

SHRESHTH KANUGO

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EDUCATION

MIT Sloan School of Management

Incoming Candidate for MBA, June 2028

Cambridge, MA

September 2026

- Dean's Fellow: Awarded in recognition of the outstanding academic record and personal achievements.

ISAE SUPAERO

Toulouse, France

Master of Science in Aerospace Engineering

September 2020

- Completed Master's thesis: "Integrated toolset for nanosatellite projects" in collaboration with the French Space Agency.

University of Petroleum and Energy Studies

Dehradun, India

Bachelor of Technology in Aerospace Engineering

May 2018

- Valedictorian; Best Corporate Student Award, Merit Scholarship awarded in 2 semesters (granted to the top 1% of students)
- Space Trainee Program, Tartu Space Observatory, Estonia, selected from 650+ applicants

PROFESSIONAL EXPERIENCE

Airbus Commercial SAS

Toulouse, France

Project Management Business Partner, Sustainable Future Aviation

May 2022- Present

PM officer to the R&D department to develop sustainable future aircraft with reduced carbon emissions, using sustainable aviation fuel, hydrogen propulsion, and the Open Fan Engine. (annual budget of \$17mn)

- Developed an integrated blueprint to create R&D technologies and a manufacturing hub simultaneously, which helped Airbus reduce the overall development time of new aircraft by 5 years, saving \$70mn.
- Led deployment of a new project management tool across Airbus R&T (500+ users), delivering training and user resources, standardising processes, and reducing manual coordination, saving \$5.5M.
- Devised a joint governance strategy (project steering, export control, and risk management) with GE Aerospace and Safran Aircraft Engines for a next-generation fuel-efficient engine demonstrator, ensuring compliant data sharing across jurisdictions and strengthening decision-making across partners.
- Centralized the planning of a new engine using a customized PM tool that optimized the impact of the change of one engine part on another and reduced the time required for new flight test demonstrator development by 39%.
- Led team well-being initiatives by monitoring morale, addressing performance barriers, and coordinating support with internal medical services; reduced burnout by 34% and improved productivity.

Eutelsat SAS

Paris, France

Satellite Systems Engineer

March 2021- April 2022

Liaison and point of contact between external satellite manufacturers and the internal satellite control team

- Customized satellite failure recovery software to reduce the work time spent training satellite operators by 23%, saving \$80mn (1% of the company's annual revenue).
- Led implementation of satellite failure recovery procedures in a new operational tool and delivered controller training, strengthening response consistency and reducing recovery time during critical incidents by 14%.

ADDITIONAL INFORMATION

Community Service

- Arc en Ciel (LGBTQ+ Association): Organizer and Liaison between the French Medical Center and the city of Toulouse to raise awareness of discrimination, HIV, and AIDS, and establish an HIV+ support community (October 2022 - current).
- Toulouse PRIDE Organizer, liaising with LGBTQ+ organizations in Toulouse, LGBTQ+ friendly bars, and media to manage logistics for events such as the Toulouse Pride parade (October 2022 - current).
- Ose L'ISAE SUPAERO (NGO) mentor: Motivate high-potential underprivileged pupils to get an aeronautics education.

Leadership

- International Club(ISAE) 2019: President. Planned and organized ISAE's 1st International Week and 30+ events to inculcate harmony and international values in a community of 50+ nationalities.
- Infinity Space Club(UPES) 2017: President. Organized North India's 1st National Space convention with 3000+ participants and 50+ events, and managed a team of 80+ students.

Interests

- Fitness addict: Lost 100+ lbs in 2018 through exercise and diet; Enjoy badminton, running, hyrox & hiking in the Pyrenees.
- French Debating Association debater; awarded Best Debater in an annual inter-French university tournament.
- Baker: Organize an annual bake sale to support a mental health clinic, and regularly host Sunday brunches for friends.
- Certified Hindustani classical singer: Won zonal and national competitions in India and continues to sing at events in France.

