – 05/24)*

- Conducted weekly benefits orientation presentations as part of onboarding for newly hired employees
- Assisted employees with benefit plan options and enrollment during open enrollment and life events
- Evaluated and processed payroll and other matters related to workers' compensation claims and leaves of absence
- Processed FSA elections, no-fault vehicle insurance applications, and reimbursement requests
- Managed electronic record-keeping of benefits information and documents, including medical insurance waivers and union salary changes, in Microsoft Office and HRIS systems

*HR Office Manager (05/21 – 09/22)*

- Provided administrative support to 22-member HR department, including payroll, benefits, and onboarding teams
- Handled phone and email communications and prepared reports for Senior HR Director and other directors
- Audited over 2 million electronic and paper personnel records from past decade for a 1,500-member employee base
- Conducted job fair invitation calls and reference screening calls for recruitment team

**Northwell Health, New Hyde Park, NY** **12/20 – 05/21**

*Administrative Support Associate – FlexStaff*

- Managed specimen records of COVID-19 test results for patients scheduled for surgery at Lenox Hill Hospital
- Answered inbound calls from medical providers regarding test results and updated related computer databases
- Prepared over 200 COVID-19 specimens daily for analysis under supervision of laboratory technician team
- Tested with high proficiency in typing (69 WPM) and Microsoft Office applications per position requirements

---

## VOLUNTEER AND OTHER EXPERIENCE

- Provided direct care to individuals with autism at the Kinney Center for Autism Education and Support (2017-2019)
- Completed field experience as teacher's assistant at Gesu School (2016-2017) and St. Martin of Tours School (2017)
- Volunteered as after-school tutor for at-risk students at Northern Children's Services (2016)
- Volunteered as after-school tutor for over a dozen ELL students at Woodrow Wilson Middle School (2019)
- Raised charitable contributions from 30 donors for Harlem RBI summer education and sports program (2015-2016)

---

## EXTRACURRICULAR ACTIVITIES

- Alpha Phi Omega community service fraternity (2017-2018)
- Appalachian Experience (2017-2020) and Collegiate Challenge-Habitat for Humanity (2019) service programs
- Participated in musical theatre, from high school through recent involvement with community theatre groups

# JAMAL CUTHBERTSON

jcuthber@simon.rochester.edu | (704) 454-8122 | www.linkedin.com/in/jamalcuthbertson

---

## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, New York**

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

**May 2025**

- Consortium Fellow, Dean's Fellow and ROMBA Fellow- Strategy and Operations management.

**Tulane University**

**New Orleans, Louisiana**

**Master of Arts in English**

**May 2018**

**North Carolina Central University**

**Durham, North Carolina**

**Bachelor of Arts in English & Political Science**

**May 2012**

- Political Science Club, President

---

## PROFESSIONAL EXPERIENCE

**Inspire NOLA Charter Management Organization**

**New Orleans, Louisiana**

**English Teacher**

**2019 - 2024**

- Received a \$1,000 Alumni Excellence in Public Teaching Service Award from the American Athletic Conference, recognizing outstanding public leadership in education as a Tulane University alumnus.
- Earned recognition as a high-performing teacher for five consecutive years by executing data-driven instruction, promoting engaging learning environments, and exceeding student achievement and growth benchmarks.
- Developed a partnership with a local bookstore to initiate a community book donor drive for students, resulting in over 5,000 new book donations for students.
- Spearheaded a product marketing composing contest to cultivate stronger product storytelling and audience engagement, attracting 200+ participants and driving a 30% increase in solution selling performance based on benchmark assessment scores.

**Delgado Community College**

**New Orleans, Louisiana**

**Writing Coach**

**2021 - 2024**

- Built client relations for first-generation college support group, fostering inclusive learning environments and identified issue resolution strategies through academic confidence and tailored peer interaction.
- Assigned a management consulting project for 50 1st-year coaches, engaging coaching practices and quality across program with a project delivery of over 2,000 sessions, with presentations including; professional development, client team building and technology account management.
- Increased student participation in support sessions from 32% to 75% by executing data-informed outreach strategies and refining service delivery based on user experience insights.

**ReNew Schaumburg Charter School**

**New Orleans, Louisiana**

**English Language Arts Teacher**

**2016 - 2018**

- Improved student reading proficiency with superior engagement management from 20% to 70.5% within one academic year based on quarterly state benchmark assessments.
- Coached and consulted a team of 25 middle school athletes to a state championship title, fostering teamwork, discipline, and performance excellence in track and field.

**Ranson IB Middle School**

**Charlotte, North Carolina**

**Teacher**

**2013 - 2016**

- Increased student reading proficiency from 23% to 55% in one academic year by revamping instructional strategies through a solution-selling approach and strong stakeholder engagement.
- Led Track and Field team to middle school state championship by coaching a team of 25 7th and 8th graders.

---

## ADDITIONAL INFORMATION

- **Professional Credentials:** NETA; Indoor Cycling certification, January 2021-December 2022. | Community Leadership; Coach for Youth Run Nola (2016-2018) | City Year Volunteer (2012-2013) | Interests: Cycle Instructor, 2022-April 2025.



# ALEXANDER BRYANT

[bryantahb@gmail.com](mailto:bryantahb@gmail.com) | Seattle, WA | (703) 565-6696 | [LinkedIn.com/in/AlexanderBryantSeattle](https://www.linkedin.com/in/AlexanderBryantSeattle)

## EDUCATION

---

**FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON**, Seattle, WA June 2027

*Candidate for Master of Business Administration (MBA)*

- Reaching Out MBA Fellowship; The Consortium Fellowship

**UNIVERSITY OF MARY WASHINGTON**, Fredericksburg, VA May 2013

*Bachelor of Science, Business Administration*

## EXPERIENCE

---

**THE WALT DISNEY COMPANY**, Seattle, WA 2022 – 2025

*Disney Entertainment Digital Forecasting includes all streaming operations on Hulu and Disney+.*

### **Lead Forecast Analyst, Digital Forecasting and Analytics**

Modernize viewership forecasting processes for Disney Branded Television (DBT) to prepare Disney for next-gen streaming.

- Led a partnership with 2 data scientists to modernize the Disney Branded Television (DBT) forecast replacing an outdated manual process with a Python machine-learning model, creating a flexible future-ready process for greater forecast complexity, reducing forecast time by 30% and saving 96 hours YoY.
- Built Snowflake tables with a data engineer partner to standardize DBT data with 6 peer networks, reducing code complexity by 80% and enabling real-time dashboard reporting across all 7 digital networks for Research SVP, eliminating executive downtime on manually consolidated ad-hoc requests and creating more time for deeper analysis.
- Managed the weekly adjustment automation project across 7 digital networks by embedding business logic in Snowflake tables, eliminating the need for analysts to manually adjust for non-monetizable viewership each week, saving 364 hours YoY, removing the risk of human error in the adjustment process and ensuring data quality.

**VACASA**, Seattle, WA 2021 – 2022

*Vacasa is a short-term rental property management start-up based in Portland, OR with 44K managed units as of 2025.*

### **Senior Revenue Optimization Analyst**

Reimagined and relaunched Vacasa's fixed rent program, creating profit-share leases for property-owners.

- Authored and presented an accepted relaunch strategy to VP of Revenue Analytics for Vacasa's rental arbitrage program, shifting from profit-oriented to a strategic-growth strategy by leveraging the program's 50% rental margin, subsidizing break-even deals on halo properties for business development with high-net worth property owners.
- Managed the fixed-rent portfolio using competitive market research and rental revenue forecasting to generate bespoke leases and profit-sharing agreements, resulting in a rental margin 67% higher than the Vacasa average and driving \$4.3M in revenue in 2021 across 95 units.

**ZILLOW GROUP**, Seattle, WA 2018 – 2020

*Zillow Offers was an iBuyer program offering homeowners a cash alternative to traditional real estate transactions.*

### **Senior Market Analyst, Zillow Offers (2020)**

Trained and onboarded junior analysts; reviewed and approved cash offers up to \$1M.

- Launched the Zillow Offers Peer Coaching program with approval from Sr. Manager for senior analysts to mentor junior analysts, promoting internal mobility and fostering team cohesion during the rapid transition to remote work, resulting in 3 personal mentees elevated to internal Software Development and Data Science programs within 6 months.

### **Market Analyst, Zillow Offers (2018 - 2020)**

Launched the Zillow Offers program, pricing homes and serving as SME for Atlanta and Charlotte.

- Originated Zillow's specialized real estate pricing workflow alongside 4 peer analysts in collaboration with data scientists, real estate partners, and guidance from VP of Data and Engineering; enabling Zillow Offers to scale from \$52M in revenue for 2018 to \$1.7B for 2020 through pricing and research process standardization.

## SKILLS AND ACTIVITIES

---

- Proficiencies: SQL, Tableau, Microsoft Excel; Exposure to Python and R.
- Hobbies: Road trip travel, exploring National Parks, conservation volunteering with King County Parks.

# Mehak Kapil

(240) 413-3665 • mkapil@umd.edu • [LinkedIn](#)

## CAREER SUMMARY

Analytical, inclusive, and creative, I am an aspiring Product Manager with a background in **software development and a STEM MBA**. Grew up between **India and Nigeria**, shaping a unique worldview, highlighting adaptability and a global mindset. Played a key role at UCleaner in **market and competitive analysis**, leading to a successful business pivot. Led a strategic initiative at Amdocs, **diversity campaigns**, showcasing leadership and strategic planning skills. Successfully **migrated data processing systems using AI tools**, demonstrating analytical and technical expertise.

## TECHNICAL SKILLS

Python	R	Linux/Unix	JIRA	Data Analytics	MS Excel (Stat Tools)	Photoshop
Java	C/C++	Oracle	SCRUM	SQL/MySQL	Power BI	Bloomberg

## CONSULTING INTERNSHIPS

UCleaner – Business Strategy Intern

June 2025 – August 2025

- Delivered data-backed market insights through Bloomberg, PitchBook, and SEC filings that enabled UCleaner to pivot from dental devices to regenerative medicine, capturing a **\$10B+ market vs. a \$2B dental device market**.

Vizulingo – Business Development Intern

February 2025 – May 2025

- Led a **team of 8** to develop market analysis and strategy, customer discovery interviews, marketing channel analysis, and execution in the **home healthcare language training sector**.

## WORK EXPERIENCE

### Amdocs

A multinational telecommunications company that offers an end-to-end customer lifestyle management system and billing solutions for market-leading network service providers.

Software Developer (Technical Role)

Jan 2021 — May 2024

- Team Mentorship.** Mentored and onboarded **15+ new team members** by educating them on industry specifics, reducing **integration time** for new recruits **by 25%**.
- Technical Leadership.** Converted **700 data reports** from WebFocus to Python using **AI tools automation**, ensuring efficient development, rigorous testing, and on-time delivery at an **average speed of one report per day**.
- Power Automate.** Proactively designed and implemented Microsoft Power Automate solutions to streamline daily workflows, enhancing process efficiency and reducing manual effort.

Lead of LGBTQ+ Allyship Initiative (Strategic Role)

Jan 2021 — May 2024

- Culture Building.** Established an Employee Networking Group (ENG) of **20 active members** across India sites, enhancing cultural awareness and engagement within **40% of the company's employee base**.
- Leadership Engagement.** Executed an annual awareness and sensitization campaign for **India's top 10 leadership** and **400-member HR department**, fostering greater understanding and support for diversity and inclusion efforts.

Software Engineering Associate

Jun 2019 — Jan 2021

- Cross-Functional Development.** Spearheaded **over 50 Customer Request initiatives**, delivering end-to-end software development while fostering an inclusive culture in diverse teams, employing **collaborative team strategies to reduce the time to build trust by 6x**.

## EDUCATION

Robert H. Smith School of Business, University of Maryland

College Park, MD, USA

(STEM) Master of Business Administration, AI & Business Strategy and Technology Management, GPA 3.8

May 2026

- Recipient, Forté Fellowship, ROMBA Fellowship, Smith Fellowship
- Graduate Assistant, Technology Management Certificate Program
- Board Member, MBA Association; President, Smith Pride Alliance

Punjab Engineering College

Chandigarh, India

Bachelor of Technology, Computer Science and Engineering

May 2019

- Co-founder and Marketing Head of Women Empowerment Cell
- Creative Head of Student Counseling Cell

## DISTINCTIONS

Donated art, which were the highest bid pieces in the Art of Giving CSR auction.

2021-2023

Received the Annual Operational Plan Star Award for engagement and communication.

2021

Served as the Reverse Mentor for a senior leader at Amdocs.

2020

## Trevor Pollack

twpollac@iu.edu | (617) 291-4699 | linkedin.com/in/twpollack

### EDUCATION

---

**Indiana University, Kelley School of Business**, Bloomington, IN May 2027

*Master of Business Administration*, Major in Finance

- Strategic Finance Academy
- Kelley Merit Fellowship; Reaching Out MBA (ROMBA) Fellowship

**Brown University**, Providence, RI

May 2009

*Bachelor of Arts*, Major in Music

### EXPERIENCE

---

**Rockefeller Philanthropy Advisors**, New York, NY Oct 2022 – Jun 2025

*Advisor, Sponsored Projects & Funds*

- Increased forecast accuracy and compliance across \$3M–\$25M client budgets by redesigning budgets, cash flow management, and fund segregation, and by training client staff on best practices
- Orchestrated two \$10M+ client project spinouts, ensuring accurate financial analyses and forecasts, legal risk mitigation, and smooth operational transitions
- Collaborated with Finance and IT teams to build a revenue projection system, aggregating quarterly data from 120 client projects to improve forecast accuracy and profitability analyses for leadership
- Led cross-functional team to automate grant revenue booking, reducing processing time and errors while increasing transparency across departments

**ThirdSpace Action Lab**, Cleveland, OH

May 2020 – Sep 2022

*Director of Project Development*, 9/20 – 9/22

- Drove business development strategy, expanding annual engagements from 12 to 20+ and increasing revenue from \$800K to \$2M in two years
- Secured \$1.5M contract with the Robert Wood Johnson Foundation and led budget management for the project, elevating the firm's national profile and leading to a \$4.5M contract renewal

*Independent Contractor*, 5/20 – 8/20

- Revitalized business pipeline and active client portfolio after early COVID slowdown, enabling expansion from 3 to 8 full-time staff within 4 months

**Barr Foundation**, Boston, MA

Aug 2014 – Dec 2019

*Program Officer & Manager of Special Projects*, 1/18 – 12/19

- Conducted strategic and financial due diligence for \$36M across 3 portfolios and 125 grants, securing board approval for all recommendations
- Co-chaired national Infrastructure Funders Group, aligning strategies and collaborating on investments
- Strengthened grantees' budgeting and reporting through targeted coaching and capacity building, improving proposal quality and project success

*Manager of Special Projects*, 8/14 – 12/17

- Designed governance structures and systems to support financial and programmatic stewardship of \$2B institution as it transitioned from 2 founding trustees to a 9-person independent board

**Handel & Haydn Society**, Boston, MA

Oct 2009 – Aug 2014

*Progressive roles in Institutional Giving, from Assistant to Manager to Associate Director*

- Achieved record-high foundation support, reaching 17% over pre-recession giving by 2013

### ADDITIONAL

- 
- Certified Nonprofit Accounting Professional (CNAP) Advanced accreditation
  - Cleveland Orchestra Chorus member; community volunteer; ran 2022 Chicago Marathon in 3:30

# JAVIER MELGAREJO

(585) 710-1172 | [javieralonso.melgarejo@gmail.com](mailto:javieralonso.melgarejo@gmail.com) | [www.linkedin.com/in/javier-melgarejo/](http://www.linkedin.com/in/javier-melgarejo/)

---

## EDUCATION

### University of Rochester, Simon Business School

#### Master of Business Administration – Strategy and Operations Specialization (STEM-Designated)

Rochester, NY

May 2026

- Awarded a 90% tuition scholarship; GRE: 330 (Quant: 169, Verbal: 161, 95th percentile).
- Fellow, Reaching Out MBA; Member, Simon Data Analytics Club; Admissions Ambassador.
- 2024 M&A Case Competition Finalist – Los Angeles, CA.

### Universidad de Piura

#### Bachelor of Science in Industrial and Systems Engineering

Lima, Peru

July 2015

- First in class, received a 100% tuition scholarship, and Teaching Assistant for statistic courses.
- Study Abroad Program, Memorial University of Newfoundland, Canada – Awarded ELAP scholarship.
- Internships: Project Management at ABB, Advisory at KPMG, Investment Operations at ACRES Finance.

---

## PROFESSIONAL EXPERIENCE

### Frontier Airlines

#### Corporate Finance Intern

Denver, CO

June 2025 – August 2025

- Automated vendor payment request templates for fleet, fuel, and tax departments, integrating them into an Excel database that auto-filled all banking-required payment details, cutting processing time by 25% and eliminating errors.
- Redesigned the daily cash report delivered to the CFO by gathering feedback from 10 directors and managers in Treasury and FP&A. Focused the report on key variances' financial impact, reducing analyst prep time by 45 minutes daily.

### Grupo ACP (Finanty)

#### Finance Manager

Lima, Peru

March 2021 – April 2024

- Led a 6-person FP&A and treasury team that owned a \$13M budget, drove the creation of performance scorecards that sharpened resource allocation, cut OpEx and SG&A by \$260K annually, and delivered actionable insights to the CEO.
- Drove operational efficiency by executing a treasury strategy that increased surplus profitability by 5%, leveraging data analytics to identify high-yield short-term investments.
- Led a cross-functional SAP-B1 implementation, aligning 9 stakeholders and external consultants to automate financial workflows, reducing month-end closing time from 17 to 4 days and enabling faster C-suite decision-making.

#### Senior Financial Analyst, FP&A

June 2019 – February 2021

- Dove deep into financial forecasting, developing an 18-month rolling forecast model in collaboration with business unit leaders, streamlining the budgeting process and saving 40 hours per quarter.
- Led a 2-person team to analyze vendor contracts and accruals, uncovering inefficiencies that resulted in \$170K in annual savings.

### Gesnext (IBM subsidiary)

#### Business Controls Analyst

Lima, Peru

June 2017 – May 2019

- Conducted a company-wide operational risk assessment, designing process control KPIs and training 25+ business leaders, increasing compliance by 33% in 24 months.
- Assisted the Country Manager in operational summits at Madrid and Buenos Aires offices, presenting risk assessments and action plans to IBM executives and Gesnext global leaders.

### Real Time Management

#### Business Strategy Consultant

Lima, Peru

July 2015 – June 2017

- Led a predictive sales analysis that boosted a retail distributor's revenue by 12%, leveraging statistical regression and moving average forecasting.
- Identified and implemented cost-saving initiatives across six procurement categories for clients in pharmaceuticals and mining, achieving average savings of 10% per category.

---

## SKILLS & INTERESTS

- **Data Analysis & Optimization Skills:** SQL | Python | Simulation Modeling | Lean Six Sigma | Process Improvement
- **Operations & Technology Skills:** Warehouse & Inventory Management Systems (WMS) | Workforce Planning & Forecasting
- **Community:** Volunteer Advisor at Accion Emprendedora, providing cost management counseling for low-income entrepreneurs
- **Interests:** Drums (12 performances with university band), Table Tennis (high school team, 3rd place Adecore cup 2009)

## EDUCATION

- 2024 - 2025** , **SDA BOCCONI**, Milan, Italy  
Master of Business Administration
- Won a partial scholarship.
  - President of the Proud in Business MBA club.
  - DEI Class Fellow.
- 2015 - 2019** **POLITECNICO DI TORINO**, Turin, Italy  
Master of Engineering in Computer Engineering (Software Engineering)
- Thesis: Formal automatic trading system in the cryptocurrency era.
  - Suspended studies due to health issues in 2016 and resumed in 2018.
- 2011 - 2015** **POLITECNICO DI TORINO**, Turin, Italy  
Bachelor of Engineering in Computer Engineering

Tamer Saadeh HE / HIM



Phone: +39 331 8959 678

Email: [tamer@saadeh.it](mailto:tamer@saadeh.it)

## PROFESSIONAL EXPERIENCE

- 2021 - 2024** **INTESA SANPAOLO**, Turin, Italy  
Intesa Sanpaolo is Italy's largest financial institution and in the top 40 largest banks in the world by total assets.  
*Business Data Analyst*
- Supervised 10+ key projects, managing budgeting, planning, and coordination efforts to align with the bank's strategic objectives.
  - Led data transformation and advanced analytics initiatives under the bank's **2022-2025 strategic business plan**, enhancing data-driven decision-making and operational efficiency.
  - Assigned to 30+ projects in the Private Banking and the International Subsidiaries divisions; analysing user requirements by the time and cost constraints.
  - Developed 5+ interactive **Power BI dashboards** to facilitate executive decision-making and improve report accessibility, with three of which specifically designed for AML and audit purposes.
  - Implemented data reuse strategies that **saved €2M+**, streamlining processes across projects and reducing redundancy.
  - Identified and extracted valuable information from raw data by creating complex data models.
  - Coordinated AML, MIFID, and GDPR projects with 10 offices in the **EMEA, LATAM and APAC** regions.
  - Managed a team of 6, consisting of employees and consultants.
- 2019 - 2021** **MARELLI AUTOMOTIVE LIGHTING**, Turin, Italy  
Marelli is a large Italian automotive electronics' components manufacturer.  
*Software Engineer - R&D Sensors*
- Formalised software requirements and analysed **safety and cybersecurity** impact of the sensor in the context of a car.
  - Developed the software architecture for an **innovative sensor for autonomous driving**.
  - Designed network protocols for processing and sending large quantities of data between the sensor and other components, **reducing per-component costs by 10%**.
- 2017 - current** **JACARANDA BLU**, Turin, Italy  
Jacaranda Blu is a real estate investment company specializing in acquiring and managing high-potential residential assets in Italy.  
*Co-founder*
- Directed day-to-day activities, including dealing with tenants, contract drafting, and renovation planning and execution.
  - Led evaluation of investment opportunities using cash flow analysis, optimising liquidity management, and **achieved 10% annual cost savings** year-over-year.