EDUCATION

Johns Hopkins Carey Business School Full Time MBA; Health, Technology and Innovation Track	Baltimore, MD Aug 2026 - May 2028
- Dean's scholarship: awarded for outstanding academic excellence, leadership and commitment to Carey's values. - Reaching Out MBA Fellowship: received for strong academic skills and demonstrated leadership in the LGBTQ+ community. - QS Impact MBA Leadership Scholarship: selected for exceptional leadership and innovative thinking among global MBA candidates.	
V. N. Karazin Kharkiv National University Doctor of Medicine	Kharkiv, Ukraine Sep 2013 - Jul 2019
<i>Graduated with Honors (GPA: 3.95/4.0 WES).</i> - Student Dean for International Students: Managed student affairs for 1st through 6th year international students. - Research Focus: "Population-Genetic Aspects of Hemophilia Forms", presented at national level. - Placed 2nd: in the National Young Researchers Competition (Current Issues in Modern Medicine).	

PROFESSIONAL EXPERIENCE

Medicana Health Group - ranked 124 in the 2024 Fortune 500 Director of International Department	Izmir, Turkey Jul 2024 - Present
- Led international operations for two hospitals, achieving full P&L accountability across a \$3M annual budget; overhauled operational systems, rebuilt team through strategic hiring and secured new contracts with international companies, driving 13.7x YoY (\$1.3K to \$18.5K). - Exceeded 2025 annual revenue target by 28%, generating Turkish Lira (TL) 22M (\$0.56M) above target through cross-border growth strategy and institutional partnerships, including 6 embassies and 17 insurance companies (Allianz Partners, International SOS, United Healthcare Global etc.). - Deployed an AI-enabled workflow optimization system for clinical documentation, reducing monthly insurance reimbursement write-offs by 91% through improved revenue integrity and streamlined approval processes.	
Liv Hospital Medical Support Manager	Istanbul, Turkey Feb 2020 - Mar 2024
- Drove 37% departmental revenue growth by implementing COMED, an automated second-opinion platform for international patients, reducing case turnaround from 1-2 days to 2 hours through end-to-end digitization of translation, physician review, and cost estimation workflows. - Recognized as Manager of the Year (2021) and awarded COVID 19 Pandemic Hero for launching a paid online consultation service during lockdown, sustaining international department revenue despite zero in-person patient flow, leading a multicultural team of 14 across 25 managers.	

LEADERSHIP & SOCIAL IMPACT EXPERIENCE

Remote Oncology Support Project for Ukrainian Patients Founder & General Coordinator	Turkey, Ukraine Mar 2022 - Present
Founded and led an international charitable medical initiative providing end-to-end remote oncology care to 220+ underserved patients in war-affected Ukraine, including virtual consultations, remote lab monitoring, chemotherapy protocol adjustments, medication coordination, and treatment guidance from Turkish oncologists.	
"Hope" volunteer club President	Ukraine, Uzbekistan, Turkey Feb 2015 - Present
Established and coordinated a confidential cross-border volunteer network providing medical guidance, psychological support, and referral coordination for 145+ LGBTQ+ individuals in Uzbekistan, Ukraine, and Turkey.	
Humanitarian Medical Missions General Coordinator	Central Asia Jan 2023 - May 2025
Coordinated visits of 6 leading Turkish professors to Kazakhstan and Uzbekistan, delivering free consultations and diagnostics to 150+ patients across oncology, cardiovascular surgery (adult & pediatric), general surgery, mammalogy, obstetrics & gynecology, and orthopedics; managed annual project budget of \$50K–\$55K.	

SKILLS

Languages: Russian (Native); Uzbek (Native); Turkish (C2); English (C1); Ukrainian (B2)
Software & Programming: Healthcare software (Enzim, Pusula, Medula, Comed), AI tools (Claude Code, Gemini, OpenAI programs); Advanced Office Programs (Excel, PowerPoint, Word).
Hobbies: Cooking authentic Uzbek plov; boxing; reading biographies and psychological studies.

Tiana S. Barnwell

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

PROFESSIONAL SUMMARY

Strategy and transformation consultant with 7+ years of experience leading enterprise-wide operational, technology, and process improvement initiatives across highly regulated industries such as aviation, consulting, and financial services. Experienced in partnering with executive leadership to deliver complex cross-functional programs, drive organizational transformation, and translate strategy into measurable business outcomes.

CORE COMPETENCIES

Project Management • Cross-Functional Collaboration • Executive Storytelling • Business Case Development • Strategic Operations • Risk Management • Stakeholder Engagement • Operational Efficiency • Change Management • Enterprise Transformation • Process Improvement

EDUCATION

Johns Hopkins Carey Business School MBA Candidate | *Innovation & Technology and Public & Private Sector Leadership*

Relevant Coursework: Business Leadership Communication, Strategic Management, Managing Complex Projects, Operations Management

Spelman College Bachelor of Arts | *Political Science*

PROFESSIONAL EXPERIENCE

Southwest Airlines

Operations Strategy Consultant - Dallas, TX | Jun 2022 – Present

- Delivered \$16M in cost avoidance by identifying and advancing an alternative approach to extracting critical aircraft data, eliminating anticipated future system costs while maintaining required operational capabilities; presented business case and recommendations to Senior Vice Presidents
- Led an enterprise aircraft data modernization initiative from strategy through implementation, directing RFP and vendor selection, cross-functional implementation, installation, and post-launch monitoring to address the discontinuation of a critical legacy system
- Led enterprise preparation for the IATA Operational Safety Audit (IOSA) across nine operational departments, developing the readiness roadmap, coordinating internal audit teams and external IOSA experts, facilitating dry runs, and tracking requirements and remediation activities ahead of the enterprise audit
- Developed and presented enterprise IOSA readiness reporting to Vice Presidents and Senior Vice Presidents, providing visibility into progress, risks, and outstanding requirements for a strategic certification supporting Southwest's ability to expand international interline partnerships
- Partnered with executive, operational, and technical leaders across Technology, Avionics, Flight Operations, Safety, and other functions to translate complex business requirements and operational dependencies into implementation strategies, governance structures, and executive-level recommendations

Guidehouse

Consultant - Houston, TX | Dec 2020 – Mar 2022

- Advised executive leadership within a state Department of Health and Human Services on a modernization initiative focused on transitioning outdated, homegrown processes and systems toward standardized technology and operating practices
- Conducted multi-state benchmarking across peer government agencies to evaluate systems and operating practices, translating findings into recommendations supporting technology modernization and workforce capability development
- Owned stakeholder discovery and workshop facilitation, interviewing employees across functions to assess day-to-day responsibilities, operational pain points, and process dependencies and translating findings into detailed current-state process maps
- Identified process waste, role ambiguity, and opportunities to redistribute work across functions, informing future-state processes designed to refocus employees on core responsibilities and improve organizational effectiveness

Goldman Sachs

Senior Analyst, Marcus Lending Product Strategy & Customer Experience (CX) - Dallas, TX | Aug 2020 – Dec 2020

- Developed and launched customer growth campaigns for Marcus Lending, partnering with internal stakeholders and external marketing agencies on targeted promotional strategies that contributed to a 20% increase in AutoPay enrollment
- Leveraged SQL and campaign performance data to analyze open rates, click-through behavior, customer engagement, and send timing, translating insights into adjustments to campaign targeting and execution
- Conducted competitive market research across leading financial institutions to benchmark digital banking products, customer experiences, and promotional strategies, informing product and growth recommendations for Marcus

Analyst, Investment Banking Finance and Control - Dallas, TX | Jul 2019 – Aug 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, ChatGPT, Microsoft Copilot, Miro

PROFESSIONAL VOLUNTEERING

At the Table NYC | Audit Chair, Board Member

Dallas CASA | Court Appointed Special Advocate (CASA)

YU CHIEH (DANIEL) TSAI

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EDUCATION

Indiana University, Kelley School of Business
*MBA — Business Analytics *Second year Online*

Bloomington, IN
May 2027

University of Texas at Dallas, Naveen Jindal School of Management
M.S. in Supply Chain Management

Richardson, TX
Dec 2015

National Chiao Tung University
B.S. in Photonics

Hsinchu, Taiwan
Jun 2012

EXPERIENCE

Bayer U.S. LLC
Procurement MBA Intern

Whippany, NJ
May 2026 – Aug 2026

- Led the design of an AI-powered business case evaluation agent for key procurement transformation initiatives - enhanced with financial modeling (cost optimization, break-even, value realization) to support investment decisions
- Established governance criteria, assumption-handling standards, and confidence-weighting rules to scale standardized, transparent decision-making across the initiative portfolio and reduce manual review effort