**LANGUAGES** • English: Native. • Arabic: Native. • Italian: Fluent.

## ADDITIONAL INFORMATION

- Technical skills: Machine learning, data mining, reporting, and data modelling.
- Tools: Power BI, SAS, Denodo, Tabular, and MS Office.
- Programming languages: Python, SQL, JavaScript, CSS, HTML, JSON, XML, Java, and Android development.
- Won a full one-year scholarship to study at Sidwell Friends School at age 15.
- Grew up in Palestine.
- Member of ISPROUD, Intesa Sanpaolo's LGBTQ+ employee community.
- Volunteer at ODV Casa Arcobaleno, providing HIV and Syphilis free testing services in Turin, Italy, and IT manager for the scientific journal of the non-profit.

# FUYUAN SI

950 GREENE ST, UNIT 437 • ANN ARBOR, MI 48104  
fuyuansi@umich.edu • (734) 255-2189 • [linkedin.com/in/fuyuan-si](https://www.linkedin.com/in/fuyuan-si)

EDUCATION	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration (STEM-designated), May 2027 <ul style="list-style-type: none"><li>• Emphases: Strategy, AI and Data Analytics</li><li>• Awarded: Dean's Fellow (Full-tuition Scholarship), ROMBA Fellow</li><li>• Member: Consulting Club, Tech Club, Out for Business (LGBTQ+ Affinity Club)</li><li>• GMAT: 715 (99th percentile)</li></ul>	Ann Arbor, MI
	<b>NANJING UNIVERSITY</b> <b>School of Computer Science</b> Bachelor of Science, June 2021 <ul style="list-style-type: none"><li>• Major: Computer Science   Minor: Financial Engineering</li><li>• Awarded: Bain &amp; Company "Star Intern" (Shanghai Office, 2019), Dean's List (2017-2018)</li><li>• Selected: Animal Rescue Club Co-Founder (initiatives profiled in national media outlets), Student Union VP of Career Development</li></ul>	Nanjing, China
EXPERIENCE 2021-2025	<b>TENCENT GAMES</b> <b>Manager, Corporate Strategy Department, 2024-2025</b> <ul style="list-style-type: none"><li>• Diagnosed inefficiencies in 8-year collaboration with WeChat (China's #1 social platform) and redesigned user-acquisition partnership structure, saving \$700M in game distribution costs</li><li>• Revamped internal revenue-sharing model and persuaded 14 executive stakeholders to adopt changes despite near-term KPI trade-offs, boosting returning users 170% and cutting churn 50% across Tencent's top 10 game titles</li><li>• Spearheaded 35-member PMO, pinpointed resource shortfall and secured C-suite support to double engineering headcount, delivering updates to legacy infrastructure across 130+ game titles within 2-month deadline</li><li>• Mentored 2 analysts through biweekly coaching, cutting revision cycles 25% and accelerating independent ownership of executive-ready analyses by 3 months</li></ul>	Hong Kong
	<b>Senior Analyst, Corporate Strategy Department, 2022-2024</b> <ul style="list-style-type: none"><li>• Built Tencent's first end-to-end monitoring framework that exposed unauthorized diversion of acquisition traffic by app stores, quantifying \$250M+ revenue leakage and 700K users lost</li><li>• Aligned executives on response to user-acquisition hijacking and coordinated 15-member team across Legal, Finance, and Technology to pursue legal and financial recovery, reclaiming \$150M and preventing further losses</li><li>• Reframed monetization strategy for Honor of Kings (world's highest-grossing mobile game) through luxury retail benchmarks and user clustering, defining co-branding strategy that enabled \$80M Bulgari skin sales</li><li>• Created bottom-up research model to fill market intelligence gap in Middle East gaming, generating 3 user insights that shaped MENA go-to-market strategy and drove +20% regional revenue and +8 p.p. gamer share growth</li></ul>	Shenzhen, China
	<b>Analyst, Corporate Strategy Department, 2021-2022</b> <ul style="list-style-type: none"><li>• Analyzed COVID-driven surge in overseas PC gaming to inform Tencent's global expansion, identified 5 high-potential studios and conducted due diligence, enabling €10M investment in a German game studio</li><li>• Conducted 40+ gamer interviews and focus groups across EU, proposing 3 monetization levers adopted by regional team and driving 35% revenue uplift from high-spenders</li><li>• Researched emerging gaming trends and built 50+ knowledge assets, maintaining repository that informed 10+ strategic projects and investment evaluations</li><li>• Partnered with Technology team to develop game operations dashboard tracking 20+ metrics, accelerating timeline to leadership readiness by ~25%</li></ul>	Shenzhen, China
	<b>ADDITIONAL</b> <ul style="list-style-type: none"><li>• Skilled in Excel, Tableau, R, SQL, Python, STATA, Java, C, Unity, and Hadoop</li><li>• Volunteered with women's empowerment programs in Kenya and Tanzania, upskilling 300+ HIV/AIDS-affected women through computer skills training</li><li>• Practice Feng Shui readings that blur data and destiny, test strategy in video games beyond boardrooms, and ride horses with 25% Mongolian bloodline</li></ul>	



## ALEX CERVANTES

alex.cervantes@duke.edu • (323) 373-6196 • he/him/his

*For eight years, I've translated complex data into human stories that spark connection and guide smarter marketing. Now, I'm ready to lead strategy end-to-end, turning insights into lasting brand impact.*

### EDUCATION

---

#### DUKE UNIVERSITY, The Fuqua School of Business

##### **Master of Business Administration**

Consortium Fellow, MLT Professional Development Fellow, ROMBA Fellow

Durham, NC

May 2027

#### UNIVERSITY OF CALIFORNIA, LOS ANGELES

##### **Bachelor of Arts: Economics | Political Science Double Major**

Cum Laude Honors

1 of 8 Posse Leadership Scholars for Class of 2017, selected by the Office of Vice Chancellor - Student Affairs

Los Angeles, CA

June 2017

### EXPERIENCE

---

#### MATERIAL MARKETING SERVICES

##### **Senior Director, Insights Management & Delivery**

Los Angeles, CA

2024 – 2025

- Co-led a team of 24 researchers executing \$20M+ of annual custom insights, ensuring efficient project management, directing scoping conversations to drive financial performance, and spearheading data-driven storytelling training.
- Delivered 10% annual revenue growth by pinpointing insights opportunities on emerging accounts, leading c-suite activation workshops on market penetration, elevating insights into strategic recommendations, and partnering with account managers to build compelling proposals.
- Spearheaded digital transformation for a \$10B media company, leveraging first-party behavioral and attitudinal data to devise a segmentation resulting in a 20% increase in new customer opportunities and addressing cookie (data) limitations impacting targeted marketing.

##### **Director, Insights Delivery**

2022 – 2024

- Implemented cutting-edge methodologies, such as online behavior tracking and visual choice modeling, uncovering implicit customer triggers that grew new business opportunities by \$3M+ annually.
- Led comprehensive global product concept testing for an entertainment tech app, delivering insights validating consumer adoption of a \$9B+ new product launch.

##### **Senior Research Manager**

2020 – 2022

- Identified opportunities to streamline workflows by building analytic frameworks for various methodologies and proactively partnered with clients to create reporting templates, improving profitability by 10% on average.
- Hosted client management and technical skills workshops (e.g., data tabulation, quality assurance) with 50+ junior researchers as part of key upskilling business priority.

##### **Research Manager**

2018 – 2020

- Diagnosed pain points in analyzing unstructured data and implemented data processing best practice guides, improving efficiency of analysis by 20% on average.

##### **Research Associate**

2017 – 2018

- Led internal cross-departmental communication for all phases of research design, including questionnaire development, survey programming, data processing and reporting for 6 projects per quarter.

#### DISNEY-ABC TELEVISION GROUP

##### **Global Content Distribution & Strategy Professional Intern**

Los Angeles, CA

2016 – 2017

- Assessed content performance across 190 regions utilizing CAGR, lifetime value, and conversion; prepared revenue development decks used by executives for packaging and negotiations with the Academy Awards.

### ADDITIONAL INFORMATION

---

Co-Founded Latine Employee Resource Group at Material Marketing Services, growing membership by 50% YoY, and hosting company-wide panels with 150+ attendees on topics such as mental health at work and bringing your authentic self to work. Goal of traveling to 20 countries in the next two years (currently at 10). Fluent in Spanish.

# VICTORIA (TORI) GIORDANO

| Waltham MA | +1 (914) 434 0099 | [vgiordano@brandeis.edu](mailto:vgiordano@brandeis.edu) | [www.linkedin.com/in/tori-giordano](http://www.linkedin.com/in/tori-giordano)

## EDUCATION

### Brandeis School of Business and Economics

Waltham, MA

#### Candidate for Master of Business Administration

08/2025 - 5/2027

- Concentration in Social Impact
- Recipient of Merit-Based Scholarship (70% Tuition)
- Recipient of Reaching Out MBA (ROMBA) Scholarship

### Cornell College

Mount Vernon, IA

#### Bachelor of Arts in Music, Minor in Computer Science

08/2015 - 05/2019

- Secretary of Cornell College Chess and Games Club, largest student-led club on campus with 100+ members.
- Responsibilities included taking attendance and minutes at meetings, publishing weekly memos with meeting topics and upcoming events, and organizing events with Cornell College and the Mount Vernon Public Library
- Recipient of Cornell College Music Scholarship (50% Tuition)

## WORK EXPERIENCE

### RISE AGAINST HUNGER

Canton, MA

#### Events Manager

03/2022 - 08/2025

- Co-lead New England office to package and distribute 1.18 million meals in 2024 for ongoing hunger relief projects and emergency relief initiatives, shipped out to the Philippines Haiti Zambia and Ukraine
- Served as operational and technical support on events with groups of up to 500 volunteers to ensure engagement and completion
- Collected and analyzed post-event feedback data and used findings to inform and improve processes for future events and partnerships
- Oversaw management of a 3,000 sqft warehouse, including safety and compliance training staff on proper use of equipment such as forklifts, pallet jacks, hand-trucks, and truck driving to ensure a clean and safe working environment
- Oversaw day-to-day warehouse operations and kept up-to-date logs on equipment conditions and maintenance
- Managed incoming deliveries and outgoing shipments, and kept monthly inventory reports
- Designed and maintained a list of active volunteers and sent out regular communications for upcoming opportunities
- Managed incoming leads and event opportunities from market development team
- Built and maintained relationships with clients and donors, including celebrating partnership milestones and participating in community outreach initiatives

### CITY YEAR BOSTON

Boston, MA

#### Senior Corps Civic Engagement Service Leader

07/2020 - 06/2021

- Collaborated with non-profit partners and engaged with corporate and civilian volunteers to complete projects creating better learning environments for students in one of 25 schools in the Greater Boston Area
- Planned, organized and directed events with groups of 400+ corporate and civilian volunteers, and guided small group exercises / breakout sessions within those events to complete specific projects
- Collaborated with development department and local non-profit partners to create new projects and plans for future events with with schools City Year Boston served
- Facilitated interdepartmental training to prepare staff for event leadership
- Led two Employee Resource Groups providing spaces for collaboration, support and sharing resources to City Year Corp members and staff
- Collaborated with City of Boston Parks and Recreation to maintain urban wild spaces
- Conducted wellness checks on behalf of City of Boston Age Strong Commission to ensure safety and wellbeing of elderly residents in the City of Boston



**CITY YEAR NEW HAMPSHIRE**  
**First Year Americorps Member**

**Manchester, NH**  
**08/2019 - 06/2020**

- Coached and mentored middle school students, helping improve attendance and engagement, learn social-emotional skills, develop and practice positive behaviors and earn academic success at school
- Partnered with teacher giving lessons to 40 fifth-grade students in English Language Arts, Math and other subjects
- Mentored individual students to bring Math and ELA skills up to grade level
- Led a small group of students focused on social and emotional behavior and best practices
- Directed
- Facilitated afterschool programming encouraging assignment completion
- Created team resources documenting best practices, including demonstration videos, video testimonials and lesson plans to capture institutional knowledge gained across service years

**HILLTOP HANOVER**  
**Seasonal Employee**

**Yorktown Heights, NY**  
**06/2013 - 08/2016**

- Directed volunteer groups during organized public events to educate community on sustainable agricultural practices and where food comes from
- Managed weekend market including working cashier, restocking produce, opening/closing
- Distributed produce at food pantries and local restaurants
- Tended to vegetables on 10 acres of farmland (weeding, watering, harvesting, fertilizing, planting, seeding, greenhouse management)

**SKILLS/ACTIVITIES**

---

- Event Planning, Logistics, Execution
- Volunteer/Donor Engagement
- Project and Team Leadership
- Staff Development and Training
- Communications/Public Speaking
- Analytical Skills/Technical Troubleshooting
- Fundraising and Philanthropy
- Process Improvement
- Fast Learner/Adaptable
- Microsoft Office - Word, Excel, PowerPoint, Outlook, Teams, OneNote, OneDrive JavaScript HTML
- Google Suite - Docs, Sheets, Slides, Gmail, Contacts, Drive Webex Zoom Salesforce
- Music Performance - Viola, Piano, Percussion, Vocal

# SHREYA JAIN

Email: shreya.jain.mba25@said.oxford.edu Tel: +91-8142206040

## EDUCATION

2025-26	<b>SAID BUSINESS SCHOOL</b> UNIVERSITY OF OXFORD	Ongoing MBA ROMBA FELLOW, OXFORD SAID BUSINESS FOUNDATION SCHOLARSHIP, FORTE FELLOW
2016-18	<b>ICFAI BUSINESS SCHOOL</b> Hyderabad, India	Master of Business Administration (MBA) (1st Rank in 5 electives)
2013-16	<b>ST. XAVIER'S COLLEGE</b> Ranchi, India	Bachelors in Arts, English and Economics (Top 2% of class)

## WORK EXPERIENCE

Aug-24-current	<b>DELOITTE CONSULTANT</b>	<i>Gandhinagar, India</i> <ul style="list-style-type: none"><li>• <b>Impact Investment PMU:</b> Achieved setup of <b>\$10M</b> Project Management Unit with Deloitte &amp; client CXOs, benefitting <b>5M+ workers in skills, labour &amp; employment</b>.</li><li>• <b>Skilling &amp; Workforce Strategy:</b> Delivered <b>\$500M Budget 2025-26 strategy</b> to skill <b>1M+ people</b>, drafting <b>15+ RFPs/ MoUs</b>, projecting <b>\$2.5B income uplift</b>.</li><li>• <b>Education Investment Rollout:</b> Implemented NEP STEM across <b>65 universities</b> in <b>10 sectors</b>, benefitting <b>45M+ students</b> with <b>\$3B projected returns</b>.</li><li>• <b>Tech-Enabled Capital Efficiency:</b> Created digital portal for <b>\$50M scientific procurement</b>, cutting cycles <b>30%</b> and boosting <b>R&amp;D output 25%</b> for <b>100+ institutions</b>.</li></ul>
May-21- May 24	<b>INDIAN SCHOOL OF BUSINESS CONSULTANT (ROLE); RESEARCH ASSOCIATE</b>	<i>Hyderabad, India</i> <ul style="list-style-type: none"><li>• <b>Rural Economy Transformation:</b> Achieved <b>\$2M recurring revenue</b> by designing a digital economy model, impacting <b>600K+ women entrepreneurs</b>.</li><li>• <b>Women Empowerment:</b> Spearheaded a women <b>micro-entrepreneur capacity building program</b>, impacting <b>600,000+ underprivilege women</b> through training in financial literacy and market access.</li><li>• <b>Supply Chain Sustainability:</b> Achieved <b>87% loss reduction</b> by building community aggregation systems, improving <b>income visibility for 600K+ women</b>.</li><li>• <b>Livelihoods for marginalised communities:</b> Securing <b>5 Memorandums of Understanding</b> with industry leaders for entrepreneurship, women empowerment, and livelihood projects resulting in increase of <b>income beneficiaries 125%</b></li></ul>
April-18 - May-21	<b>FLOURISH FOUNDER &amp; ENTREPRENEUR</b>	<i>Ranchi, India</i> <ul style="list-style-type: none"><li>• <b>Empowering Rural Economies:</b> Generated <b>income source for rural communities</b> through <b>5 corporate MOUs</b> that procured <b>500 quintals of Non-Timber Forest Products</b>.</li><li>• <b>Community Rights:</b> Developed an <b>online portal for 1,750 CFR approvals</b>, cutting approval time by <b>45 days</b>, accelerating access to vital resources like <b>water, shelter, and food</b>.</li><li>• <b>Women's Economic Independence:</b> Boosted <b>women's incomes</b> by <b>120%</b> across <b>175 remote villages</b>, driving <b>entrepreneurship</b> through targeted <b>capacity-building initiatives</b>.</li><li>• <b>Financial Inclusion for Women:</b> Established <b>150+ women-led cooperatives</b>, enabling access to <b>loans</b> and empowering <b>100,000+ individuals</b> with <b>financial independence</b>.</li></ul>

## Additional Information

Scholarships:	<b>ROMBA Fellow, Oxford Said Business Foundation Scholarship, Forte Fellow</b>
Interests:	<b>Karate</b> (Black Belt, Dan 1, practicing for 15 years)
Achievements:	<b>National Gold medalist</b> – Drafted strategy for Nationwide Cleanliness Campaign <b>Best SIP Award</b> - Won IBSAF Award (3 per 1200 students) <b>Rank 2 in National IMCI Internship Award</b> -Nominated for (3 per 3000 students)
Nationality:	Indian

## MIRANDA WOOD

mirandawood@utexas.edu

(517) 763-4850

linkedin.com/in/miranda-w

### EDUCATION

---

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX	May 2027
Master of Business Administration	
MICHIGAN STATE UNIVERSITY, James Madison College, East Lansing, MI	May 2017
Bachelor of Arts in Social Relations and Policy	

### EXPERIENCE

---

WE CONNECT THE DOTS, Albany, NY	2025 - 2025
<i>National nonprofit delivering STEM and workforce development programming</i>	
<b>Development &amp; Strategy Consultant</b>	
<ul style="list-style-type: none"><li>Identified underperforming revenue sources as a strategic risk; launched a diversification initiative that generated \$70K+ in Q1 and modeled growth to 24% of total revenue</li><li>Designed and implemented a program evaluation framework by analyzing competitor benchmarks and research models to quantify impact, revealing a 2.85x ROI/participant and resulting in strengthened confidence across key funders</li><li>Oversaw post-award strategy for \$3M+ in government grants by aligning program delivery with funder requirements and organizational goals; developed a grant reporting process to track outcomes and support renewal applications</li><li>Synthesized funder trends and internal program data to develop a reusable proposal toolkit; reducing time-to-submission by 75% and creating a sustainable system for grant development</li></ul>	
EQUALITY TEXAS, Houston, TX	2022 - 2024
<i>Statewide organization delivering legislative strategy, stakeholder management, and large-scale program execution</i>	
<b>Field Organizer</b>	
<ul style="list-style-type: none"><li>Directed a regional organizational turnaround by assessing stakeholder sentiment and rebuilding external partnerships; efforts restored operational presence in a key market and secured a \$300K program grant renewal</li><li>Developed and executed a voter outreach strategy based on demographic segmentation and turnout projections; mobilized 10,000+ constituents and achieved an 80% win rate across priority campaigns</li><li>Coordinated large-scale issue advocacy campaigns by aligning partners and deploying real-time outreach tools; drove constituent action that contributed to the defeat of 95% of targeted state legislation</li><li>Influenced a pivotal school board decision by leading stakeholder mapping and high-touch outreach; secured a swing vote that prevented the passage of a high-risk policy initiative</li></ul>	
SPRING BRANCH INDEPENDENT SCHOOL DISTRICT, Houston, TX	2021 - 2022
<b>Executive Assistant, Student Evaluation and Assessment</b>	
<ul style="list-style-type: none"><li>Analyzed standardized test trends across 35,000-student district to quantify post-COVID learning loss; insights informed programmatic decisions that improved student outcomes relative to statewide trends</li><li>Led cross-functional initiative with IT to automate transcript updates, streamlining multi-campus processing time by 90% and eliminating reporting errors</li></ul>	
UNITED STATES CENSUS BUREAU, Lansing, MI	2020 - 2020
<b>Enumerator</b>	
<ul style="list-style-type: none"><li>Diagnosed access barriers and lease datasets to design a scalable proxy collection protocol for locked apartment complexes; solution was adopted statewide, mitigating data loss in hard-to-count communities</li><li>Leveraged real-time datasets to tailor household outreach and correct address errors; increased response rates and reduced enumeration inaccuracies in low-response neighborhoods</li></ul>	

### ADDITIONAL

- 
- Three-time HeadCount volunteer at Bonnaroo, engaging 18–35-year-olds in the civic process at music festivals
  - Navigated the 35 lock Erie Canal with a two-person crew, improvising through a 20 mile stretch without a steering cable
  - Skilled in data-driven strategy, cross-sector stakeholder engagement, and scalable process design

## ANTHAR NIETO

antharmc@gmail.com | 857-312-7529 | linkedin.com/in/antharnieto

### EDUCATION

---

**Indiana University, Kelley School of Business-** *Master of Business Administration- MBA, Marketing (2027)*

Awarded ROMBA Fellowship, active member of AI & Analytics Association

**Northeastern University-** *BA in Communication Studies, Entrepreneurship Minor*

Active in professional organizations focused on Marketing, Data Analytics, and Venture Capital

### PROFESSIONAL EXPERIENCE

---

#### Workers Credit Union

**Boston, MA**

*Senior Growth Marketing Analyst*

*Aug 2025 – Present*

- Lead customer acquisition initiatives across digital and traditional channels.
- Optimize campaign ROI and profit margins through performance analysis.
- Enhance member engagement and retention using data-driven insights.

#### KPMG

**Boston, MA**

*Senior Associate Digital Marketing*

*Nov 2023 - April 2025*

*Senior Associate Marketing Lead Management*

*May 2022 - Sept 2023*

- Led Salesforce and Power BI training for Key Account Managers and National Markets Operators.
- Supervised a sub-team of 5 associates providing operational support and guidance on issue resolution.
- Assessed and routed qualified lead records to Tax, Audit, and Advisory Partners and Executives.
- Oversaw multi-channel marketing data interactions to maintain record accuracy and integrity.
- Created weekly reports and monthly KPIs for the Chief Marketing Officer and Senior Directors.
- Led testing and quality assurance of lead workflows for the launch of the new KPMG US website.
- Collaborated with the Director to develop a lead generation scoring model to optimize capture.
- Managed Jira enhancement request cycles and conducted UAT testing to validate marketing operations improvements, ensuring alignment with budgetary constraints.

#### Pegasystems

**Cambridge, MA**

*Senior Marketing Automation Coordinator*

*December 2020 - May 2022*

- Built and deployed 20+ monthly B2B email campaigns using Pega's artificial intelligence software.
- Coordinated and tested automation journeys for various campaigns, including Account-Based Marketing (ABM), transactional, and brand awareness initiatives.
- Analyzed results and provided key takeaways to stakeholders across different time zones.
- Troubleshooted technical issues regarding email deployment and segment creation.
- Conducted A/B testing on email campaign strategies, resulting in a 15% increase in open rates.
- Utilized SQL to extract and analyze campaign performance data, enabling data-driven optimizations.

#### Boston Consulting Group (BCG)

**Boston, MA**

*Email Marketing Co-op*

*July 2019 - December 2019*

- Developed HTML email content in Adobe Dreamweaver for deployment via Salesforce Marketing Cloud.
- Analyzed performance metrics from large-scale external and internal campaigns.
- Executed push/pull campaigns, global newsletters, and CEO messages for 10,000+ recipients.
- Uploaded and tested Salesforce data extensions containing high-level recipients, including global executives, government officials, and key stakeholders.
- Resolved an average of 5 stakeholder support cases daily across global BCG offices.

#### TJX Companies

**Framingham, MA**

*Digital Marketing Co-op*

*July 2018 - December 2018*

- Tracked and analyzed social media metrics for HomeGoods, Marshalls, and TJ Maxx.
- Created and presented monthly KPIs and performance insights to key stakeholders.
- Selected user generated content (UGC) for HomeGoods that increased impressions by 47.9%.
- Responded to 200+ customers daily on Instagram (2.9M), Facebook (3.1M), Twitter (239K).
- Partnered with brand & PR teams to execute seasonal influencer/celebrity collaborations.

### SKILLS & PROFICIENCIES

---

**Programs:** Salesforce (Journey Builder, Automation Studio, Email Studio, Pardot), SQL, Jira, Power BI, Adobe Dreamweaver, Tableau, Qualtrics, Mailchimp, Advanced Excel, and PowerPoint.

**Languages:** Bilingual in English and Spanish.

# OLUFOLAKEMI "FOLAKE" OBASANYA

oobasany@simon.rochester.edu | (214) 828-7384 | <http://www.linkedin.com/in/folakeob9>

---

## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, NY**

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

**May 2026**

- Concentration: Consulting
- Scholarship: Consortium Fellow (Full-Tuition Scholarship); MLT PD Fellow; ROMBA Fellow; Forté Fellow
- Leadership: Consortium Liaison, VP of Consulting Club, VP of Simon Pride Alliance, PM for Simon Vision Consulting

**Baylor University**

**Waco, TX**

**Bachelor of Social Work**

**May 2020**

---

## PROFESSIONAL EXPERIENCE

**Gartner**

**New York, NY**

**Summer Associate**

**May 2025 - August 2025**

- Transformed technology evaluation and cost-reduction strategy for a Fortune 100 retailer by building a cost-benefit model assessing \$4.5B in savings potential by analyzing procurement information, financial data, and build-vs-buy scenarios.
- Orchestrated AI strategy workshops for a leading utilities client, engaging 25+ senior stakeholders including the CIO to define success KPIs, prioritize high-impact initiatives, and gain consensus on the AI roadmap.
- Drove development of the AI roadmap by independently mapping 70+ use cases through stakeholder interviews, competitive analysis, and Gartner research frameworks, enabling data-driven prioritization.
- Prioritized and structured three high-value AI initiatives using feasibility-value analysis and strategic alignment criteria; delivered a phased implementation plan adopted by leadership to guide operational efficiency efforts.

**Leader's Edge Consulting**

**Houston, TX**

**Data Analyst**

**July 2023 - April 2024**

- Built a Power BI platform to conduct human capital analysis, boosting employee satisfaction by 15% and improving outcomes across 60 DEI programs for 20 companies: collaborating cross-functionally to present insights to executives.
- Increased ERG membership by 30% and strengthened cultural alignment across 10 client organizations by optimizing SQL data processes and designing targeted engagement strategies in partnership with HR teams.

**Alliantgroup**

**Houston, TX**

**Consultant**

**June 2022 - July 2023**

- Secured \$15M in tax credits for clients in the Fortune 500 by coordinating cross-functional studies with data scientists, legal, and leading biweekly progress meetings with senior stakeholders to emphasize impact of employee retention credit claims.
- Reduced training time by 40% by implementing structured training programs improved technical proficiency of 100 employees, enhancing productivity and operational efficiency across division.
- Synthesized complex data into strategic insights drove revenue growth for 180 clients by analyzing data and collaborating with senior stakeholders to deliver recommendations in client-relevant terms, achieving a 15% uplift in repeat engagements.

**Kode with Klossy**

**Multiple Locations, USA**

**Senior Coding Instructor**

**January 2023 - January 2024**

- Managed a team of 30 instructors to design and execute an advanced AI/ML curriculum, increasing graduate retention by 85% and accomplishing a 100% program completion rate for 2,000+ students while addressing gender disparity in STEM.

**KIPP Mosaic Academy**

**Houston, TX**

**Teacher**

**May 2020 - June 2022**

- Achieved 84% "standards met" rate-22 points above district average-as measured by standardized testing performance, by engaging 200+ students through interactive classrooms and applied data-driven strategies to drive school-wide improvement.

---

## ADDITIONAL INFORMATION

- Skills: Agile Methodologies (Scrum), Data Visualization, Strategic Thinking, Program Development, Python, SQL.
- Leadership: Co-President of Houston Black Climbers United; Volunteer Coding Instructor for LGBTQ+ Youth for 3 summers.
- Interests: Flag Football, Rock Climbing, Reading Reese's Book Club Picks & Running 5Ks.

# ANDREA RENÉ HANSGEN

ahansgen@iu.edu | 937.219.8197 | linkedin.com/in/andrea-hansgen/

*MBA candidate and brand strategist with experience driving consumer insights into \$70M+ innovation launches, billion-impression campaigns, and cross-functional product development.*

## EXPERIENCE

**Bob Evans Farms**, New Albany, OH | June 2025 - August 2025 **Brand Management Summer Intern - Dinner Sides**

- Recommended launch of an innovative new offering with a projected \$70M market opportunity, leveraging syndicated sales data (Circana), consumer trend tools (Mintel, Dataessentials), and insights analysis
- Designed and executed a consumer perception survey and focus group, with findings directly informing go/no-go decisions on product pipeline innovation.
- Collaborated with R&D, consumer insights, category sales, finance, and external agencies to align launch strategy and ensure cross-functional readiness for commercialization.

**Danone**, White Plains, NY (Hybrid) | June 2024 - August 2024 **Brand Management Summer Intern - Beverage Innovation**

- Produced a strategic product launch recommendation projected to earn eight-figure sales in year one, rooted in consumer insights and competitive analysis.
- Synthesized syndicated data (Circana), consumer focus group learnings, retail audits, and partner briefings into an analytically sound and creatively differentiated concept.
- Partnered with cross-functional teams, flavor houses, and strategic consultants to develop a right-to-win innovation platform that addressed consumer demand and white space in the market.

**Kaplan**, Fort Lauderdale, FL (Remote) | August 2021 – May 2023 **Social Media Specialist**

- Created and executed 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.
- Liaised 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 the social media presence for a documentary film, which grew its following from 2K to 27K, reached 1B organic impressions, and landed the production of an ongoing streaming series deal with Roku.

**Artemis Center**, Dayton, OH | December 2020 – August 2021 **Development Associate & Volunteer Coordinator**

- Developed cohesive marketing efforts across digital and tangible channels to drive donations and cause awareness for a leading area non-profit, garnering positive reception from major donors, board members, and community leaders.

## EDUCATION

**Indiana University Kelley School of Business** | *Master of Business Administration Candidate* | GMAT: 700

- Reaching Out MBA Fellow
- Kelley Direct Pride Association | *President* | *Former VP of Marketing and Communications*
- Women in Business | *Former Director of Marketing and Social Media*
- Kelley Graduate Diversity Champions Network
- Marketing Association
- Kelley on Campus Case Competition | *Finalist*

**University of Dayton** | May 2020 *Bachelor of Arts, English Literature, Minor in Women's and Gender Studies, Certificate in Human Sexuality Studies*

- Peers Advocating for Violence Education | Theta Phi Alpha Sorority | Student Government Association | Studio Theatre
- Research Publication: *The Myth of Queer Agony: Homoeroticism, the Media, and Censorship*, October 2021, LURJ Journal

## ADDITIONAL

### Reaching Out MBA

*Panel Leader: Your Marketing Career Playbook: Roles, Paths, & How to Break In* | September 2025 | New Orleans, LA

*Out Women in Business Conference Organizer and Session Director: Breaking the Lose-Lose Loop: The Experience of Queer Women in Female Dominated, Male Dominated, and Transitioning Spaces* | March 2024 | Los Angeles, CA

*ROMBA Perspectives Speaker: Baby Dyke is All Grown Up* | October 2023 | Chicago, IL

### Theta Phi Alpha Sorority

*Co-Chair of Alumni Advisory Board, Epsilon Chapter* September 2022 – August 2025 | Cincinnati, OH

*Alumni Advisory Board Member at Large, Alpha Psi Chapter* February 2021 – August 2021 | Dayton, OH

**Volunteerism** *Animal Welfare*: The League of Animal Welfare | *Grief Support*: Fernside Center for Grieving Children |

*Poverty Alleviation*: Kenzie's Closet, Mid-Ohio Food Collective, The Freestore Foodbank, St. Vincent DePaul, House of Bread, Shelter House, Family Promise, Dayton Inspires | **LGBTQ**: Closet TRANSformation

**Personal** Creative Writing - published poetry in 2021 and 2022, currently writing a novel.

# DANIEL JAMES FERGLE

djfergle@iu.edu | (248) 514-6537 | linkedin.com/in/danielfergle

*MBA candidate and former scientist with experience driving strategy in startups, global projects, and pharma consulting, with strengths in problem-solving under ambiguity and leadership across diverse teams*

## EDUCATION

---

**Indiana University, Kelley School of Business**, Bloomington, IN May 2026

*Master of Business Administration, Major: Finance and Business Analytics, Minor: Strategy*

- ROMBA Fellow | Consulting Club - Vice President | Out@Kelley - President | GMAT: 720
- Strategy Consultant for Eli Lilly: Shaped GTM strategy for high-impact therapeutic area; presented recommendations to senior leadership
- Graduate Assistant: Selected as Consulting Academy Director of Casing after earning an MBA program record on a third-party aptitude assessment, leading and designing the first-year casing curriculum

**University of Michigan, College of Literature, Science, and the Arts**, Ann Arbor, MI December 2020

*Bachelor of Science, Major: Molecular, Cellular, and Developmental Biology*

## EXPERIENCE

---

**Elephas Biosciences**, Madison, WI May 2025 – Aug 2025

Oncology biotech startup focusing on advanced diagnostics

*Commercial Strategy Intern*

- Distilled research from 20+ companies and 100+ publications into executive-ready insights using FactSet and GlobalData, directing 2025 competitive intelligence and shaping C-suite decision-making
- Triggered a strategic product shift and informed investor narratives by discovering a critical competitor patent, leading to direct involvement in CEO and top legal team discussions
- Earned C-suite recognition as analyses were adopted as onboarding materials, which expanded into new commercial workstreams and presentations to 30+ internal stakeholders

**Paletas Wey**, Bali, Indonesia January 2025 – May 2025

CPG startup specializing in artisanal popsicles sold at high-end resorts

*Corporate Strategy Consultant*

- Supported 2 resort partnerships and expanded nightly reach to 300+ guests by designing customer segmentation and GTM campaigns

**University of Michigan Medical School**, Ann Arbor, MI May 2020 – July 2024

Cell and Developmental Biology | Internal Medicine and Pulmonary/Critical Care

*Research Lab Manager*

- Accelerated project timelines 25% and secured \$500K+ in NIH funding by orchestrating research teams of 12 across 2 labs
- Developed 25+ molecular and process protocols that enabled experimental breakthroughs, contributing to co-authorship in *Nature Communications*
- Drove ICU outcomes research by analyzing 2,000+ patient samples across 5 projects, collaborating with international teams in Germany and Canada, and co-authoring 4 peer-reviewed publications

## ADDITIONAL

- 
- Eagle Scout; French horn (Section Leader and 1<sup>st</sup> Chair, Michigan Marching Band); intermediate French
  - Skills: Data Analytics and Visualization, AI Applications, Executive and Scientific Communications

# MARIANA FERREIRA

Tel: (314) 570-9241 | Email: [mf839@cornell.edu](mailto:mf839@cornell.edu) LinkedIn: [www.linkedin.com/in/mariana-ferreirav/](https://www.linkedin.com/in/mariana-ferreirav/)

## EDUCATION

### CORNELL SC JOHNSON COLLEGE OF BUSINESS

Ithaca, NY

#### Master of Business Administration

June 2026

GreenTech Fellow, ROMBA Fellow, Forte Fellow, [VC @ Johnson](#) (President), [Big Red Ventures](#) (Fund Manager), [Johnson Food&Ag](#) (VP), [Cayuga Fund](#) (Analyst), High Tech Club, Out4Business LGBTQIA+ Club

### BOSTON UNIVERSITY

Boston, MA

#### Bachelor of Science, Business Administration

2016

- Dual concentration in Management Information Systems and Marketing

## PROFESSIONAL EXPERIENCE

**GALOIS, INC.** (Software R&D firm, government contractor, spinout companies)

Portland, OR

#### MBA Product Strategy Intern (Reporting to the VP of strategy and the CEO)

Summer 2025

- Led product & market analysis for SAW, a cryptography suite, identifying 4 markets to prioritize development paths
- Led product & market analysis for 5STARS, a network threat detection tool, interviewing 30+ engineers and potential customers
- Based on these projects, developed the new framework for evaluating in-progress prototypes for Galois' Transition efforts

**INGARDEN, INC.** (Carbon neutral certified, Patented hydroponic indoor gardening system selling in USA & Europe)

Portland, OR

#### Co-Founder & Chief Operating Officer

2022 – 2025

- Turned around stagnant business, achieving +300% CAGR revenue by reshaping operations & securing new strategic investors
- Raised \$2M from ESG-aligned investors, repositioning company for sustainable growth
- Boosted gross margins from 33% to 70% through supply chain optimization and process redesign
- Launched NutriMed™ biotech lab and developed nutrient-dense seed portfolio, driving product innovation and IP creation
- Introduced Ingarden Ocean, an eco-conscious product line made from upcycled ocean plastic

**ELSI SKIN HEALTH, INC.** (Microbiome AI platform [HelloBiome.io](https://HelloBiome.io) and CPG brand Dr. Elsa Jungman, VC-Backed)

San Francisco, CA

#### VP Ops & Strategy (Reported to Founder & CEO)

2021 – 2022

- Alongside CTO, Developed HelloBiome AI platform, a microbiome-enabled data-driven product innovation for B2B partners
- Defined business strategy, financial models, and operating structure for AI-driven B2C, B2B skincare brand
- Led Product Management in first year of [HelloBiome.io](https://HelloBiome.io), from ideation to onboarding first 3 B2B Brand contracts

**HELLOBODY, INC.** (Global DTC skincare company, PE-Backed, acquired by Henkel AG in 2020)

Los Angeles, CA

#### VP, Head of USA (Reported to Founder & CEO)

2019 – 2021

*HelloBody is Global Consumer Beauty company with Private Equity investment, that was sold in year 6 of the business*

- Scaled HelloBody USA from launch to \$3M revenue in less than 2 years, growing market by 400%
- Built & led 10-person USA team, driving business planning, GTM strategy, influencer partnerships, and digital acquisition
- Expanded operations and warehousing to sustain 2-3x annual growth

**SNOW MONKEY** (Reinvented ice cream as plant-based frozen treat, without FDA's top 13 allergens)

Los Angeles, CA

#### Co-Founder & Chief Operating Officer

2015 – 2019

- Grew revenue 5X YoY and expanded to 1,500+ retail doors across 26 states
- Raised \$1.8M from venture capital, grants, and crowdfunding. Beat crowdfunding goal by 180% in 4 days
- Led development & launch of 10 SKUs, overseeing formulation, packaging, and channel expansion (grocery, DTC, foodservice)
- Built end-to-end supply chain with 20 suppliers and 6 manufacturers

## RELEVANT PROJECTS

- **Gorges Ventures:** Co-founded 2nd ever MBA fund, from ideation to incorporation and daily management
- **BRV Associate Training Fall 2025 Program:** Led a series of 6-workshops in Venture capital, open to all Graduates at Cornell

## ADDITIONAL INFORMATION

- **Certificates:** VC University certificate (Venture Forward & Berkeley Law school)
- **Awards:** 1st place BU business pitch competition 2016, BoA Women-Led Business Scholarship 2018
- **Skills:** Technical - Python, SQL, HTML; Languages - Spanish, French, English
- **Incubators/Accelerators:** Chobani Incubator, USC Incubator, YNG Incubator, BUild Lab (Boston University)
- **Media Coverage:** [Forbes](#), [Well+Good](#), [Business Wire](#), [NewYorkTimes](#)
- **Interests:** Snowboarding, cycling, yoga, PADI-certified scuba diver, camping, golf, dogs



# ANGELO H CATANIA

acatania@simon.rochester.edu | (917) 382-9228 | linkedin.com/in/angelo-catania

---

## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, NY**

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

**May 2027**

- Specialization: Marketing, Brand and Product Management, Strategy
- ROMBA Fellow | Consortium Fellow | George Eastman Circle Scholar

**Columbia College**

**Chicago, IL**

**Bachelor of Arts**

**December 2011**

- Major in Marketing Communications, Concentration in Public Relations

---

## PROFESSIONAL EXPERIENCE

**Popular Bank (Banco Popular)**

**New York, NY**

**Marketing Officer, Sales Enablement & Operations**

**April 2024 - May 2025**

- Spearheaded execution of go-to-market campaigns for Popular Affordable Mortgage, driving a 15% increase in qualified leads for mortgage line of business.
- Boosted on-time completion of marketing initiatives by 12% through enhanced cross-functional collaboration and utilization of AI tools to streamline project workflows.
- Led a multi-million-dollar RFP process for a full-service marketing agency, defining evaluation criteria, aligning stakeholders, and managing competitive presentations to secure a top-performing strategic partner.