Nike, Inc.
Manager, Materials Operations Excellence

Taipei, Taiwan
Jun 2021 – Jul 2025

- Designed and launched a centralized portfolio management platform with governance structures and prioritization mechanism - synthesizing insights across teams to inform leadership decision-making against strategic objectives
- Continuously assessed data infrastructure and identified improvement opportunities - leading data migration, cleansing, and integration initiatives that powered downstream KPI dashboards and reporting
- Owned a \$250K vendor financial risk program end to end, from evaluation through contract negotiation and deployment, working closely with Finance, Sourcing, and Vendor Management to strengthen value proposition
- Built executive reporting and dashboards that turned vendor performance and risk data into clear, actionable recommendations for investment opportunities and business decisions
- Developed team capability by coaching two analysts and workstream contributors - reviewing analyses, guiding problem-solving approaches, and building a culture of accountability and continuous improvement

Supply Planning Analyst

Feb 2019 – May 2021

- Assessed and resolved manufacturing and logistics issues across Asia-Pacific vendors, protecting seasonal on-time performance through sourcing adjustments, build plan changes, and supply rebalancing
- Drove Quality, Delivery, and Cost performance by monitoring program metrics and resolving operational constraints - partnering cross-functionally to solve supply challenges under tight timelines
- Led cross-functional transformation pilot programs (Air Force One responsive production, Nexus excess material recycling) - developed transition roadmaps, facilitated stakeholder alignment and ensured stable execution
- Delivered \$1.2M in cost savings on airfreight and improved production visibility, achieving >95% output efficiency, 5-8% OTP gains, and 4–6% PIFOT improvement

Gate Gourmet Inc.
Manager, Production Planning

Boston, MA
Feb 2018 – Nov 2018

- Led the operational transformation of a 10,000+ daily-unit production operation - deployed digital planning tools (SAP Analytics Cloud) and process standardization that improved delivery performance from 75% to 87% and reduced operating costs by 15%
- Partnered with the warehouse manager to redesign the material withdrawal process, applying Lean principles to reduce material waste and close an inventory accuracy gap from \$600K to \$50K
- Developed and executed transition plans that minimized customer and operational disruption during the shift to a demand-driven operating model

Animal Supply Company*Item Master Analyst*

Irving, TX

Aug 2017 – Jul 2018

- Built and maintained a 15,000+ record product dataset in ERP/AS-400 — drove data integrity and structured reporting to support operational planning and forecasting

Samsung SDS America*Logistics Claim Specialist*

Richardson, TX

*Nov 2016 – Aug 2017***ADDITIONAL**

- Digital & Analytics: AI/prompt engineering, SAP ECC/SCM, SQL, Python, SAS 9.4, Tableau, Power BI, Smartsheet, Miro, Alteryx (Certified), Advanced Excel/PowerPoint
- Leadership: Director, Nike PRIDE Network Taipei Chapter; VP, Toastmaster (UTD); PMI Taiwan International Congress
- Executive Education: Strategically Managing Healthcare Policy residency, The Washington Campus

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

- Global Human Development Certificate from the Edmund A. Walsh School of Foreign Service
- Merit Scholarship recipient, Forté Fellow, ROMBA Fellow, Graduate Campus International Ambassador
- National Retail Federation Research Associate, Research/Teaching Assistant for MBA Business Strategy course
- Clubs: Georgetown Consulting Club, GradGov Senator, Out@MSB, Graduate Women in Business

WILFRID LAURIER UNIVERSITY, Lazaridis School of Business and Economics

Waterloo, Canada

Honors Bachelor of Business Administration

August 2019

- Certified Supply Chain Leader Designation accredited by the National Institute of Supply Chain Leaders
 - Certified MCIPS Designation accredited by the Chartered Institute of Procurement & Supply
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EXPERIENCE

AMAZON.COM

Maryland, USA

Pathways Operations Manager Intern

May 2026 – August 2026

- **Network Strategy:** Led a concessions reduction initiative across 27 North American sites by analyzing operational defects and root cause identification gaps to generate a \$3M annual network level opportunity to reduce damages.
- **AI-Powered Analytics:** Developed a live dashboard and diagnostic tool to track baseline standard work adoption, identify where damage concessions originated, assess root-cause accuracy, and prescribe targeted corrective actions.
- **Change Management & Implementation:** Launched the Concessions Champions program to drive tool adoption and frontline accountability, enabling earlier detection of concessions through process-based attributions.