**Freelance**

**New York, NY**

**Marketing Consultant**

**January 2022 - March 2024**

- Drove a 30% lift in website traffic for marine services client by managing targeted ad campaigns across paid social, search, and programmatic display channels.
- Achieved an 18% lift in Marketing Qualified Leads for aesthetic medical practice by creating data-driven lead qualification criteria tailored to strategic patient segments.

**H&M Group**

**New York, NY**

**Marketing Division Manager, Brand & Media**

**April 2019 - June 2022**

- Collaborated with H&M Man global leadership on its first independent branding campaign, driving 50.7 million impressions, increasing brand awareness by 2% and ad recall by 4%.
- Attained an average 2.6x Return on Ad Spend, while managing an annual media budget exceeding \$15M for campaigns, local activities, partnerships, and sponsorships.
- Accelerated H&M Man's Share of Business growth from 30% to 33% by leading target audience research and qualitative surveys informing a new customer strategy.

**H&M Hennes & Mauritz**

**New York, NY**

**Marketing Manager, Campaign Production**

**January 2014 - April 2019**

- Managed a \$7M annual production budget and implemented cost-saving strategies reducing print expenses by 20% and shipping costs by 35% by consolidating seasonal collateral from six to four drops annually.
- Initiated brand's inaugural employer branding campaign, resulting in a surge in weekly applicants from 200 to 20,000.

**Sales Marketing Specialist, Expansion**

**March 2013 - January 2014**

- Elevated awareness surrounding expansion of retail footprint across North America by promoting addition of 50+ new stores.

---

## ADDITIONAL INFORMATION

- **Technology:** Monday, Jira, Tableau, Google Analytics, Pathmatics, Adobe InDesign and Illustrator
- **Professional Affiliations:** American Marketing Association (AMA), Association of National Advertisers, Prospanica
- **Awards:** 3x Cannes Lions: Brand Experience & Activation, 3x D&AD Wood Pencil
- **Volunteering Experience:** AMA: Student Mentor, First Generation Mentorship Program and Judge, Case Competition
- **Interests:** Travel, Trivia, Meditation, Fitness
- **Portfolio:** [www.angelohcatania.com](http://www.angelohcatania.com)

# Jonathan Valdez

jonathan.valdez@duke.edu • 864-569-6782 • [www.linkedin.com/in/jonathanavaldez](https://www.linkedin.com/in/jonathanavaldez)

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

#### *Master of Business Administration*

Durham, NC

May 2026

- Full Tuition Merit Scholarship Recipient
- Reaching Out MBA (ROMBA) Fellow, Management Leadership for Tomorrow (MLT) Fellow, Admissions Fellow

### University of South Carolina

Columbia, SC

#### *Bachelor of Arts, International Relations & Spanish*

May 2015

- Cum laude, Immersion Semester in Seville, Spain, Leadership Distinction in Professional and Civic Engagement

## EXPERIENCE

### DaVita Kidney Care

Denver, CO

#### *Redwoods Summer Associate, Hospital Services Group*

2025 – 2025

- Built financial and demand models for the U.S. cell & gene therapy apheresis market, quantifying a \$51M opportunity and guiding DaVita to expand patient access to advanced therapies
- Developed a phased pilot roadmap, sequencing hospital and biopharma partnerships to guide national growth while de-risking investments and defining expansion milestones
- Ranked potential hospital markets based on demand and strategic fit, enabling leadership to prioritize top regions for initial launch and resource allocation
- Conducted sensitivity analyses, competitor benchmarking, and 15+ stakeholder interviews, surfacing whitespace opportunities and validating demand signals that shaped executive discussions

### Shell

Durham, NC

#### *Consultant, ESG Strategy*

2025 – 2025

- Designed a market entry strategy for Shell's expansion into the biodiversity credits market, outlining milestones and investment priorities to align with ESG goals and biodiversity protection
- Evaluated financial metrics and buyer/investor trends, identifying adoption drivers, regulatory risks, and implications for both financial returns and long-term market viability
- Built scenario-based market sizing and financial models to estimate demand, pricing, and regulatory impacts, providing leadership with a fact base to assess risk-adjusted opportunities

### American Immigration Lawyers Association

Washington, DC

#### *Policy & Practice Associate, Government Relations*

2018 – 2024

- Owned end-to-end optimization for a federal digital platform serving 19 million users, streamlining workflows, enhancing accessibility to stakeholders, and increasing operational efficiency by 25%
- Led data-driven analysis of 300+ immigration cases, uncovering a 6x increase in delays, leading to workforce reallocations that expedited processing for 250,000+ applicants navigating the immigration system
- Spearheaded cross-functional teams to design, launch, and iterate a centralized knowledge-sharing platform, boosting engagement by 4x through real-time insights and continuous UX improvements
- Built and managed relationships with federal agencies, nonprofits, and private partners, driving a 133% increase in government engagement and shaping national immigration policy

### Berry, Appleman, & Leiden

Washington, DC

#### *Immigration Assistant*

2015 – 2018

- Managed cross-functional workflows for Fortune 500 clients, implementing process optimizations that improved service delivery, leading to an 18% increase in client retention and contributing to overall company revenue growth
- Created and maintained performance dashboards to monitor case progression and identify bottlenecks, reducing average case processing time by 10 days and enabling leadership to make timely, data-driven decisions

## ADDITIONAL INFORMATION

- **Publications:** Policy Brief: Breaking Down Walls – The Status of AILA's Customer Service Recommendations, 2024; The Toll of Delays – USCIS Allows Nearly 600% Increase in I-601A Waiver Processing Times, Think Immigration, 2023 (most viewed publication on the site with over 8.8K views in 2023)
- **Leadership and Interests:** President, FuquaPride+ (2025-2026), VP of Marketing, American Latinx Management Association (2025-2026), Consulting Club, Healthcare Club, interests include Studio Ghibli movies and baking Cuban pastries

# COLBY REED

cr1321@georgetown.edu ▪ (918) 708-2268 ▪ <http://www.linkedin.com/in/colby-reed1>

## EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2027

- Reaching Out MBA (ROMBA) Fellow, Merit Scholarship, Technology Club, Consulting Club, Out@MSB

OKLAHOMA STATE UNIVERSITY, Center for Health Sciences

Tulsa, OK

Master of Public Health, Health Policy and Administration

May 2023

OKLAHOMA STATE UNIVERSITY, College of Arts and Sciences

Stillwater, OK

Bachelor of Science in Physiology

May 2019

## EXPERIENCE

POPULATION REFERENCE BUREAU

Washington, DC

Policy Analyst, International Programs

February 2024 - March 2025

- **Strategic Planning:** Managed learning and knowledge management activities across 5 global projects to generate insights and enhance strategic coordination and decision-making for USAID and 23 government partners.
- **Global Team Leadership:** Led project closeout with 5 global stakeholders and country partners across 42 countries; built tactical and implementation plans (taxonomy, governance, KPIs) with change-management support; centralized 2,000+ digital products, enabling faster discovery and measurable country reuse.
- **Business Development:** Examined 4 federal RFPs; coordinated with 8 technical writers to draft proposals, winning \$2M in new funding acquisition and strengthening company visibility.

3T-PREVENT (NIHFUNDED PROJECT) PURDUE UNIVERSITY

Nashville, TN (Remote)

Project Specialist

February 2023 - February 2024

- **Entrepreneurial Drive:** Designed and implemented an operational KPI framework to accelerate clinical service delivery and decrease impediments to primary care access, increasing access by 30% and enabling evaluation of service quality.
- **Cross-Functional Team Leadership:** Supervised 2 clinical and 3 research colleagues to identify design flaws in study protocols, producing higher-integrity datasets used in NIH progress reports and by senior leadership.
- **Executive-Level Engagement:** Regularly met with project leaders and their teams, presented status updates and recommendations in collaboration with other team members.

OKLAHOMA HARM REDUCTION ALLIANCE

Tulsa, OK

Public Health Fellow

January 2023 - June 2023

- **Stakeholder Engagement:** Organized weekly cross-sector planning meetings, facilitating changes to legislative language; prepared white papers for state representatives, secured votes from 13 house committee members.
- **Innovative Strategy:** Worked with senior team members to draft strategic plans to promote new harm reduction services, expanded access to 500+ new patients.
- **Market Analysis:** Conducted 22 stakeholder interviews and analyzed regulatory landscape to identify telehealth access gaps, resulting in prioritized legislative proposals and improved alignment across policy coalitions.

CENTER FOR RURAL HEALTH

Tulsa, OK

Project Coordinator

August 2021 - January 2023

- **Project Management:** Managed end-to-end project delivery for partnerships with 4 Tribal governments and 3 rural hospital systems; facilitated evaluations and stakeholder interviews for multiple research initiatives.
- **Data Analysis & Visualization:** Conducted mixed-methods research on HIV care access; completed 15 focus group interviews and identified novel care delivery models to improve outcomes for minority men.
- **Systems Design:** Designed and deployed statewide data tools for the OK Department of Education, boosting survey rates in 509 school districts; resulting in responsive funding allocation for youth behavioral health programming.

SYNAPTIC RESOURCES

Tulsa, OK

Surgical Neurophysiologist

June 2020 - August 2021

- **Systems Implementation:** Coordinated interdisciplinary teams and trained 250+ staff to implement protocols and systems across 4 hospitals, enhancing surgical safety, regulatory compliance, and real-time decision-making in high-risk procedures.

## DISTINCTIONS

Technology

Excel, PowerPoint, Tableau, SPSS, Power BI, Miro, Jira, Salesforce, Notion, Airtable.

Achievement

Published - APHA (2022), Social and Behavioral Research Certification (2024).

Leadership

Staff Advisory Committee Chair (PRB), Career Mentor (Center for Health Sciences).

Global Mindset

Teaching Assistant, L'Education Nationale in Paris France (October 2019 – June 2021).

Community

Meals on Wheels, American Public Health Association, Oklahoma Policy Institute.

# Jibin James

132 White Road, Mineola, NY 11501 | jamesjibin21@gmail.com | (516) 262-9657 | www.linkedin.com/in/jibin-james-b0a868107

## EDUCATION:

**Bentley University McCallum Graduate Business School** | Waltham, MA  
Master of Business Administration, Master of Science in Business Analytics

December 2026

**Bentley University** | Waltham, MA  
Bachelor of Science in Management,  
Concentration in Supply Chain and Operations Management, Minored in Finance  
GPA: 3.64/4.0

December 2024

## PROFESSIONAL EXPERIENCE:

**Slade Hall - Bentley University** | Waltham, MA  
*Resident Assistant*

Aug 2023 – Present

- Prioritize the mental and physical well-being of 30+ residential students through personalized oversight and support
- Orchestrate diverse programs and interactions for 250+ residents in the building
- Implement filing of documents, including incident reports, work orders, and resident interactions, contributing to departmental efficiency

**Business Center- Bentley University** | Waltham, MA  
*Building Manager and Attendant*

Sep 2022 – Present

- Spearhead communication and solutions for multiple departments within the center, ensuring issues are promptly addressed
- Facilitate setup and teardown of events, continuous assistance to ensure seamless technology operation and attendee satisfaction
- Conduct regular building rounds to uphold student safety, managed emergency situations safeguarding 2,000+ students

**Boston Harbor Now** | Charlestown, MA  
*Communications Intern/Development Intern*

June 2024 – Dec 2024

- Developed 3 social media posts weekly to promote equitable access and climate resilience for Boston Harbor Now
- Led organizational and partner newsletters to communicate the organization's initiatives to a broad audience of 75,000
- Managed a budget of \$10,000 for photography to highlight Boston Harbor Now's programming
- Revitalized multilingual accordions for the Eastie Week website, enhancing accessibility for 4,800+ visitors during the two-week event
- Drove donor engagement shift from Salesforce to Classy, designing donation pages and executing personalized email and phone outreach

**Waltham Fields Community Farms** | Waltham, MA  
*Bentley Service- Learning and Civic Engagement Center Program Manager*

Sep 2022 – Sep 2023

- Assisted 30+ students further their knowledge of sustainability, health, agriculture, and other academic topics
- Guided sessions and workshops through a set curriculum that aligns with students' interests
- Mentored and tutored approximately 25 students from kindergarten - 8<sup>th</sup> grade in one-on-one meetings and in group sessions

**Chesterbrook Community Foundation/VITA Nonprofit Internship** | Waltham, MA  
*Bentley University Yawkey Nonprofit Intern*

Sep 2022 – May 2023

- Investigated the most cost-effective scheduling software and adjusted the interface for VITA (Volunteer Income Tax Assistance)
- Trained IRS-certified foundational volunteers and clients in using the new software
- Assisted with preparing the Annual Impact Report for FY22 and selected themes to tailor for potential future research grants

## LEADERSHIP & INVOLVEMENT

**Reaching Out MBA (ROMBA)** | ROMBA Fellow  
Selected as one of two fellows for Bentley's MBA program, recognizing leadership and advocacy in the LGBTQ+ community

Jan 2025 – Present

**South Asian Student Association** | Bentley University | Member

Jan 2022 – Dec 2024

**Bentley Catholic Association** | Bentley University | Member

Jan 2022 – Dec 2024

**Non-Profit Society** | Bentley University | Senior Advisor, Former President/Treasurer  
Manage the agendas and delegated tasks for the 10+ Executive Board, ensuring efficient execution; orchestrate targeted email to engage 200+ general body members; fundraised and distributed \$2,000+ through grants, directly benefiting various campus organizations for community service projects

May 2023 – Dec 2024

**Delta Sigma Pi** | Bentley University | Diversity, Equity, and Inclusion Chair

Sept 2022 – Dec 2024

Formulated progressive policies to address the concerns of 90+ members to foster an inclusive environment and designed a comprehensive three-day retreat program that seamlessly integrates DE&I principles across all chapter activities

## Skills:

Software: Office 365, G- Suite, R, Process Model, WordPress, Mailchimp, Hootsuite, Airtable, UTM.io, Canva

# MARQUEZ BYRD

Chicago, IL 60601 | (646) 702-2234  
marquez.byrd@ChicagoBooth.edu

## EDUCATION

---

### THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

*Master of Business Administration*

Chicago, IL  
Sep 2024 – Jun 2026

- Concentrations in Finance and Accounting
- Awarded Reaching Out MBA (ROMBA) Merit-Based Fellowship for activism within the LGBTQ+ community
- Active member of the Investment Banking Group, African American MBA Association, and OUTreach

### UNIVERSITY OF OKLAHOMA

*Bachelor of Science in Mechanical Engineering* | GPA: 3.6/4.0 with distinction

Norman, OK  
Aug 2014 – May 2019

- Scholarships: Robert and Helen Grey Trippet Foundation, OU Alumni of Tulsa, Tomorrow's Engineer
- Study abroad: Blaise Pascal University, France (Summer 2015); Semester at Sea (Fall 2017)

## EXPERIENCE

---

### MARSH MCLENNAN

*Financial Leadership Development Associate*

New York, NY  
Jun 2025 – Aug 2025

- Conducted in-depth analysis on global location strategy, evaluating cost structures, headcount allocation, and NOI metrics to inform future right-shoring decisions across business units
- Collaborated cross-functionally to develop an interactive Power BI dashboard, enabling regional managers to benchmark performance and identify opportunities to shift roles to more cost-effective geographies

### MORGAN STANLEY

*Equity Research Associate (Oil Field Services)*

New York, NY  
Jan 2024 – Jul 2024

- Developed a quant model forecasting oil and gas well inflation/deflation trends in company pricing achieving an ~90% correlation to company estimates, leading to increased accuracy of earnings predictions
- Co-authored a bi-annual "Shale Survey" and "Offshore Drilling Digest" report detailing globe oil trends and well counts forecast used across Morgan Stanley's investor base to help inform investment decisions
- Established and maintained relationships with C-level executives at major oil field services firms, conducting regular management meetings to gain insights into company strategies and industry outlook
- Managed three direct reports who composed a weekly oil and gas industry report of domestic and international macro data, read by institutional clients weekly

*Equity Research Junior Analyst I & II*

Jan 2022 – Dec 2023

- Maintained detailed financial models for 10+ oil field services companies such as Halliburton and Baker Hughes, incorporating industry-specific metrics and macroeconomic factors to forecast revenue, earnings, and cash flows
- Utilized industry-specific databases and tools (e.g., Baker Hughes Rig Count, EIA data) to track key performance indicators and market dynamics in the oil field services industry, aiding institutional client's investment process

### ACCENTURE

*Technology Specialist – SAP SuccessFactors*

New York, NY  
Jun 2019 – Jan 2022

- Implemented SAP SuccessFactors, a leading global HR platform, through collaborative efforts with clients across different industries and geographies
- Led a team of developers through the implementation of 9 new data integrations, including ADP company payroll system, resulting in an on-time system launch and successful payroll processing
- Performed stakeholder analysis across business units in 15+ countries to evaluate impact, influence, and adoption complexity of proposed system design and functionality
- Served as reporting lead for a chemical company, responsible for creating payroll and other HR reports to be used across 15+ countries by senior management

## ADDITIONAL

---

- **MBA Organizations:** Management Leadership of Tomorrow (MLT) MBA Professional Development Fellow and ROMBA
- **Skills and Certifications:** Financial Modeling, Equity Research, Excel, SIE, Series 63, Series 86, and Series 87
- **Interests:** Avid traveler (30+ countries), theatre (performed in 12 shows), gymnast (training for 1 year), Media and Film

## EDUCATION

- 2025 - 2027**     **London Business School, London, United Kingdom**  
Reading for Masters in Business Administration  
LBS Scholar and Student Ambassador
- 2017 - 2021**     **Boston College, Boston, MA**  
B.S. in Management, Concentrations in Finance and Marketing  
GPA: 3.7 - cum laude, Dean's List First Honors; Head of Marketing for the Campus Activities Board; Head of Information Panels for the Student Admissions Program
- Universita Degli di Parma, Parma, Italy**  
6-month Study Abroad Program  
Tutored English to 20+ elementary students and served as an English language mentor to two university students
- 

## BUSINESS EXPERIENCE

- 2021 - 2025**     **DELOITTE CONSULTING, New York, NY**
- 2023 - 2025**     **Strategy Consultant**
- Awarded highest performance ratings possible three years in a row, leading to an offer of full MBA sponsorship reserved for top performing consultants
  - Led organization restructuring initiatives for three, 20,000+ employee, Fortune 500 energy companies and worked directly with C-Suite and VP stakeholders , capturing \$100 million in efficiencies
  - Developed and executed launch strategy of a \$10 billion energy transition plan to support carbon reduction and renewable energy goals of one of largest oil and gas companies in the U.S. with \$197 million in revenue
- Head of Boston Recruiting**
- Selected to take a manager-level (four years above level) role overseeing the Boston Recruiting Leadership Team due to strong network within the National Recruiting team and Boston-based universities
  - Set hiring targets (20+ hires for 2024) and timelines, strategy, and goals (DEI, class size, etc.) in coordination with the National Recruiting sponsor team
  - Conducted 30+ screener interviews with applicants to enhance candidate pipeline quality and served as an informed advisor on hiring committee alongside 8 Partners and Senior Managers
- Sales Data Analytics Lead**
- Oversaw monthly collation, analysis, and distribution of pipeline and sales metrics for the CEO and 10+ senior partners in the Sales Excellence organization to track progress against FY goals and forecasts
  - Streamlined data visualization processes by developing four dashboard views enabling leadership to quickly understand data trends and insights
  - Upskilled 10+ sales leaders and encouraged broader adoption of a new internal pipeline and sales tracking tool, becoming a go-to resource and application power user
- 2021 - 2023**     **Strategy Analyst**
- Created and delivered an eight-hour, Inclusive Leadership Experience to 11 VP stakeholders at a top five energy company to solidify client's DEI goals and develop strategies to improve employee experience
  - Established a Change & Culture Center of Excellence at an oil and gas company to provide support on transformations affecting client's 40,000+ employees across six continents
  - Launched a deployment strategy at a large medical device manufacturer to reduce commute times of 246 on-site support technicians by 30% and improve customer experience by reducing support wait times
- 

## ADDITIONAL INFORMATION

- LBS Involvement: Senior Vice President of EUROUT, overseeing a budget of £120k, corporate sponsorships, all on-stage programming for Europe's largest LGBTQ+ business conference
- Volunteer Experience: Boston College Out for Business, New York City's Lesbian, Gay, Bisexual & Transgender Community Center (The Center), Abington Square Conservancy
- Interests: aviation, dog walking, popularizing cottage cheese, walkable cities, skiing

# TREVOR JAMES

[jamestm@iu.edu](mailto:jamestm@iu.edu) | (720) 377-7290 | [linkedin.com/in/trevorjames01](https://www.linkedin.com/in/trevorjames01)

## EDUCATION

**Indiana University, Kelley School of Business**, Bloomington, IN May 2027

*Master of Business Administration*, major in Strategy & Leadership

- Kelley Consulting Academy | *Consulting Club, Out@Kelley Club*
- Recipient, Merit-Based Fellowship, ROMBA Fellowship

**Metropolitan State University of Denver**, Denver, CO

December 2015

*Bachelor of Arts in Integrated Corporate Development*, minor in Marketing

## EXPERIENCE

**Modern Agent**, Denver, CO

November 2022 - August 2025

*Founder & Principal Consultant*, 11/22 - 8/25

- Diagnosed funnel and ideal client profile mismatch; architected GTM strategy, improving conversion +20%+ across 12 clients
- Led pricing and industry partnership strategy (channel mix, revenue-share models); doubled on-page SaaS close rates to average of 25%

*Coldwell Banker Success Coach & Licensed Real Estate Agent*, 7/17 - 11/21

- Designed and delivered 100+ coaching sessions and training programs for real estate teams, increasing agent team productivity by 35% and office revenue by 30%
- Created market penetration and referral network strategy, driving \$2MM – \$5MM in annual sales and sustaining 15 – 20% YoY growth as a solo agent

**My Legal Academy**, Los Angeles, CA

July 2024 - July 2025

*Director of Sales*, 4/25 - 7/25

- Re-engineered CRM and ad funnel architecture, reduced Customer Acquisition Cost by 30%; lifted consult-to-close rate to 35% by optimizing lead qualification strategy
- Launching a new A.I. implementation product for attorneys. Created cross-sell strategy based on law firm analysis, providing \$1.2MM sales growth within 90 days and shortening the average deal cycle by 20%

*Sales Success Coach*, 7/24 - 4/25

- Advised 50+ law firms on integrated go-to-market strategies and sales automation, doubled average revenue per-firm (from \$850K to \$1.7MM)
- Developed multi-channel demand generation framework with ROI tracking dashboards, improving lead quality and marketing efficiency by 35%+ portfolio-wide

**Zillow Group**, Seattle, WA

May 2021 - October 2022

*Enterprise Account Executive*, 2/22 - 10/22

- Managed \$850K/month enterprise book of business; exceeded sales targets by 15% QoQ; secured four high-value enterprise accounts worth \$6MM ARR, expanding Norfolk, VA regional market share by 40%
- Negotiated Master Service Agreements with C-level executives, resulting in 5% YoY portfolio uplift

*Market Sales Manager*, 5/21 - 2/22

- Directed \$40MM+ in resale transactions (150+ homes); led training programs increasing team productivity by 35%

## ADDITIONAL

- **Certifications:** Accenture Root® Facilitator, Google Analytics 4
- **Leadership:** President, LGBTQ+ Real Estate Alliance – Colorado (2021)
- **Speaker, LGBTQ Real Estate Alliance National Conference '24**, *Building Your Brand Authentically*
- **Technical Skills:** CRM systems (Salesforce, HubSpot, custom builds), Tableau, OpenAI & custom AI agent development, Beautiful.ai & PowerPoint (advanced sales & strategy deck design)
- Published 40+ articles on proptech, sales strategy, and real estate trends (HousingWire, The Close)

# David Wu

Boston, MA | 617-981-9685 | dwu2515@bu.edu | linkedin.com/in/david-wu2515

## EDUCATION

**MBA, Health Sector Management + MS, Digital Technology**  
Boston University Questrom School of Business; Boston, MA

Expected May 2026

**BS Industrial Engineering**  
Purdue University, West Lafayette IN

December 2019

## WORK EXPERIENCE

LogicSource; Westport CT

June 2025 to August 2025

**Client Solutions Intern** | Supported cost-saving procurement opportunities for Univ. Of Pittsburg Medical Center and Mass General Brigham

- Conducted spend analysis for UPMC to identify cost-saving and consolidation opportunities exceeding \$130M in potential savings.
- Developed analytical models to forecast service fees, enabling executive decision making and mitigating roadblocks.
- Identified automation opportunities within LogicSource's workflows and presented findings to COO, improving operational efficiency.

AAA; St Louis, MO

November 2021 to August 2024

**DevOps Engineer** | Directed a team of developers in designing, implementing, and maintaining Guidewire PolicyCenter solutions

- Mentored team members with diverse software development skills through technical coaching and constructive feedback. Fostered professional growth, and achieved a 33% improvement in team performance within 6 months.
- Engineered an Internal REST API product, reducing network capacity usage by 95% and enhancing customer experience.
- Spearheaded migration of 190,000 policies to a cloud-based platform to enhance system scalability and efficiency, resulting in a 60% increase in agent satisfaction.
- Facilitated resolution of 500 defects found during User Acceptance Testing, ensuring timely project delivery and maintaining high-quality standards.
- Identified and rectified 20,000 policies with data inconsistencies before reaching production, saving \$250,000 in costs.
- Awarded Internal Live Legendary Silver for planning end to end testing of cloud upgrade, achieving 99% premium match.

Capgemini; Chicago, IL

February 2020 to October 2021

**Consultant** | Implemented and optimized Guidewire Solutions to enhance insurance operations, and drive client success

- Collaborated with offshore teams to optimize testing and implementation process for weekly client change request, ensuring timely and effective project delivery.
- Delivered technical support, solutions, and training to 3 global insurance enterprises, with 100% client satisfaction.
- Orchestrated orientation sessions with 30 new hires, outlining goals and responsibilities to ensure a smooth transition and alignment with organizational goals.

Yu Lab; West Lafayette, IN

August 2018 to December 2019

**Healthcare Research Assistant** | Published in The Journal of the Human Factors and Ergonomics Society

- Analyzed 300+ hours of audio data to determine correlations between communications metrics and patient.
- Identified 19 behavior features statistically correlated with surgeons' nontechnical skill during robotic-assisted surgery; features were used to predict actions that promote teamwork and patient safety scores with 70% accuracy.

## Leadership & Skills

**President, Consulting Club:** Lead a 50+ member organization by setting strategic direction, managing the executive board, and organizing 10+ workshops, alumni networking, and case competitions each semester to prepare students for consulting careers.

**ROMBA Fellow:** Selected as a diversity ambassador, engaging with prospective students to promote inclusivity and welcoming environment for diverse candidates.

**Software Development:** Java, Python, SQL, Guidewire Cloud, Product Management, Agile/Scrum

**Certifications:** Massachusetts Life and Health Producer License, Guidewire PolicyCenter Ace

**Interests:** Coaching Muay Thai for 30+ adult beginners, Cooking, Reading (Fantasy, Professional Development)



# MONICA RIEFKOHL BLEDSOE

monicarbledsoe@gmail.com | 678-662-1061 | [www.linkedin.com/in/monica-r-bledsoe](http://www.linkedin.com/in/monica-r-bledsoe)

## EDUCATION

---

**UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS**, Athens, GA 2024-2026

**MBA— Finance, Strategy, Marketing**

- ROMBA Fellow, Terry Excellence Fund & International Residency Scholarships Recipient, Graduate Assistantship

**EMORY UNIVERSITY**, Atlanta, Ga 2013-2017

**BS— Neuroscience and Behavioral Biology; Minor in Dance and Movement Studies**

- Community Building Social Change Fellow, Courtesy Scholar

## EXPERIENCE

---

**UNITED PARCEL SERVICE (UPS)**, Atlanta, GA Summer 2025

**Marketing and Strategy MBA Summer Intern**

- Connected cross-functional teams to address a sustainability rule impacting 4,000 warehouse customers
- Collaborated with finance, supply chain, and sustainability teams to align regulatory insights with ERG goals
- Quantified \$234K annual customer savings and \$54M+ revenue potential on scaling compliance solutions

**UNIVERSITY OF GEORGIA (UGA)**, Athens, GA 2024-2025

**Nonprofit Board Fellows Program Manager**

- Oversaw a 20-month program, applying project management skills to balance multiple deliverables
- Grew program participation by 20% through strategic outreach and strengthened nonprofit partnerships
- Designed and managed a competitive selection and matching process for first year MBA Fellows

**PROMOTING LOCAL AGRICULTURE AND CULTURAL EXPERIENCES (PLACE)**, Athens, GA 2023-2024

**President/CEO**

- Established strategic goals and objectives for the Athens Farmers Market board of directors
- Developed new fundraising strategies in collaboration with proposals to 210+ potential sponsors
- Facilitated research on food access impact and presented findings at the Global Food Is Medicine Conference

**EDUCATIONAL STAFFING SOLUTIONS (ESS)**, Athens, GA 2022-2023

**Data Analyst/Account Manager**

- Analyzed information from CRM, ERP and HRIS systems; improved fill rates from 60% to 80% within 2 months
- Implemented innovative recruitment strategies to attract a diverse range of education professionals
- Managed and retained 336 substitute teachers across 22 schools, ensuring consistent staffing at district level

**ATHENS FARMERS MARKET (AFM)**, Athens, GA 2020-2023

**Food As Real Medicine Prescription (FARM Rx) Program Coordinator**

- Fundraised \$350,000 to expand the FARM Rx from 16 families to 100 in three years to increase food access
- Organized the FARM Rx 5K, surpassing its fundraising goal by 80% in its first year of implementation
- Maintained above-average retention rates for the FARM Rx program annually

**BEN FRANKLIN ACADEMY (BFA)**, Atlanta, GA 2017-2020

**Algebra, Geometry, and Biology Teacher and Academic Advisor**

- Provided advanced differentiated instruction techniques and adaptive technologies to cater to diverse needs
- Developed and executed individualized education plans (IEPs) for 55 students with learning disabilities
- Utilized strong communication skills to facilitate coordination between administrators, parents, and faculty

## ADDITIONAL INFORMATION

---

- Technical Skills: Microsoft Office, Google Suite, Budgeting, Database Management, Mailchimp
- Certification: Six Sigma Green Belt, Management and Strategy Institute, 2022
- Interests: 3D Printing, Reading, Rock Climbing. Sustainability, Travel, Volunteering, Woodworking, Golf

# Lester W. Gibbs

Boston, MA | 270-985-5757 | lwgibbs@bu.edu | www.linkedin.com/in/lestergibbs

## EDUCATION

**MBA** Expected May 2027

Boston University, Questrom School of Business; Boston, MA

- Reaching Out MBA Fellowship, Merit Scholarship Recipient

**BA in Integrated Strategic Communication and BA in Theatre, *Summa Cum Laude*** May 2015

University of Kentucky; Lexington, Ky.

- Emphasis in Public Relations and Creative Marketing
- "Governor's Scholar Presidential Scholarship" recipient for civic and economic leadership development

## Personal Statement

- Transitioning out of a decade-long performance career, I am using Questrom's MBA as an opportunity to strengthen my analytical and quantitative skills to optimally leverage my storytelling and interpersonal-relationship-building skills in a corporate environment for my employer and our clients.

## WORK EXPERIENCE

Various Regional Theaters/Concert Halls; New York, NY August 2015 to July 2025

### Musical Theatre Performer

- Collaborated with creatives, rehearsed, and performed leading and ensemble roles in 11 musicals including The Cher Show, Kinky Boots, West Side Story, and Guys and Dolls.
- Recorded print and video campaigns for national use for The Book of Mormon' and The Inheritance'.
- Performed in 7 shows for national nonprofit Broadway Cares/Equity Fights AIDS (Broadway Bares) and industrial-style shows for companies such as NBC Universal (Bravo) and Robin Hood Foundation.

Orso; New York, NY January 2023 to June 2025

### Server

- Developed relationships with and served upwards of 125 patrons per night including high profile/celebrity clientele in a fast-paced dining setting with a strong culture of returning "regulars".
- Maintained all aspects of front-of-house service such as setting, serving, and bussing 21 tables.
- Educated customers on restaurant's cuisine and cocktail/wine selections from various regions of Italy.

Drew McGukin Interiors; New York, NY January 2017 to May 2023

### Freelance Consultant/Client Concierge

- Prepared homes for major renovation and relocation of contents including coordinating with domestic and international moving services across 3 countries.
- Organized and inventoried client's clothing, shoes, and accessories and saw to minor home repairs such as furniture restoration for all members of 4 families.

Forrest Staffing Solutions; New York, NY August 2015 to April 2018

### Temporary Logistics Staff

- Executed more than 75 temporary hospitality and clerical service-oriented jobs for the company's luxury clientele (i.e. inventory and archiving of Marc Jacobs' collections at the end of press life).
- Acted as guest concierge for more than 30 private events and large banquets and provided staffing support for event spaces and in-house event staff.

People's Revolution; New York, NY May 2013 to August 2013

### Public Relations Intern

- Generated media pitches to assist brand managers, updated press kits, and merchandised/organized the company's sample showroom of 9 fashion houses.
- Executed a daily routine of monitoring major outlets for client mentions and created press-clippings of client coverage in publications such as V Magazine, Marie Claire, InStyle, and Harper's Bazaar.

## Carolina Calixto

### Contact Details

M: +44 7386 797493  
acc200@jbs.cam.ac.uk

### Education

---

<b>Judge Business School, University of Cambridge, UK</b> Reading for Master of Business Administration degree Awarded the ROMBA Scholarship	2025 - 2026
<b>Inspere Instituto de Ensino e Pesquisa (Inspere), São Paulo, Brazil</b> Post-Degree in Financial Management – CFM	2015 - 2017
<b>Universidade Federal de Uberlândia (UFU), Uberlândia, Brazil</b> Bachelor of Economics	2009 - 2013

### Business experience

---

**Opella, São Paulo, Brazil** 2024 – 2025

#### Delivery and Performance Expert, Global Data & AI

- Established governance for the €19M D&A project portfolio, optimizing resource allocation, mitigating risks, and ensuring financial and operational efficiency
- Co-led value assessments of new projects, collaborating across teams to evaluate viability, develop robust business cases, and support leadership in prioritization and decision-making
- Product Owner of an innovative tool for monitoring and controlling the €190M Digital budget

**Sanofi, São Paulo, Brazil** 2019 – 2024

#### EU & LatAm Digital Manager

- Part of the global leadership team responsible for guiding the separation of the Data & Analytics applications through the company's Consumer Healthcare (CHC) Unit carve-out and shaping the data operations and support model for the new entity
- Collaborated with cross-functional teams to ensure a smooth transition, identifying and mitigating risks

#### Data Analytics Coordinator

- Led a multidisciplinary team (5 direct reports) and worked with local and global teams to develop and implement robust data governance policies and procedures to ensure data quality, accuracy, and consistency across the organisation
- Orchestrated the CHC digital transformation, establishing new data governance and visualisation solutions, saving ~11 workdays/month of manual effort for the Brazil team
- Led the global Marketing Mix Model project for A&P allocation in Brazil, generating a 10% ROI increase over a year

#### Business Analytics Coordinator

- Acted as local focal point in global performance meetings, leading competitive intelligence, pricing, and market-trend discussions while monitoring and forecasting CHC data (~US\$7.0bn) with a pioneering weekly forecast (±5% accuracy) later replicated internationally.

#### Market Intelligence Senior Analyst

- Led Sanofi's Pasteur end-to-end project to transform into a data-driven business unit, aiming to spread an analytics culture for better decision-making in vaccine commercialization. Responsible for all stages from sourcing the best public health care data in Brazil to presenting performance analysis to C-level
- Responsible for market forecast, performance tracking, and competitive analysis of Medley's business unit (a business unit that operates in the ~US\$5.5 bln generic drugs market in Brazil)

**Novo Nordisk, São Paulo, Brazil** 2018 – 2018

#### FP&A Specialist

- Led Brazil's Forecast, P&L, closing, and finance presentations, while contributing to the development of the TM1-based budget control system.

**Biosev (Louis Dreyfus Company), São Paulo, Brazil** 2014 – 2017

#### FP&A Sr. Analyst

- Created the company's valuation model (~US\$600M). Responsible for reporting and presenting to the CFO, France headquarters, audit companies (Deloitte, KPMG), and directly to the market (BM&FBOVESPA)

### Additional information

---

<b>Nationality</b>	Brazilian
<b>Languages</b>	English (Fluent), Portuguese (Native)
<b>Achievements</b>	Selected for <i>McKinsey's Make Your Mark 2025</i> Pre-MBA Mentorship Programme
<b>Interests</b>	Amateur woodworker; Rescue dogs' volunteer; Sports enthusiast

# JOE (TANAN) CHANTAJUNLASIN

joe.chantajunlasin@duke.edu • (984) 287-9395 • Durham, NC • [linkedin.com/in/tananjoe](https://www.linkedin.com/in/tananjoe)

## EDUCATION

### DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

#### *Master of Business Administration*

Jul 2025 – May 2027

695 GMAT FE (98%tile); Merit fellowship recipient, Fuqua Impact Scholar, ROMBA Fellow; Health Sector Management Certificate

### CHULALONGKORN UNIVERSITY, Chulalongkorn Business School

Bangkok, Thailand

#### *Bachelor of Accountancy, Accounting Information Systems Concentration*

Jul 2014 – May 2018

G.P.A. 3.99/4.00; Ranked 1st in Class (685 students); Full-tuition merit scholarship recipient; VP of Activities, the Accounting Student Committee; Treasurer of Phee Affinity Club; Department of Accountancy service award

## EXPERIENCE

### EY PARTHENON

Bangkok, Thailand

#### *Senior Consultant, Merger and Acquisition Advisory*

Aug 2022 – May 2025

- Spearheaded the \$150M cross-border divestment of Thailand's second-largest medical aesthetics services provider; directed end-to-end document preparation for virtual data room and directed investor Q&A sessions.
- Led cross-functional teams across Southeast Asia to streamline execution, ensuring seamless investor engagement.
- Developed scenario analyses and financial model that revealed \$100M+ in integration risks of a potential acquisition of Indonesia's 3rd-largest F&B chain, directly shaping C-Suite acquisition strategy and capital allocation decisions.
- Improved accuracy in financial models and presentation by 30% through mentorship of 6+ interns and junior team members, earning selection by senior management to develop technical training programs for new consultants.

### KGI SECURITIES (THAILAND) (SET:KGI)

Bangkok, Thailand

#### *Assistant Manager, Equity Capital Market Investment banking*

Sep 2021 – Jun 2022

- Accelerated a \$22M IPO as one of the youngest assistant managers by orchestrating collaboration among 5+ advisors, SEC, and stock exchange stakeholders; reduced preparation time by 40% and completed the process in under 10 months-outperforming the industry average of 12-24 months.
- Advised high-growth companies (F&B, automotive, and healthcare) through IPO processes; partnered with founders and management teams to develop compelling growth stories that effectively communicate business value to investors.