CANADIAN IMPERIAL BANK OF COMMERCE

Toronto, Canada

Internal Consultant, December 2023 - May 2025

January 2022 - May 2025

- **Business Strategy:** Spearheaded development and implementation of a key project with 5 Tier-1 vendors, resulting in a new business strategy for enhanced governance, improved rate competitiveness, cost savings, and streamlined operations.
- **Stakeholder & Client Engagement:** Worked with clients to provide guidance on sourcing strategies, coordinating stakeholder relationships, and negotiating with vendors to execute contracts that achieved \$1M in cost savings.
- **Client Risk Management:** 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.

Rotational Associate, January 2022 - December 2023

- **Strategic Sourcing:** Recruited for a pilot program offered to 6 candidates to lead end-to-end procurement cycle for 3 portfolios, identifying external consulting services, capital markets data, and technology services for contracting by firm.
- **Cost Savings Analysis:** Developed legacy and auto-renewing contracts review process to identify opportunities for cost savings and improved financial oversight; resulted in generating over \$100K in cost savings.
- **Influential Leadership:** Co-led the One for Change committee to drive employee engagement with philanthropy; driving a 50% increase in donations and 30% increase in employee engagement.

OFFICE OF THE AUDITOR GENERAL OF CANADA

Ottawa, Canada

Procurement and Contracting Officer (AS-03)

August 2020 - December 2021

- **Project Management:** Spearheaded 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.
 - **Data Analysis:** Extracted and analyzed data and prepared mandatory quarterly open disclosure reports by ensuring compliance with established government transparency policies.
 - **Process Improvement:** Identified, communicated, and implemented process improvements by using Microsoft Excel Macros to streamline operations for internal reporting and cross-functional team collaboration.
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DISTINCTIONS

Global Mindset:	Regional Lions Leadership Institute Graduate and Member of the Lions Clubs International
Development:	BCG Strategy Consulting and Teaming@BCG Job Simulation on Forage
Achievement:	Entry Certificate in Business Analysis and Inside LVMH Certificate
Leadership:	Director of Launch & Operations for KUSKA, Peruvian organization for underserved youths
Community:	Coached economics and life skills course to eighth grade students through Junior Achievement
Passion Project:	To self-publish and become a New York Times Best Selling author

JENNALYN DANCEL

jenny.dancel@duke.edu • (330) 741-1628 • Durham, NC

EDUCATION

DUKE UNIVERSITY, Fuqua School of Business

Durham, NC

Master of Business Administration

May 2028

Consortium Fellow, Forte Fellow, ROMBA Fellow, Toigo LIFE Participant

THE OHIO STATE UNIVERSITY, College of Arts and Sciences

Columbus, OH

Bachelor of Science in Economics

May 2021

Cum Laude

EXPERIENCE

ALLIANCEBERNSTEIN

Nashville, TN

Business Analyst, US Commercial Real Estate Debt

2025 – 2026

- Own the overhaul of the firm's portfolio management system, leading the transfer of 300+ legacy loans and driving modernization efforts increasing data accuracy and reporting reliability
- Reduced portfolio analysis time by enabling instant access to 1M+ positions through both structured tables and AI-assisted natural language queries, consolidating 300+ metrics into a single interactive platform
- Designed interactive reconciliation interface with 5 multi-dimensional filters (date, loan name, investor, portfolio, fund) allowing users to drill down across 235 unique deals, 37 investors, 12 portfolios and 34 investor lines
- Architected a loan closing management application in Sigma Computing by integrating live pipeline data from the firm's portfolio management system via Snowflake, accelerating the end-to-end closing process, reducing manual tracking for U.S. CRED Operations, and creating a centralized audit trail shared across 5 teams
- Modernized the U.S. CRED reporting ecosystem by migrating the core data model and 60 downstream Sigma reports, translating complex data lineages into intuitive, business-friendly reporting solutions

DISCIPLINA CAPITAL MANAGEMENT

Nashville, TN

Investment Associate

2023 – 2025

- Managed performance reporting for 12 client portfolios (\$1.5B AUM), delivering insights guided asset allocation decisions and improved benchmark alignment
- Led weekly due diligence with public and private managers, synthesizing insights guided strategic allocation decisions across multi-asset client portfolios
- Authored the firm's monthly and quarterly market commentary, translating macroeconomic developments into client-specific insights on public and private market benchmarks
- Owned the end-to-end transformation of the firm's quarterly client reporting decks and marketing materials, standardizing messaging, enhancing design, and streamlining production across teams
- Trained and mentored two Operations Associates on end-to-end capital call execution, wire processing, and client reconciliation reporting, accelerating onboarding and ensuring operational accuracy