### DAOL SECURITIES (THAILAND)

Bangkok, Thailand

#### *Analyst, Debt Capital Market*

Jan 2021 – Sep 2021

- Managed the end-to-end underwriting process for corporate bonds totaling over \$100M, aligning financial strategy with capital needs while ensuring seamless execution, successful institutional investor placement, and long-term financial sustainability.
- Designed and implemented a standardized filing template adopted across future issuances, formalizing workflows and optimizing task allocation to achieve a 30% reduction in processing time, enhancing team efficiency and scalability.

### PRICEWATERHOUSECOOPERS

Bangkok, Thailand

#### *Senior Associate, Core Assurance - Financial Services*

Jul 2018 – Dec 2020

- Enhanced financial reporting accuracy by 40% through leadership of a 15-member team (5 associates and 10 interns) conducting comprehensive audits for a top-tier securities brokerage, ensuring compliance with new regulatory standards.
- Led audit engagements as an associate, guiding a newly formed team to deliver outputs under tight deadlines while guiding a newly formed audit team through regulatory changes, improving working papers for new accounting standards.
- Promoted to Senior Associate for early leadership, recognized for exceptional performance, and obtained the CPA designation in a notably short time frame.
- 

## SKILLS AND INTERESTS

**Technical:** Financial Modeling, Market Research, Due Diligence Analysis, Power BI, SQL, CapIQ, and MS Office

**Certifications:** CFA® Charterholder, CPA (Thailand), and Diploma in Thai Financial Reporting (Thailand)

**Volunteer work:** Founded and lead a mentorship program for first-generation and low-income students at alma mater

**Interests:** Urban exploration, mindfulness practice, and exploring new foods and restaurant concepts

# GIAN GABRIEL GUGLIEMELLI

ggugliel@simon.rochester.edu | (585) 410-8748 | <https://www.linkedin.com/in/gianguglielmelli>

---

## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, New York**

**Master of Business Administration (STEM-Designated)**

**May 2026**

- **Scholarships:** Reaching Out LGBT MBA Fellow. Prospanica and Monachelli George Eastman Circle Scholarship Recipient
- **Leadership:** Vice President of Finance & Operations, Simon Pride Alliance and Simon Marketing Association. Dean's List

**Fundação João Pinheiro**

**Belo Horizonte, Brazil**

**B.A. in Public Administration**

**August 2018**

- **Scholarship:** Full-Tuition & Stipend Scholar, FAPEMIG
- **Leadership:** Recipient, Hesselbein Global Academy Leadership Medal (University of Pittsburgh)

---

## PROFESSIONAL EXPERIENCE

**AGAME SEARCH FUND, LLC**

**Rochester, New York**

**Summer Investor Partner**

**June 2025 – August 2025**

- Built and analyzed LBO models and financial statements for 30+ target companies (\$5M–\$50M revenue range); analyzed CIMs, assessed business models, and authored investment recommendations for senior partners in Investment Committee
- Initiated and qualified a direct-to-owner acquisition prospect adding a new target to the firm's pipeline (only intern to reach management-meeting stage)

**LAFAMILIA FOUNDATION**

**Rochester, New York**

**MBA Summer Intern**

**June 2025 – August 2025**

- Built and deployed a custom AI chatbot on Slack using vibe coding, integrating internal databases and LLMs to automate key workflows and reduce internal response times; usage and KPI tracking scheduled for Q4.
- Executed investor relations strategy through LP/GP events, facilitating capital introductions for Latino VC ecosystem.

**MINAS GERAIS DEVELOPMENT BANK**

**Belo Horizonte, Brazil**

**Special Projects Lead, Office of the CEO**

**June 2022 – June 2024**

- Led a CEO-sponsored overhaul of the cybersecurity team at a US\$ 1B-asset bank, driving process optimization and governance redesign; improved NIST maturity from Level 1 to Level 3 a year ahead of target.
- Led cross-functional collaboration across compliance, IT, and leadership, cutting vulnerability remediation time by 70%
- Delivered regularly presentations to Board of Directors and senior leadership, securing unanimous approval on key initiatives

**MINAS GERAIS DEPARTMENT OF PUBLIC HEALTH**

**Belo Horizonte, Brazil**

**Data Protection Officer (July 2021 – May 2022)**

**October 2019 – May 2022**

- Led data and digital transformation initiatives, reducing system exposure by 30% and safeguarding data of 20M+ individuals
- Built frameworks for regulatory compliance, using competitive intelligence to benchmark best practices

**Chief Partnership Advisor (October 2019 – June 2021)**

- Led product strategy and GTM of Telehealth platform, enabling 50K+ AI COVID assessments and 11K+ consults
- Coordinated government-wide response to two mining disasters, managed a team of 30+ professionals, a portfolio of 800+ high-profile stakeholders and +\$10 million budget to drive new strategic partnerships and enhance business development efforts

**MINAS GERAIS HOUSING COMPANY**

**Belo Horizonte, Brazil**

**Strategic Advisor, Office of the CEO**

**May 2019 - October 2019**

- Identified and implemented cost-saving strategies, reducing operational expenses by 67%

---

## ADDITIONAL INFORMATION

- **Leadership:** Student Organizer, Reaching Out MBA Conference 2025 (+1000 attendees)
- **Global Experience:** LatAm focal point for humanitarian affairs at United Nations Major Group for Children and Youth (2019)
- **Languages:** English (Fluent), Portuguese (Native), Spanish (Limited working with professional experience)
- **Recognition:** State-level Policy Maker Award (2021), Inova Award (2021), Conecta SES (2020)
- **Technology & Skills:** SQL, Python & R (working). Low-Code Automation (n8n, Zapier, Google Apps Script). Gen-AI / OpenAI API (prompt design, wrapper use). HTML/CSS & JavaScript (edit-level). Financial Modeling (3-statement, DCF, LBO).

# FANGJUE XIE

fanguex@umich.edu • (734) 604-8176 • [linkedin.com/in/fangjue-xie-1178b123](https://www.linkedin.com/in/fangjue-xie-1178b123)

<b>EDUCATION</b>	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration (STEM), May 2027 <ul style="list-style-type: none"><li>• Emphases: Technology, Strategy, Marketing</li><li>• Member: Tech Club   Consulting Club   Outdoor Club   Jogger Club</li><li>• Merit Scholarship   Reaching Out MBA (ROMBA) Fellowship   GMAT 715 (99th percentile)</li></ul> <b>UNIVERSITY OF INTERNATIONAL RELATIONS</b> <b>Culture and Communication</b> Bachelor of Arts, July 2007 <ul style="list-style-type: none"><li>• Co-Founder &amp; Editor-in-Chief, Campus Weekly Journal</li></ul>	<b>Ann Arbor, MI</b>         <b>Beijing, China</b>
<b>EXPERIENCE</b> <b>2021-2025</b>	<b>XIAOMI (BEIJING) SCIENCE AND TECHNOLOGY CO., LTD</b> <b>Sr. Key Account Manager, Ad Platform, 2023-2025</b> <ul style="list-style-type: none"><li>• Drove digital marketing operations for global brands across CPG, apparel, luxury and travel with 500M+ omnichannel user base, fueling 30%+ annual revenue growth</li><li>• Initiated 100+ partnerships to capture larger shares of client marketing budgets, generating \$10M+ annual revenue and doubling client base</li><li>• Spearheaded real-time location- and temperature-based ads amid rising demand for precision marketing, securing \$500K incremental revenue from 20+ clients in six months</li><li>• Orchestrated AI adoption sessions with creative and project team, streamlining video production workflow from 2 weeks to 3 days and increasing client satisfaction 10%</li></ul> <b>Sr. Sales Manager, Ad Platform, 2021-2023</b> <ul style="list-style-type: none"><li>• Shaped go-to-market strategy for new travel ad segment through 50+ client interviews, unlocking \$1M+ revenue in first year</li><li>• Guided product marketing team to prioritize Smart TV ads amid advertisers' budget shift from outdoor to at-home channels during COVID, driving 50% revenue growth</li></ul>	<b>Shanghai, China</b>
<b>2016-2021</b>	<b>QYER TRAVEL TECHNOLOGY</b> <b>Sales Manager, Internet Service, 2017-2021</b> <ul style="list-style-type: none"><li>• Pioneered content co-building, influencer collaborations, and API partnerships that enabled brands to engage 60M+ Chinese travelers, generating \$3M+ in annual revenue and driving one-third of total company ad revenue</li><li>• Led client adoption through 100+ workshops at product monetization launch, acquiring 70+ new clients and driving 40% of total client growth (2017–2019)</li><li>• Developed industry-specific sales strategies for Fortune 500 clients, transforming initial engagements into long-term partnerships and driving up to 100%+ YoY revenue growth</li></ul> <b>Strategic Planner, Internet Service, 2016-2017</b> <ul style="list-style-type: none"><li>• Built brand–influencer exchange ad platform that automated manual matching, connecting 200+ travel influencers with brands and enabling them to earn income first time</li><li>• Analyzed 1M+ travel search behaviors to balance user experience and ad revenue, piloting a Visa/UnionPay promotional payment feature that scaled to 10K+ webpages</li></ul>	<b>Shanghai, China</b>
<b>2015-2016</b>	<b>OGILVY &amp; MATHER ADVERTISING WORLDWIDE</b> <b>Account Manager</b> <ul style="list-style-type: none"><li>• Managed 10+ marketing campaigns (TV, OOH, digital, social) with \$30M annual budget for new product launch, achieving 10% YoY sales growth across each product line</li></ul>	<b>Shanghai, China</b>
<b>2011-2014</b>	<b>PUBLICIS ADVERTISING GROUP</b> <b>Sr. Account Executive</b> <ul style="list-style-type: none"><li>• Coordinated teams across 3+ countries to launch BMW and P&amp;G's first Facebook campaigns in APAC, driving 3M+ customer engagements</li></ul>	<b>Beijing, China</b>
<b>ADDITIONAL</b>	<ul style="list-style-type: none"><li>• Award: Xiaomi Ad #1 Salesperson in 2024 and H1 2025   xxxxx</li><li>• Founded twelve, a sports and fitness community platform, leveraging online content to grow 10K+ followers and convene 2K+ offline participants; scaled operations to 100+ events and attracted brand sponsorships (Lululemon, Speedo), driving \$70K+ in revenue in 18 months</li><li>• Cat Lover: hosted numerous cat support events since 2022 and raised funds to cover costs to neuter 10+ stray cats</li></ul>	

# ANTHONY CERVALLI

Atlanta, GA • (678) 504-9313 • [acervalli3@gatech.edu](mailto:acervalli3@gatech.edu) • [www.linkedin.com/in/anthony-cervalli](https://www.linkedin.com/in/anthony-cervalli)

## EDUCATION

### GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA

#### Master of Business Administration (STEM MBA) GPA: 3.94

May 2026

- *Honors*: Reaching Out MBA Fellow with Merit-Based Scholarship
- *Concentrations*: Leadership, Product and Service Innovation, Operations
- *Practicums*: Pro Bono Non-Profit Consulting: Analytics-driven content strategy for Pro Bono Partnerships Atlanta; Strategic Marketing: Strategic lead generation and growth for TMaxFit; Strategic Management: Utilizing loyalty for growth with IHG

### UNIVERSITY OF NORTH GEORGIA

Dahlonega, GA

#### Bachelor of Science in Biology

May 2021

- *Awards*: UNG Biology Department Ralph E. Hitt Teaching Assistant of the Year: 2021, Supplemental Instruction Dynamic Duo Award: 2019, Dean's List: 2019–2021, UNG S-STEM Scholarship Recipient

## EXPERIENCE

### GEORGIA TECH HUMAN RESOURCES

Atlanta, GA

#### Graduate Student Assistant

May 2025–Present

- Design and deliver a student hiring framework for 9,000+ Georgia Tech students per year, streamlining onboarding and aligning stakeholders
- Create SOPs for student hiring framework to improve staff training and boost KPIs

### GEORGIA TECH STRATEGIC CONSULTING

Atlanta, GA

#### Graduate Summer Intern

May 2025–August 2025

- Discovered year-over-year declines in wellness course participation and delivered actionable insights to drive continuous improvement for 5,000+ student cohorts
- Owned discovery, creation, and implementation of two comprehensive resource toolkits, integrating key stakeholder feedback for seamless adoption across 44,000+ Georgia Tech students, faculty, and staff
- Conducted audit of wellness policies across five Scheller programs, producing focus group questions to capture student perspectives and drive institutional alignment

### CENTERS FOR DISEASE CONTROL AND PREVENTION (CDC)

Atlanta, GA

#### Research Fellow

October 2022–July 2024

- Initiated and headed critical research project to fill significant data gap for lab International Standard Organization compliance
- Developed and implemented process improvements that reduced test time by 50%, significantly reduced error rates, and increased test performance and efficiency
- Coordinated with lab teams across departments to align timelines, coordinate workflows, and deliver test and material outputs on schedule for global distribution
- Organized and facilitated a week-long public health training conference for 30 participants, delivering hands-on instruction in advanced laboratory techniques

### PUBLIX SUPER MARKETS

Atlanta, GA

#### Customer Service Staff

June 2015–August 2021

- Directed operations of 80+ associates to reduce operational bottlenecks and drive exceptional customer experience
- Managed daily cash office operations at \$1M/week store, including till reconciliation, safe balancing, and cash allocation for financial accuracy and compliance
- Navigated complex interactions across diverse customer and team demographics, ensuring consistent service excellence

## RELEVANT INFORMATION

**Leadership**: Health and Life Science Management Club Founder and President, Scheller Pride President, Georgia Tech Graduate Emerging Leaders Advisory Board Member, Scheller MBA Social Committee Co-Chair, Scheller MBA Ambassador

**Volunteer Experience**: Trees Atlanta, October 2025; Atlanta Science Festival Volunteer, March 2024; CDC Laboratory Science Symposium Planning Volunteer, September 2023–March 2024; CDC Disease Detective Camp Volunteer, July 2023

**Research**: Stability of severe combined immunodeficiency and spinal muscular atrophy PT/QC materials, 2023; Analyzing the human impact on the health of American Toads (*Anaxyrus americanus*) Northeast Georgia, 2019–2021; Effects of habitat clearing on southern two-lined salamanders (*Eurycea cirrigera*), 2019–2021

# JOELLE BAILEY

New York, NY | +1 (410) 717 - 6944 | joellebailey@stern.nyu.edu | www.linkedin.com/in/joellebailey

## EDUCATION

### NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

#### *Master of Business Administration*

May 2027

#### *Specializations in Strategy and Finance*

- Recipient, Consortium for Graduate Study in Management (Full-Tuition Merit-Based)
- Fertitta Military Veteran Program Fellow; Forté Fellow; Reaching Out MBA (ROMBA) Fellow
- Member: Management Consulting Association, Stern Management & Strategy Club, OutClass (LGBTQ+ affinity), Military Veteran Club, Association of Hispanic and Black Business Students Club

### UNITED STATES NAVAL ACADEMY

Annapolis, MD

#### *Bachelor of Science in Quantitative Economics (with Merit)*

May 2022

- Instructor, USNA STEM Center for Education and Outreach
- Manager, Navy Women's Lacrosse
- Member: National Society of Black Engineers, Midshipmen Caribbean Heritage Club

## EXPERIENCE

### DELOITTE CONSULTING LLP (Government and Public Services)

Arlington, VA

#### *Business Technology Solutions Consultant*

2024 - 2025

- Drove sprint planning and backlog management across four digital workstreams, boosting delivery cadence and expanding secure access to 10M+ tax documents for clients and internal stakeholders
- Designed and launched an automated records retrieval system that reduced cross-functional delays by 20%, streamlined high-volume data workflows, and enhanced performance management visibility across teams
- Led change management workshops with 10+ C-suite executives across Fortune 500 software firms to implement Department of Homeland Security's Secure by Design initiative, accelerating adoption of national cybersecurity standards
- Authored Deloitte's first "College Athletics Playbook," an industry-defining framework now adopted by 500+ consultants to advise university clients, guiding firm strategy and positioning in the \$18B U.S. college athletics market
- Composed a white paper for LA2028 highlighting the critical importance of accessibility, informing planning to support 15,000+ athletes and 10M+ patrons at the Olympic Games
- Directed staffing strategy for a \$56M contract re-compete, aligning cross-functional talent with proposal requirements, optimizing resource allocation, and ensuring full project readiness to secure competitive advantage
- Mentored 5+ veteran candidates through Deloitte's Service Academy Recruiting program, leading case prep sessions that resulted in firm offers and advanced their consulting careers

#### *Business Technology Solutions Analyst*

2022 - 2024

- Spearheaded and implemented 2 U.S. Navy AI use cases that were adopted across multiple commands, generating \$2M in annual cost savings, enhancing real-time resource allocation, and strengthening operational readiness at scale
- Oversaw strategic analysis to restructure operations for 7,500+ Navy personnel, reducing inefficiencies and aligning delivery with senior leadership goals under the new agile warfighting concept
- Built a readiness dashboard adopted by Air Force leadership, enabling tracking of 50+ KPIs to evaluate training and resource allocation, directly supporting alignment with the National Defense Strategy and enhancing force preparedness
- Developed strategic messaging for a Congressional response, translating complex AI initiatives into clear, policy-level communication that informed decision-making and built alignment among senior stakeholders
- Spearheaded as Logistics Lead for Deloitte's Black Leadership Summit with 400+ practitioners and acquired over \$55K in investment for Black-owned business, fostering economic empowerment within the community
- Led an internal culture team for project, drafting 10+ newsletters with updates and client-related events, and facilitating 3 hybrid knowledge-sharing sessions to improve team engagement and knowledge management

## ADDITIONAL INFORMATION

- **Clearance:** Active Department of Defense Top Secret
- **Skills:** Microsoft Office Suite, Google Workspace, Power BI, Python, Stata, Tableau
- **Interests:** Traveling to the Caribbean, Real Housewives (Atlanta, Potomac), Sports (Jamaican Track & Field, all Baltimore teams), Fitness (Strength Training, Barry's, HIIT)
- **Activities:** Military Academy Nomination Board (Rep. Sarah Elfreth), Girls on the Run Coach, Headfirst Summer Camps Swim Instructor



# Olivia G. Merritt

Hanover, NH, U.S.A. • (250) 507-2400 • olivia.g.merritt.tu27@tuck.dartmouth.edu • linkedin.com/in/oliviagmerritt

---

## EDUCATION

### TUCK SCHOOL OF BUSINESS AT DARTMOUTH

*Candidate for Master of Business Administration degree, June 2027*

Reaching Out MBA Fellow, Volunteer Javelin Coach - Dartmouth Track and Field Team.

Consulting Club, Energy Club, Health Care Club.

Hanover, New Hampshire, U.S.A.

2025-Present

### CARLETON UNIVERSITY

*Doctor of Philosophy International Affairs (Economic Policy), incomplete*

Ottawa, Ontario, Canada

2019-2022

### CARLETON UNIVERSITY

*Master of Arts in International Affairs, February 2017*

Concentration in Global Public Policy and International Institutions - Ontario Graduate Scholar.

Ottawa, Ontario, Canada

2014-2016

### UNIVERSITY OF VICTORIA

*Bachelor of Arts Sociology Honours Program (thesis option), May 2013*

Concentration in Health and Aging - With Distinction GPA: 8.13 / 9 - Alan Hedley Scholar.

Victoria, British Columbia, Canada

2009-2013

---

## EXPERIENCE

### HEALTH CANADA

*Manager, Health Emergency Coordination Office (HECO), Health Canada*

Ottawa, Ontario, Canada

2023-2025

- Leveraged national and international pandemic lessons learned analyses; designed, performed strategic planning, and operationalized a new federal office to safeguard Canadians from high-risk health threats post COVID-19.
- Recruited, trained, and mentored a team of four health emergency analysts representing diverse backgrounds and experience to lay the groundwork for a high-performing, dynamic, and inclusive work culture.
- Envisioned and executed interdepartmental governance to enable fast, effective, and inclusive senior management decision-making for health emergencies (received Director-General's Award for team's outstanding work).

*Senior Advisor to the Federal Lead, COVID Task Force/Deputy Minister's Office*

2022-2023

- Recommended strategies to senior management on procurement, distribution, and management of COVID-19 rapid tests, to achieve access for all Canadians (incl. urban, rural, and remote populations) despite regulatory and jurisdictional complexities.
- Oversaw fast and effective public reporting on rapid test policy working in tandem with other jurisdictions to publish weekly website updates and complete biannual parliamentary reports.
- Directed the smooth operations of the Federal Lead's Office (five staff), including supporting staff through burnout recovery and facilitating access to mental health resources to actualize a culture of care.

### INNOVATION, SCIENCE, AND ECONOMIC DEVELOPMENT CANADA

*Manager, International Affairs Directorate*

Ottawa, Ontario, Canada

2021-2022

- Led a team of eight analysts, formulated and advanced Canadian positions on priority innovation issues.
  - Negotiated commitments with over 20 different international government stakeholders regarding collaboration on green economic growth (e.g. Canada-Switzerland Cleantech Innovation Summit; World Economic Forum), supply chain resiliency (Canada-U.S. Supply Chains Working Group), digital policy (e.g., G20; Canada-EU Digital Dialogue).
  - Organized 20+ leader-level, ministerial, and senior management engagements with international counterparts (e.g. PM Trudeau and Chancellor Scholz LNG discussions; PM Trudeau and President Biden on supply chain resiliency; Minister Champagne and Commerce Secretary Raimondo on critical minerals collaboration).
- 

## PERSONAL

- Languages: English (first language), French (fluent - intermediate).
- MVP Carleton University Varsity Rugby 2014-2016; Canada Rugby 15s & 7s Identification Camp participant 2016 & 2017; Ontario Senior Women's Rugby 2016 Silver Medalists; Dubai Rugby 7s Plate Champions 2013.
- 2024 Canadian Olympic Trials - Javelin finalist (7th place finish); Ottawa Lions Track and Field Club - Gilbert Award (Best female field athlete, 2020-2021). Coached university and high-school-aged javelin throwers in Ottawa region (2022-2025).
- Board Chair - Staff Workplace Wellness Action Team at Fisheries and Oceans Canada (2018-2020); Author and editor at iAffairs Canada 2015-2017; Communications Intern (United Nations South Africa - 2013).

# Michaela DiLoreto

Hanover, NH • (781) 572-8752 • michaela.diloreto.tu27@tuck.dartmouth.edu • linkedin.com/in/michaeladiloreto/

---

## EDUCATION

### TUCK SCHOOL OF BUSINESS AT DARTMOUTH

*Candidate for Master of Business Administration degree, June 2027*

Merit scholarship recipient; Forté Fellow, ROMBA Fellow

Hanover, NH

2025-Present

### HARVARD UNIVERSITY

*B.A., Comparative Literature and Near Eastern Languages & Civilizations*

Cohn scholarship recipient; President and Co-founder of Jewish Outdoors Club and Shabbat 1000 Chair

Cambridge, MA

2016-2019

---

## EXPERIENCE

### QUADRANT STRATEGIES

#### *Research Manager*

Boston, MA

2023-2025

- Designed and executed mixed-methods research for Fortune 100 and high-impact nonprofit clients to inform strategic decision-making and drive measurable outcomes
- Directed stakeholder analysis for *The Connecticut Project*, influencing \$20M Dalio Education grant disbursement by aligning investment priorities with constituent needs
- Liaised between members of Amazon's The Climate Pledge on annual conference and exhibition planning; facilitated discussions on carbon neutrality and efforts to reduce Scope 3 emissions, garnering feedback from over 200 stakeholders
- Conducted data-driven testing and optimization for *Comcast's* Paris 2024 Olympic advertising, resulting in improved campaign performance and ROI

### QUADRANT STRATEGIES

#### *Consultant, Digital Strategy*

Boston, MA

2021-2023

- Led and mentored teams of 2-4 junior researchers in conducting mixed-methods research and delivering strategic insights to leading companies
- Compiled data-backed digital intelligence reports using custom-made digital marketing and research tools for *Google, Starbucks, and Chick-fil-a* to advise senior leadership on antitrust positioning and labor relations; delivered presentations informing internal policy refinement and strategic positioning
- Evaluated scalability and market positioning of *Patagonia's* Worn Wear platform, uncovering market opportunities resulting in expanded resale penetration across US markets and increase in circular revenue stream
- Spearheaded initiatives to engage Jewish employees and allies through cultural, social, and educational events as President and Co-Founder of employee resource group (ERG) *Raviya*

### LEXIA LEARNING, FORMERLY A ROSETTA STONE COMPANY

#### *Marketing Specialist*

Boston, MA

2019-2021

- Drove localization and scaling of the PowerUp literacy platform for Arabic-speaking markets, expanding reach to 200K+ students across the MENA region and establishing foundation for sustained regional growth
  - Built and implemented a centralized campaign operations calendar and standardized analytics framework, reducing time-to-launch by 30% and improving cross-functional coordination and performance visibility
  - Developed data-driven strategies to optimize email deliverability and engagement, leading to a 32% lift in open rates and a 25% increase in click-through rates across key campaigns
- 

## PERSONAL

- Language Competencies: Fluent in Modern Hebrew; Working Proficiency in Arabic (MSA), Italian, and Spanish
- Interests: Martial arts (Black Belt in Taekwondo), literature, photography, travel/backpacking
- Community Involvement: Member of Combined Jewish Philanthropies' LGBTQIA+ Board, Jewish Community Center of Boston Development Committee, and the Hineni Professional Volunteer Network

# FANGJUE XIE

fanguex@umich.edu • (734) 604-8176 • [linkedin.com/in/fang-xie-1178b123](https://www.linkedin.com/in/fang-xie-1178b123)

<b>EDUCATION</b>	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration (STEM), May 2027 <ul style="list-style-type: none"><li>• Emphases: Technology, Strategy, Marketing</li><li>• Member: Tech Club   Greater China Club   Outdoor Club   Jogger Club</li><li>• GMAT 715 (99th percentile)   Merit Scholarship   Reaching Out MBA (ROMBA) Fellowship  </li></ul> <b>UNIVERSITY OF INTERNATIONAL RELATIONS</b> <b>Culture and Communication</b> Bachelor of Arts, July 2007 <ul style="list-style-type: none"><li>• Co-Founder &amp; Editor-in-Chief, Campus Weekly Journal</li></ul>	<b>Ann Arbor, MI</b>         <b>Beijing, China</b>
<b>EXPERIENCE</b> <b>2021-2025</b>	<b>XIAOMI (BEIJING) SCIENCE AND TECHNOLOGY CO., LTD</b> <b>Sr. Key Account Manager, Ad Platform, 2023-2025</b> <ul style="list-style-type: none"><li>• Drove digital marketing campaigns for 30+ global brands across 5 industries(CPG, apparel, luxury and travel) with 500M+ omnichannel user base, fueling 30%+ annual revenue growth</li><li>• Initiated 100+ partnerships to capture larger shares of client marketing budgets, generating \$10M+ annual revenue and doubling client base</li><li>• Spearheaded real-time location- and temperature-based ads amid rising demand for precision marketing, securing \$500K incremental revenue from 20+ clients in six months</li><li>• Orchestrated AI adoption sessions with creative and project team to streamline video production workflow from 2 weeks to 3 days and increasing client satisfaction 10%</li></ul> <b>Sr. Sales Manager, Ad Platform, 2021-2023</b> <ul style="list-style-type: none"><li>• Shaped go-to-market strategy for new travel ad segment through 50+ client interviews, unlocking \$1M+ revenue in first year</li><li>• Guided product marketing team to prioritize Smart TV ads amid advertisers' budget shift from outdoor to at-home channels during COVID, driving 50% revenue growth</li></ul>	<b>Shanghai, China</b>
<b>2016-2021</b>	<b>QYER TRAVEL TECHNOLOGY</b> <b>Sales Manager, Internet Service, 2017-2021</b> <ul style="list-style-type: none"><li>• Pioneered content co-building, influencer collaborations, and API partnerships that enabled brands to engage 60M+ Chinese travelers, generating \$3M+ in annual revenue and driving one-third of total company ad revenue</li><li>• Led client adoption through 100+ workshops at product monetization launch, acquiring 70+ new clients and driving 40% of total client growth (2017–2019)</li><li>• Developed industry-specific sales strategies for Fortune 500 clients, transforming initial engagements into long-term partnerships and driving up to 100%+ YoY revenue growth</li></ul> <b>Strategic Planner, Internet Service, 2016-2017</b> <ul style="list-style-type: none"><li>• Built brand–influencer exchange ad platform that automated manual matching, connecting 200+ travel influencers with brands and enabling them to earn income first time</li><li>• Analyzed 1M+ travel search behaviors to balance user experience and ad revenue, piloting a Visa/UnionPay promotional payment feature that scaled to 10K+ webpages</li></ul>	<b>Shanghai, China</b>
<b>2015-2016</b>	<b>OGILVY &amp; MATHER ADVERTISING WORLDWIDE</b> <b>Account Manager</b> <ul style="list-style-type: none"><li>• Managed 10+ marketing campaigns (TV, OOH, digital, social) with \$30M annual budget for new product launch, achieving 10% YoY sales growth across each product line</li></ul>	<b>Shanghai, China</b>
<b>2011-2014</b>	<b>PUBLICIS ADVERTISING GROUP</b> <b>Sr. Account Executive</b> <ul style="list-style-type: none"><li>• Coordinated teams across 3+ countries to launch BMW and P&amp;G's first Facebook campaigns in APAC, driving 3M+ customer engagements</li></ul>	<b>Beijing, China</b>
<b>ADDITIONAL</b>	<ul style="list-style-type: none"><li>• Award: Xiaomi Ad #1 Salesperson in 2024 and H1 2025</li><li>• Founded twelve, a sports and fitness community platform, leveraging online content to grow 10K+ followers and convene 2K+ offline participants; scaled operations to 100+ events and attracted brand sponsorships (Lululemon, Speedo), driving \$70K+ in revenue in 18 months</li><li>• Cat Lover: Hosted joyful cat support events since 2022, bringing fellow cat lovers together while raising funds to neuter 10+ stray cats and give them healthier, happier lives</li></ul>	

# FANGJUE XIE

fanguex@umich.edu • (734) 604-8176 • [linkedin.com/in/fang-xie-1178b123](https://www.linkedin.com/in/fang-xie-1178b123)

<b>EDUCATION</b>	<b>UNIVERSITY OF MICHIGAN</b> <b>Stephen M. Ross School of Business</b> Master of Business Administration (STEM), May 2027 <ul style="list-style-type: none"><li>• Emphases: Technology, Strategy, Marketing</li><li>• Member: Tech Club   Greater China Club   Outdoor Club   Jogger Club</li><li>• GMAT 715 (99th percentile)   Merit Scholarship   Reaching Out MBA (ROMBA) Fellowship</li></ul> <b>UNIVERSITY OF INTERNATIONAL RELATIONS</b> <b>Culture and Communication</b> Bachelor of Arts, July 2007 <ul style="list-style-type: none"><li>• Co-Founder &amp; Editor-in-Chief, Campus Weekly Journal</li></ul>	<b>Ann Arbor, MI</b>         <b>Beijing, China</b>
<b>EXPERIENCE</b> <b>2021-2025</b>	<b>XIAOMI (BEIJING) SCIENCE AND TECHNOLOGY CO., LTD</b> <b>Sr. Key Account Manager, Ad Platform, 2023-2025</b> <ul style="list-style-type: none"><li>• Drove digital marketing campaigns for 30+ global brands across 5 industries (CPG, apparel, luxury and travel) with 500M+ omnichannel user base, fueling 30%+ annual revenue growth</li><li>• Initiated 100+ partnerships to capture larger shares of client marketing budgets, generating \$10M+ annual revenue and doubling client base</li><li>• Spearheaded real-time location- and temperature-based ads amid rising demand for precision marketing, securing \$500K incremental revenue from 20+ clients in six months</li><li>• Orchestrated AI adoption sessions with creative and project team to streamline video production workflow from 2 weeks to 3 days and increasing client satisfaction 10%</li></ul> <b>Sr. Sales Manager, Ad Platform, 2021-2023</b> <ul style="list-style-type: none"><li>• Shaped go-to-market strategy for new travel ad segment through 50+ client interviews, unlocking \$1M+ revenue in first year</li><li>• Guided product marketing team to prioritize Smart TV ads amid advertisers' budget shift from outdoor to at-home channels during COVID, driving 50% revenue growth</li></ul>	<b>Shanghai, China</b>
<b>2016-2021</b>	<b>QYER TRAVEL TECHNOLOGY</b> <b>Sales Manager, Internet Service, 2017-2021</b> <ul style="list-style-type: none"><li>• Pioneered content co-building, influencer collaborations, and API partnerships that enabled brands to engage 60M+ Chinese travelers, generating \$3M+ in annual revenue and driving one-third of total company ad revenue</li><li>• Led client adoption through 100+ workshops at product monetization launch, acquiring 70+ new clients and driving 40% of total client growth (2017–2019)</li><li>• Developed industry-specific sales strategies for Fortune 500 clients, transforming initial engagements into long-term partnerships and driving up to 100%+ YoY revenue growth</li></ul> <b>Strategic Planner, Internet Service, 2016-2017</b> <ul style="list-style-type: none"><li>• Built brand–influencer exchange ad platform that automated manual matching, connecting 200+ travel influencers with brands and enabling them to earn income first time</li><li>• Analyzed 1M+ travel search behaviors to balance user experience and ad revenue, piloting a Visa/UnionPay promotional payment feature that scaled to 10K+ webpages</li></ul>	<b>Shanghai, China</b>
<b>2015-2016</b>	<b>OGILVY &amp; MATHER ADVERTISING WORLDWIDE</b> <b>Account Manager</b> <ul style="list-style-type: none"><li>• Managed 10+ marketing campaigns (TV, OOH, digital, social) with \$30M annual budget for new product launch, achieving 10% YoY sales growth across each product line</li></ul>	<b>Shanghai, China</b>
<b>2011-2014</b>	<b>PUBLICIS ADVERTISING GROUP</b> <b>Sr. Account Executive</b> <ul style="list-style-type: none"><li>• Coordinated teams across 3+ countries to launch BMW and P&amp;G's first Facebook campaigns in APAC, driving 3M+ customer engagements</li></ul>	<b>Beijing, China</b>
<b>ADDITIONAL</b>	<ul style="list-style-type: none"><li>• Award: Xiaomi Ad #1 Salesperson in 2024 and H1 2025</li><li>• Founded twelve, a sports and fitness community platform, leveraging online content to grow 10K+ followers and convene 2K+ offline participants; scaled operations to 100+ events and attracted brand sponsorships (Lululemon, Speedo), driving \$70K+ in revenue in 18 months</li><li>• Cat Lover: Hosted joyful cat support events since 2022, bringing fellow cat lovers together while raising funds to neuter 10+ stray cats and give them healthier, happier lives</li></ul>	

## EDUCATION

<b>Fordham Gabelli School of Business</b>	<i>July 2025-May 2027</i>
<ul style="list-style-type: none"> <li>Full-Time M.B.A: Dean's Scholarship &amp; ROMBA Fellowship (Top 1%)</li> </ul>	<i>Manhattan, New York</i>
<b>Università Bocconi</b> (FT ranking: 3rd in Europe)	<i>Sep.2018-Dec.2020</i>
<ul style="list-style-type: none"> <li>Master of Accounting Financial Management and Control (QS ranking 5th in Europe)</li> </ul>	<i>Milan, Italy</i>
<b>China University of Geosciences (CUG)</b>	<i>Sep.2014-Jun.2018</i>
<ul style="list-style-type: none"> <li>Bachelor of Economics: GPA: 3.72/4; National Scholarship (Top 1%)</li> </ul>	<i>Wuhan, China</i>

## PROFESSIONAL EXPERIENCE

<b>UniCredit S.P.A</b>	<i>Nov.2020-July.2025</i>
<b>Senior Data Analyst / Project Manager</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Led \$2M portfolio of data product initiatives, overseeing business requirements, data models design, ETL optimization, and User Acceptance Testing while driving automation across the entire product lifecycle</li> <li>Boosted 15% reporting efficiency by initiating and spearheading an innovative digital dashboard that facilitates end-to-end data processing monitoring, now widely adopted across internal global network in 13 countries</li> <li>Delivered 300+ risk / ESG reports by leveraging SQL, Python, Palantir Foundry, Power BI to transform complex datasets into valuable business insights, empowering strategic decision-making processes</li> <li>Collaborated with stakeholders and 10+ cross-functional teams including software engineering, data governance, data science, risk, finance, strategy to align deliverables with project objectives, ensuring seamless execution within agile frameworks</li> <li>Conducted data gap analysis to detect and resolve data quality issues across large-scale datasets, optimizing and maintain seamless data continuity in accordance with regulatory framework and business strategy</li> <li>Guided enhancement and interpretation of new data models under Basel IV regulations, aligning risk assessment and reporting practices with evolving compliance standards.</li> <li>Mentored analysts &amp; interns by offering hands-on training in data analytics and data visualization tools</li> </ul>	
<b>Data Scientist &amp; AI Analytics (Part-time)</b>	<i>Mar.2025-May.2025</i>
<ul style="list-style-type: none"> <li>Designed and developed machine learning models to support risk assessment, affordability evaluation, and purchase propensity analysis, enabling data-driven decisions in customer profiling and credit evaluation</li> </ul>	
<b>Huawei Technologies Italia</b>	<i>Jun.2019- Sep.2019</i>
<b>Channel Finance Intern</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Coordinated with 25+ distributors and retailers, resolving \$550K in rebates and optimizing pricing strategies</li> <li>Analyzed financial and in-stock data to forecast revenues and costs, enhancing accuracy in business planning</li> </ul>	
<b>Ernst &amp; Young</b>	<i>Jul. 2017-Aug.2017</i>
<b>Audit Summer Intern</b>	<i>Beijing, China</i>
<ul style="list-style-type: none"> <li>Drafted monetary fund working papers for \$350k through bank reconciliation and cut-off tests</li> <li>Conducted walkthrough tests by interviewing 12+ key staff members to validate change of control points</li> </ul>	

## SKILLS & CERTIFICATIONS & HOBBIES

- Skills:** SQL | Python | Power BI | Palantir Foundry | Pyspark | SAS | SAP Business Object | Agile/Scrum master | Jira | ALM | Remedy| Confluence | Advanced MS office Suite | QlikSense | Akeron ERP | GenAI
- Certifications:** Python (Stanford University); SQL; Bloomberg; MBA Math; Agile; Think-cell academic
- Languages:** Chinese (native); English (fluent - IELTS:8); Italian (conversational)
- Hobbies:** Chess; Piano; Ukulele; MC for events; Writing (Blogger); Swimming; Snowboarding; Scuba Diving; Surfing; Skydiving; Motorbikes; Table Tennis; Horse riding

## LEADERSHIP / VOLUNTEER EXPERIENCE

<b>Fordham Gabelli Campus Ambassador</b>	<i>Sep.2025- May.2027</i>
<ul style="list-style-type: none"> <li>Engaged prospective students via blogs/vlogs, admissions events, and campus welcome events</li> </ul>	
<b>Digital &amp; Data Ambassador of UniCredit</b>	<i>Sep.2023- July.2025</i>
<ul style="list-style-type: none"> <li>Highlighted as a key storyteller to promote inclusion and cross-cultural understanding <a href="#">View Link</a></li> <li>Represented Digital Office at Job Fairs, engaging with 30+ potential candidates and showcasing opportunities</li> </ul>	
<b>Founding member of REACH community of UniCredit</b>	<i>Sep.2022 - July.2025</i>
<ul style="list-style-type: none"> <li>Participated in filming for UniCredit to raise awareness about Race, Ethnicity, and Cultural Heritage <a href="#">View Link</a></li> <li>Organized online seminars about multiculturalism and hosted DE&amp;I week as MC</li> </ul>	
<b>Bocconi University Ambassador</b>	<i>Sep.2020- Present</i>
<ul style="list-style-type: none"> <li>Promoted Bocconi by sharing my journey online and provided mentorship to current students <a href="#">View Link</a></li> </ul>	

# Charlotte Beatty

[charlottebeatty8@gmail.com](mailto:charlottebeatty8@gmail.com) | <https://www.linkedin.com/in/csbeatty/>

UX researcher, designer, and anthropologist focused on people-centered research and co-design. I bring strategy, creativity, and human-centered design together to inform products and experiences that move with culture and adapt to human needs.

## Experience

UX Researcher | Fluent Research | New York, New York

2022 - present

- Conduct qualitative research design, implementation, and analysis in a variety of industry sectors including education, technology, media, and youth and family development.
- Research modalities of expertise include user experience/critical user journeys, product/concept testing, impact assessments, social analysis, design thinking, and design strategy.
- Work collaboratively with clients and colleagues to produce research and insights that meet client needs, answer pressing questions and shape strategy and development for world-renowned products.
- 

## Education

MA in Design | Maryland Institute College of Art  
M.B.A. | Johns Hopkins University

2024 - present

- Reaching Out MBA Fellow
- Director of Design Strategy for JHU/MICA's chapter of Design for America
- Capstone on emergent practices in research and design, expected in spring 2026

B.A. in Sociocultural Anthropology | Boston University

2022

- Focus in medical anthropology
- Successfully defended an honors thesis, "Protective Paternalism", conducted over the course of two years. Self-designed and directed ethnographic research, analysis, and writing.