EARLY CAREER EXPERIENCE

MOODY'S INVESTORS SERVICE

San Francisco, CA

Financial Data Associate

2022 – 2022

- Performed final quality assurance reviews for 20–30 structured finance publications per week, validating loan- and security-level data and serving as the final approval authority before release to Moody's credit rating platform

ALPHASIGHTS

San Francisco, CA

Client Service Associate

2022 – 2022

- Leveraged primary research and market intelligence to match private equity investors with industry experts, facilitating informed decision-making across high-value investment transactions

CARDINAL HEALTH

Dublin, OH

Project Lead

2020 – 2021

- Promoted from Project Management Intern to Project Lead after redesigning project pipeline workflows

ADDITIONAL INFORMATION

Skills: SQL, Sigma Computing, Snowflake, Microsoft Excel, JIRA, R, Confluence

Interests: Emerging Fashion Trends, Dancing, Strength Training, Discovering New Restaurants, Traveling

Ernesto Matos

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SUMMARY

MBA candidate who brings a coaching mindset to business problem-solving. Possesses a background in team leadership, program design, and performance optimization. Able to manage budgets, enhance operations, and lead high-performing teams in competitive and client-focused environments. Familiar with social media content strategy and brand growth. Seeking opportunities that will leverage analytical, leadership, and strategic planning skills to support data-driven decisions and organizational growth.

EDUCATION

NORTHEASTERN UNIVERSITY, Boston, MA 2027
D'AMORE-MCKIM SCHOOL OF BUSINESS
Candidate for Master of Business Administration

WESTFIELD STATE UNIVERSITY, Westfield, MA 2025
Bachelor Of Science in Business Administration, Marketing

PROFESSIONAL EXPERIENCE

WESTFIELD STATE UNIVERSITY, Westfield, MA August 2023 – August 2024
Cheerleading Captain

- Designed and implemented high-difficulty routines based on competitive score rubrics, which improved overall team ranking
- Analyzed judge feedback and performance data to optimize routines prior to Nationals, which resulted in a 10-point score increase

TITAN ALL-STARS, Chicopee, MA August 2021 – August 2024
Head Cheerleading Coach

- Provided one-on-one training and consulted multiple programs, with a 100% success rate in advancing to championship-level events
- Increased team's social media presence by 100+ through targeted content strategy, which led to recognition from regional cheer associations and increased visibility in the competitive cheer community
- Achieved a 20-point increase in team scoring over three competitive seasons, optimized routine design based on rubric analysis and judge feedback

GIRL SCOUTS, South Hadley, MA July 2023 – August 2024
Assistant Director

- Launched targeted social media campaigns to maximize interactions and gain camp awareness
- Improved average post engagement by 15–20 likes per post compared to previous years, which increased program visibility and recruitment efforts

TECHNICAL SKILLS

- Google Workspace (Docs, Sheets, Forms, Drive), Canva, Social Media Platforms (Instagram, TikTok, LinkedIn)

MASON REYNOSO

Tustin, CA | masonjr@uci.edu | 949-293-3933 | [linkedin.com/in/mason-reynoso](https://www.linkedin.com/in/mason-reynoso)

EDUCATION

University of California, Irvine – The Paul Merage School of Business, Irvine, CA 09/2026 – 06/2028
Master of Business Administration

- Fellowship: ROMBA Fellow

University of California, Santa Barbara, Santa Barbara, CA 09/2019 – 03/2022
Bachelor of Science, Biological Sciences

EXPERIENCE

My Office Apps, Irvine, CA 08/2024 – 05/2026

Inside Sales Representative (11/2025 – 05/2026)

- Conducted structured discovery sessions with prospective customers to map operational workflows, surface unmet needs, and identify solution adoption barriers--synthesizing findings to influence decision makers into selecting our solution via highly-personalized product demonstrations and follow-up.
- Monitored regulatory and competitive market signals--including competitor product discontinuations and FDA compliance mandates--to develop targeted campaigns that repositioned our ERP solution as the strategic response.
- Delivered tailored product demonstrations that translated technical capabilities into customer-specific value propositions, addressing operational and financial objections to advance 20 opportunities per quarter through the evaluation process.
- Drove \$183K in closed revenue across 5 new accounts (avg. deal size \$36.6K) spanning healthcare distribution, enterprise, and nonprofit sectors--leading end-to-end sales cycles from needs discovery and solution positioning through demonstration and proposal negotiation.

Business Development Representative (10/2024 – 10/2025)

- Developed and implemented a comprehensive outbound engagement strategy--establishing 20+ role- and solution-specific multi-channel cadences, in addition to hyper-personalized re-engagement sequences for on-hold accounts--collectively doubling qualified prospect response rate from approximately 1% to 2%.
- Introduced a standardized demo reminder process, utilizing email automation to strategically notify prospects of appointments two days before and day of--increasing demo show rate by 30%.

Sales and Marketing Intern (08/2024 – 09/2024)

- Developed a customer-facing commercial case study for a nonprofit client, synthesizing findings from stakeholder interviews--including pain points, implementation outcomes, and operational results--into a structured business impact narrative to support sales adoption efforts.

The Neurodivergent Collective, Newport Beach, CA 06/2023 – 05/2024

Mental Health Technician

- Monitored and documented patient behavioral health status in a 24-hour residential clinical setting, providing real-time crisis intervention and escalating care needs within a licensed clinical team to ensure patient safety and protocol compliance.
- Partnered with an interdisciplinary team of clinicians, operations staff, and administrators to coordinate individualized patient care plans, ensuring alignment on clinical goals, safety protocols, and therapeutic milestones across shifts.

New Life Treatment Center, Santa Ana, CA 04/2022 – 05/2023

Outpatient Counselor (10/2022 – 05/2023)

- Designed and implemented a structured, daily group therapy curriculum for an average of 25 clients per session.
- Developed treatment plans for a caseload of 15 clients, adjusting care based on response and progress.
- Conducted family-centered, strengths-based, culturally competent intakes and assessments, connecting clients to the social services and resources that would best accelerate and facilitate their Recovery.

Detox Technician (04/2022 – 10/2022)

- Monitored patients through acute residential detox protocol, delivering real-time behavioral health observation, crisis prevention intervention, and structured group facilitation in a high-acuity care environment.

ADDITIONAL

- **Technology and Tools:** ZoomInfo, Salesloft, Microsoft Power Automate, Google Apps Script, Microsoft Office Suite
- **Languages:** Spanish (Conversational)

Kai Jia

Hanover, NH • (980) 833-6386 • kai.jia.tu28@tuck.dartmouth.edu • linkedin.com/in/kai-jia

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Management Science and Quantitative Methods option (STEM designated)

GMAT Focus: 695, 98th percentile

ROMBA Fellow, Consulting Club, Asian Business Club, Center for Digital Strategies, Center for Entrepreneurship

Hanover, NH

2026-Present

DAVIDSON COLLEGE

Bachelor of Science in Mathematics with Honors

GPA: 3.83/4.00, Magna Cum Laude, Phi Beta Kappa, Omicron Delta Kappa

Davidson Crew Team, Senator and Chair of Buildings and Grounds at Davidson Student Government Association

Davidson, NC

2012-2016

EXPERIENCE

SONAR AI

Co-founder

Toronto, ON

2023-2026

- Founded an insurance-focused voice AI startup automating customer conversations on quote generation, renewal follow-up, and claims handling for brokerages and agencies.
- Directed product strategy, customer success, operations, and GTM of the company and built the company from concept to paying enterprise customers without outside funding.
- Designed and deployed LLM-powered voice AI agents for customers, ultimately reducing brokers' call volume by 50% with AI and lowering clients' operational costs by \$200K.
- Acquired 10+ insurance brokerage and carrier customers by building a scalable outbound GTM motion spanning LinkedIn outreach, cold calling, and customer onboarding.

SUREBRIGHT

Co-founder

Toronto, ON

2021-2022

- Founded a post-revenue API-based embedded insurance startup, enabling SME e-commerce stores and FinTech startup customers to offer 60+ categories of warranty products at point of sale.
- Headed fundraising, designed pitch decks, pitched 50+ venture capitalists, and raised \$2.5 million from Motivate Ventures, Panache Ventures, and Plug and Play at a \$10 million valuation to expand engineering and marketing teams.
- Directed supplier partnership search, onboarded Amynta, Likewize, and Comerco as exclusive partners, unlocking 30% margin increase for e-commerce merchants.
- Built enterprise sales pipeline from the ground up through targeted cold calling and LinkedIn outreach, converting prospects to opportunities and achieving a 20% warranty conversion rate.
- Hired, trained, and mentored 11 engineering and sales employees working remotely in USA, Canada, and India.