## Skills

- Qualitative analysis
- Moderating interviews
- Co-design
- Ethnographic research
- Visual design
- Information synthesis and report writing
- Project management and client relations

## Awards

- 2022 Core Journal Essay Award - Boston University
- 2022 Ellen Paradise Fisher Activism in Action Honoree - Reproductive Equity Now

## EDUCATION

<b>Fordham Gabelli School of Business</b>	<i>July 2025-May 2027</i>
<ul style="list-style-type: none"> <li>Full-Time M.B.A: Dean's Scholarship &amp; ROMBA Fellowship (Top 1%)</li> </ul>	<i>Manhattan, New York</i>
<b>Università Bocconi</b> (FT ranking: 3rd in Europe)	<i>Sep.2018-Dec.2020</i>
<ul style="list-style-type: none"> <li>Master of Accounting Financial Management and Control (QS ranking 5th in Europe)</li> </ul>	<i>Milan, Italy</i>
<b>China University of Geosciences (CUG)</b>	<i>Sep.2014-Jun.2018</i>
<ul style="list-style-type: none"> <li>Bachelor of Economics: GPA: 3.72/4; National Scholarship (Top 1%)</li> </ul>	<i>Wuhan, China</i>

## PROFESSIONAL EXPERIENCE

<b>UniCredit S.P.A</b>	<i>Nov.2020-July.2025</i>
<b>Senior Data Analyst / Project Manager</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Led \$2M portfolio of data product initiatives, overseeing business requirements, data models design, ETL optimization, and User Acceptance Testing while driving automation across the entire product lifecycle</li> <li>Boosted 15% reporting efficiency by initiating and spearheading an innovative digital dashboard that facilitates end-to-end data processing monitoring, now widely adopted across internal global network in 13 countries</li> <li>Delivered 300+ risk / ESG reports by leveraging SQL, Python, Palantir Foundry, Power BI to transform complex datasets into valuable business insights, empowering strategic decision-making processes</li> <li>Collaborated with stakeholders and 10+ cross-functional teams including software engineering, data governance, data science, risk, finance, strategy to align deliverables with project objectives, ensuring seamless execution within agile frameworks</li> <li>Conducted data gap analysis to detect and resolve data quality issues across large-scale datasets, optimizing and maintain seamless data continuity in accordance with regulatory framework and business strategy</li> <li>Guided enhancement and interpretation of new data models under Basel IV regulations, aligning risk assessment and reporting practices with evolving compliance standards.</li> <li>Mentored analysts &amp; interns by offering hands-on training in data analytics and data visualization tools</li> </ul>	
<b>Data Scientist &amp; AI Analytics (Part-time)</b>	<i>Mar.2025-May.2025</i>
<ul style="list-style-type: none"> <li>Designed and developed machine learning models to support risk assessment, affordability evaluation, and purchase propensity analysis, enabling data-driven decisions in customer profiling and credit evaluation</li> </ul>	
<b>Huawei Technologies Italia</b>	<i>Jun.2019- Sep.2019</i>
<b>Channel Finance Intern</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Coordinated with 25+ distributors and retailers, resolving \$550K in rebates and optimizing pricing strategies</li> <li>Analyzed financial and in-stock data to forecast revenues and costs, enhancing accuracy in business planning</li> </ul>	
<b>Ernst &amp; Young</b>	<i>Jul. 2017-Aug.2017</i>
<b>Audit Summer Intern</b>	<i>Beijing, China</i>
<ul style="list-style-type: none"> <li>Drafted monetary fund working papers for \$350k through bank reconciliation and cut-off tests</li> <li>Conducted walkthrough tests by interviewing 12+ key staff members to validate change of control points</li> </ul>	

## SKILLS & CERTIFICATIONS & HOBBIES

- Skills:** SQL | Python | Power BI | Palantir Foundry | Pyspark | SAS | SAP Business Object | Agile/Scrum master | Jira | ALM | Remedy| Confluence | Advanced MS office Suite | QlikSense | Akeron ERP | GenAI
- Certifications:** Python (Stanford University); SQL; Bloomberg; MBA Math; Agile; Think-cell academic
- Languages:** Chinese (native); English (fluent - IELTS:8); Italian (conversational)
- Hobbies:** Chess; Piano; Ukulele; MC for events; Writing (Blogger); Swimming; Snowboarding; Scuba Diving; Surfing; Skydiving; Motorbikes; Table Tennis; Horse riding

## LEADERSHIP / VOLUNTEER EXPERIENCE

<b>Fordham Gabelli Campus Ambassador</b>	<i>Sep.2025- May.2027</i>
<ul style="list-style-type: none"> <li>Engaged prospective students via blogs/vlogs, admissions events, and campus welcome events</li> </ul>	
<b>Digital &amp; Data Ambassador of UniCredit</b>	<i>Sep.2023- July.2025</i>
<ul style="list-style-type: none"> <li>Highlighted as a key storyteller to promote inclusion and cross-cultural understanding <a href="#">View Link</a></li> <li>Represented Digital Office at Job Fairs, engaging with 30+ potential candidates and showcasing opportunities</li> </ul>	
<b>Founding member of REACH community of UniCredit</b>	<i>Sep.2022 - July.2025</i>
<ul style="list-style-type: none"> <li>Participated in filming for UniCredit to raise awareness about Race, Ethnicity, and Cultural Heritage <a href="#">View Link</a></li> <li>Organized online seminars about multiculturalism and hosted DE&amp;I week as MC</li> </ul>	
<b>Bocconi University Ambassador</b>	<i>Sep.2020- Present</i>
<ul style="list-style-type: none"> <li>Promoted Bocconi by sharing my journey online and provided mentorship to current students <a href="#">View Link</a></li> </ul>	



## EDUCATION

<b>Fordham Gabelli School of Business</b>	<i>July 2025-May 2027</i>
<ul style="list-style-type: none"> <li>Full-Time M.B.A: Dean's Scholarship &amp; ROMBA Fellowship (Top 1%)</li> </ul>	<i>Manhattan, New York</i>
<b>Università Bocconi</b> (FT ranking: 3rd in Europe)	<i>Sep.2018-Dec.2020</i>
<ul style="list-style-type: none"> <li>Master of Accounting Financial Management and Control (QS ranking 5th in Europe)</li> </ul>	<i>Milan, Italy</i>
<b>China University of Geosciences (CUG)</b>	<i>Sep.2014-Jun.2018</i>
<ul style="list-style-type: none"> <li>Bachelor of Economics: GPA: 3.72/4; National Scholarship (Top 1%)</li> </ul>	<i>Wuhan, China</i>

## PROFESSIONAL EXPERIENCE

<b>UniCredit S.P.A</b>	<i>Nov.2020-July.2025</i>
<b>Senior Data Analyst / Project Manager</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Led \$2M portfolio of data product initiatives, overseeing business requirements, data models design, ETL optimization, and User Acceptance Testing while driving automation across the entire product lifecycle</li> <li>Boosted 15% reporting efficiency by initiating and spearheading an innovative digital dashboard that facilitates end-to-end data processing monitoring, now widely adopted across internal global network in 13 countries</li> <li>Delivered 300+ risk / ESG reports by leveraging SQL, Python, Palantir Foundry, Power BI to transform complex datasets into valuable business insights, empowering strategic decision-making processes</li> <li>Collaborated with stakeholders and 10+ cross-functional teams including software engineering, data governance, data science, risk, finance, strategy to align deliverables with project objectives, ensuring seamless execution within agile frameworks</li> <li>Conducted data gap analysis to detect and resolve data quality issues across large-scale datasets, optimizing and maintain seamless data continuity in accordance with regulatory framework and business strategy</li> <li>Guided enhancement and interpretation of new data models under Basel IV regulations, aligning risk assessment and reporting practices with evolving compliance standards.</li> <li>Mentored analysts &amp; interns by offering hands-on training in data analytics and data visualization tools</li> </ul>	
<b>Data Scientist &amp; AI Analytics (Part-time)</b>	<i>Mar.2025-May.2025</i>
<ul style="list-style-type: none"> <li>Designed and developed machine learning models to support risk assessment, affordability evaluation, and purchase propensity analysis, enabling data-driven decisions in customer profiling and credit evaluation</li> </ul>	
<b>Huawei Technologies Italia</b>	<i>Jun.2019- Sep.2019</i>
<b>Channel Finance Intern</b>	<i>Milan, Italy</i>
<ul style="list-style-type: none"> <li>Coordinated with 25+ distributors and retailers, resolving \$550K in rebates and optimizing pricing strategies</li> <li>Analyzed financial and in-stock data to forecast revenues and costs, enhancing accuracy in business planning</li> </ul>	
<b>Ernst &amp; Young</b>	<i>Jul. 2017-Aug.2017</i>
<b>Audit Summer Intern</b>	<i>Beijing, China</i>
<ul style="list-style-type: none"> <li>Drafted monetary fund working papers for \$350k through bank reconciliation and cut-off tests</li> <li>Conducted walkthrough tests by interviewing 12+ key staff members to validate change of control points</li> </ul>	

## SKILLS & CERTIFICATIONS & HOBBIES

- Skills:** SQL | Python | Power BI | Palantir Foundry | Pyspark | SAS | SAP Business Object | Agile/Scrum master | Jira | ALM | Remedy| Confluence | Advanced MS office Suite | QlikSense | Akeron ERP | GenAI
- Certifications:** Python (Stanford University); SQL; Bloomberg; MBA Math; Agile; Think-cell academic
- Languages:** Chinese (native); English (fluent - IELTS:8); Italian (conversational)
- Hobbies:** Chess; Piano; Ukulele; MC for events; Writing (Blogger); Swimming; Snowboarding; Scuba Diving; Surfing; Skydiving; Motorbikes; Table Tennis; Horse riding

## LEADERSHIP / VOLUNTEER EXPERIENCE

<b>Fordham Gabelli Campus Ambassador</b>	<i>Sep.2025- May.2027</i>
<ul style="list-style-type: none"> <li>Engaged prospective students via blogs/vlogs, admissions events, and campus welcome events</li> </ul>	
<b>Digital &amp; Data Ambassador of UniCredit</b>	<i>Sep.2023- July.2025</i>
<ul style="list-style-type: none"> <li>Highlighted as a key storyteller to promote inclusion and cross-cultural understanding <a href="#">View Link</a></li> <li>Represented Digital Office at Job Fairs, engaging with 30+ potential candidates and showcasing opportunities</li> </ul>	
<b>Founding member of REACH community of UniCredit</b>	<i>Sep.2022 - July.2025</i>
<ul style="list-style-type: none"> <li>Participated in filming for UniCredit to raise awareness about Race, Ethnicity, and Cultural Heritage <a href="#">View Link</a></li> <li>Organized online seminars about multiculturalism and hosted DE&amp;I week as MC</li> </ul>	
<b>Bocconi University Ambassador</b>	<i>Sep.2020- Present</i>
<ul style="list-style-type: none"> <li>Promoted Bocconi by sharing my journey online and provided mentorship to current students <a href="#">View Link</a></li> </ul>	

# BENJI PHAN

+1 (860) 899-8488 | [bkp43@case.edu](mailto:bkp43@case.edu) | [www.linkedin.com/in/bqphan](https://www.linkedin.com/in/bqphan)

## EDUCATION

- Weatherhead School of Management, Case Western Reserve University (CWRU), Cleveland, OH** Graduating 05/2026  
Master of Business Administration (Finance and Entrepreneurship, Design & Innovation) GPA: 4.0  
  - Awarded Reaching Out MBA Fellowship and Dean's Scholarship 2024 – 2026
  - Relevant coursework taken & in-progress: Statistics & Decision Modeling, Corporate Finance, Accounting, Economics, Operations & Supply Chain Management, Business Analytics & AI, Product Strategy & Leadership, Product Management, Empirical Finance (Financial Econometrics), Python Programming, Data Mining & Visualization, Business Model
- Portland State University, Portland, OR** Graduated 06/2019  
Bachelor of Fine Arts in Graphic Design (Human-Centered Design) GPA: 3.64  
Bachelor of Arts in Music Performance (Voice), minor in Advertising Management GPA: 3.64

## PROFESSIONAL & INTERNSHIP EXPERIENCE

- Weatherhead School of Management, CWRU, Cleveland, OH** 08/2025 – Present  
*Graduate Teaching Assistant (MBA Core Statistics & Decision Modeling course sequence for Full-time and Part-time MBA)*  
  - Provide supplemental instructional support for 80 students in the MBA Core Statistics & Decision Modeling sequence
- JPMorgan Chase Bank, National Association, Columbus, OH** 06/2025 – 07/2025  
*Chase Associate Program (CAP) Summer Associate (Product function)*  
  - Collaboratively delivered Minimum Viable Product (MVP) for AI-based chatbot, prioritizing features for user impact and aligning with business goals to improve branch manager efficiency, potentially saving 18,000+ hours per year if implemented
  - Developed gamification strategy for internal product used by 5,000+ users
  - Consulted senior executives on AI model adoption by designing reusable decision framework and executive presentation
- xLab, Weatherhead School of Management, CWRU, Cleveland, OH** 08/2024 – 06/2025  
*Graduate Research Assistant (Marketing Outreach Coordinator)*  
  - Increased marketing reach by 500%, managed 8 stakeholders, organized 10 webinars, and created 20+ content articles for Open Skill Genome Project, an inter-institutional research project on AI-enabled innovation in digital credentials
- Benji Phan, Ho Chi Minh City, Viet Nam** 01/2024 – 07/2024  
*Independent English as a Second Language (ESL) Teacher*  
  - Improved 3 students' performance by 1.5 bands on the International English Language Testing System (IELTS) Academic exam by teaching individualized, integrated communication strategies using creative approaches & student-centered methods
- Thesis Agency, Portland, OR** 06/2019 – 12/2022  
*Designer (Adobe account)*  
  - Designed and owned automation workstream for 6,500+ Adobe emails, collaborating with stakeholders and technology to deliver automated redesigns on time and on budget, expanding the agency's capabilities and winning further work
  - Built 150+ templates and design system components for Prism design system, providing creative guidelines for Adobe and global partners to deliver on-brand digital marketing strategy and design for 20+ products
  - Delivered 80+ digital marketing projects for Adobe, Nike, Kaiser Permanente, and internal clients
- Student Work @ PSU (formerly FIR NW), Portland State University, Portland, OR** 01/2019 – 06/2019  
*Associate Creative Director & Art Director*  
  - Co-directed 6 to 8 junior creatives in teams to strategize and execute 3 campaigns for internal and external clients

## LEADERSHIP & VOLUNTEER EXPERIENCE

- Graduate Business Student Association, Weatherhead School of Management, CWRU, Cleveland, OH** 02/2025 – Present  
*Vice President of Academic Affairs*  
  - Shape curriculum and steer academic governance by serving on Curriculum Committee, recruit and manage 2 committee members and 9 class representatives to promote academic and professional development for 600 graduate students
  - Collaborate with President and 4 other Vice Presidents to design and execute school-wide events and initiatives
- Reaching Out MBA (ROMBA) Conference 2025, New Orleans, LA** 01/2025 – Present  
*Co-Organizer*  
  - Enhance the conference experience for 1,400+ LGBTQ+ professionals and allies by co-curating and directing breakout sessions at the world's largest event of its kind.

## SKILLS & INTERESTS

- Skills:** Product management, project management, stakeholder management, public speaking, research, teaching, event planning, statistical analysis, design thinking, design systems, UI/UX design, digital marketing, Agile/Scrum, Figma, Sketch, Asana, Jira, Adobe Creative Cloud, Microsoft Office, Python
- Interests:** dance, choral singing, musical theater, opera, public transit, urban planning & design, aviation, technology

# BENJI PHAN

+1 (860) 899-8488 | [bkp43@case.edu](mailto:bkp43@case.edu) | [www.linkedin.com/in/bqphan](http://www.linkedin.com/in/bqphan)

## EDUCATION

- Weatherhead School of Management, Case Western Reserve University (CWRU), Cleveland, OH** Graduating 05/2026  
Master of Business Administration (Finance and Entrepreneurship, Design & Innovation) GPA: 4.0  
• Awarded Reaching Out MBA Fellowship and Dean's Scholarship 2024 – 2026  
• Relevant coursework taken & in-progress: Statistics & Decision Modeling, Corporate Finance, Accounting, Economics, Operations & Supply Chain Management, Business Analytics & AI, Product Strategy & Leadership, Product Management, Empirical Finance (Financial Econometrics), Python Programming, Data Mining & Visualization, Business Model
- Portland State University, Portland, OR** Graduated 06/2019  
Bachelor of Fine Arts in Graphic Design (Human-Centered Design) GPA: 3.64  
Bachelor of Arts in Music Performance (Voice), minor in Advertising Management GPA: 3.64

## PROFESSIONAL & INTERNSHIP EXPERIENCE

- Weatherhead School of Management, CWRU, Cleveland, OH** 08/2025 – Present  
*Graduate Teaching Assistant (MBA Core Statistics & Decision Modeling course sequence for Full-time and Part-time MBA)*  
• Provide supplemental instructional support for 80 students in the MBA Core Statistics & Decision Modeling sequence
- JPMorgan Chase Bank, National Association, Columbus, OH** 06/2025 – 07/2025  
*Chase Associate Program (CAP) Summer Associate (Product function)*  
• Collaboratively delivered Minimum Viable Product (MVP) for AI-based chatbot, prioritizing features for user impact and aligning with business goals to improve branch manager efficiency, potentially saving 18,000+ hours per year if implemented  
• Developed gamification strategy for internal product used by 5,000+ users  
• Consulted senior executives on AI model adoption by designing reusable decision framework and executive presentation
- xLab, Weatherhead School of Management, CWRU, Cleveland, OH** 08/2024 – 06/2025  
*Graduate Research Assistant (Marketing Outreach Coordinator)*  
• Increased marketing reach by 500%, managed 8 stakeholders, organized 10 webinars, and created 20+ content articles for Open Skill Genome Project, an inter-institutional research project on AI-enabled innovation in digital credentials
- Benji Phan, Ho Chi Minh City, Viet Nam** 01/2024 – 07/2024  
*Independent English as a Second Language (ESL) Teacher*  
• Improved 3 students' performance by 1.5 bands on the International English Language Testing System (IELTS) Academic exam by teaching individualized, integrated communication strategies using creative approaches & student-centered methods
- Thesis Agency, Portland, OR** 06/2019 – 12/2022  
*Designer (Adobe account)*  
• Designed and owned automation workstream for 6,500+ Adobe emails, collaborating with stakeholders and technology to deliver automated redesigns on time and on budget, expanding the agency's capabilities and winning further work  
• Built 150+ templates and design system components for Prism design system, providing creative guidelines for Adobe and global partners to deliver on-brand digital marketing strategy and design for 20+ products  
• Delivered 80+ digital marketing projects for Adobe, Nike, Kaiser Permanente, and internal clients
- Student Work @ PSU (formerly FIR NW), Portland State University, Portland, OR** 01/2019 – 06/2019  
*Associate Creative Director & Art Director*  
• Co-directed 6 to 8 junior creatives in teams to strategize and execute 3 campaigns for internal and external clients

## LEADERSHIP & VOLUNTEER EXPERIENCE

- Graduate Business Student Association, Weatherhead School of Management, CWRU, Cleveland, OH** 02/2025 – Present  
*Vice President of Academic Affairs*  
• Shape curriculum and steer academic governance by serving on Curriculum Committee, recruit and manage 2 committee members and 9 class representatives to promote academic and professional development for 600 graduate students  
• Collaborate with President and 4 other Vice Presidents to design and execute school-wide events and initiatives
- Reaching Out MBA (ROMBA) Conference 2025, New Orleans, LA** 01/2025 – Present  
*Co-Organizer*  
• Enhance the conference experience for 1,400+ LGBTQ+ professionals and allies by co-curating and directing breakout sessions at the world's largest event of its kind.

## SKILLS & INTERESTS

- **Skills:** Product management, project management, stakeholder management, public speaking, research, teaching, event planning, statistical analysis, design thinking, design systems, UI/UX design, digital marketing, Agile/Scrum, Figma, Sketch, Asana, Jira, Adobe Creative Cloud, Microsoft Office, Python
- **Interests:** dance, choral singing, musical theater, opera, public transit, urban planning & design, aviation, technology