EY (ERNST & YOUNG) CONSULTING

Senior Consultant

Charlotte, NC and Toronto, ON

2018-2021

- Supported post-merger integration of \$170 billion total assets, guided financial forecasting integration of clients' portfolios, and worked with clients' cross-functional teams to adopt new financial models and organizational structures.
- Advised multinational bank on growth strategy, marketing, and pricing models for consumer portfolios, and worked with business and analytical executives to design and test forecasting models.

Staff Consultant

2016-2018

- Assisted with regulatory capital planning on \$2 trillion total assets, led weekly model performance discussions with senior executives, and collaborated with the client's internal teams to roll out new financial programs internationally.
- Coordinated innovation lab projects to explore business opportunities in FinTech and advanced analytics and created proposals on machine learning and natural language processing applications to drive new EY business engagements.

PERSONAL

- **Languages:** English and Mandarin.
- **Technical:** Proficient in SQL, Python, Java, LLM Applications, and Machine Learning.
- **Leadership:**
 - Co-founded Gradient Spaces, Canada's first incubator for under-represented founders.
 - Co-founded Queen City Connects, Charlotte's cross-company LGBTQ+ networking organization.
- **Hobbies:** Avid frequent traveler, aviation geek, half-marathon runner, Asian food enthusiast, bubble tea barista.

Sungani Dlamini

Sudlam@iu.edu | (646) 345 6821 | www.linkedin.com/in/sunganidlamini123

EDUCATION

Indiana University, Kelley School of Business, Bloomington, IN **May 2027**

Master of Business Administration, Major: Strategy and Leadership

- Business Marketing Academy | Consortium Fellow | ROMBA Fellow

New York University, Leonard N. Stern School of Business, New York, NY **May 2021**

Bachelor of Science in Business, Major: Management and Organization

- Martin Luther King Jr. Scholar | Academic Achievement Program

EXPERIENCE

Roland Berger, Chicago, IL **June 2026 – Present**

Senior Consultant Intern

- Led U.S. manufacturing footprint strategy for a leading global agricultural and construction equipment OEM; screened 900+ metro areas through multiple filtering criteria into a prioritized shortlist for a new assembly plant.
- Built a weighted site scoring model spanning labor supply, logistics, supplier proximity, economic development, and business environment, integrating BLS, BEA, and Census data to rank candidate markets for executive decisions.
- Mapped competitor manufacturing footprints and supplier networks with distance and labor market analytics to quantify location tradeoffs; analyses delivered in client steering committee materials.
- Contributed to business development for a global fast fashion e-commerce platform, developing market perspectives and proposal materials for prospective engagements.

TekniPlex, Bloomington, IN (Hybrid) **January 2026 – May 2026**

MBA Marketing Strategy Manager

- Developed a go-to-market strategy for TekniPlex's market expansion into Asia, evaluating South Korea, India, and China as entry markets.
- Led market research, including field research, and competitive analysis across major material categories to determine which products and market opportunities were feasible in each country.
- Designed growth plans across short, medium and long term horizons, including revenue and profit forecasts and potential regional partnerships.

Fourth Street Foods, Charleroi, PA **May 2021 – April 2025**

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.
- 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.

Compliance and Usage Coordinator (May 2021 – August 2022)

- Executed operational analyses and market trend tracking across inventory levels, customer orders, and product quality to inform positioning and quality decisions.
- Completed analytical risk assessments and developed mitigation strategies, ensuring compliance with food safety and quality regulations and reducing company-wide violations.

Kiuso Corporation, Toronto, Canada **May 2020 – August 2020**

Global Operations Intern

- Optimized supply chain routes and integrated international vendor equipment across manganese, magnesium, and copper mining projects, reducing transportation costs by 10%.

Gilbert Baker Foundation, New York, NY | Finance Intern **December 2018 – May 2019**

- Managed month-end and year-end closing procedures and reconciled bank accounts and general ledgers, identifying discrepancies that saved the organization \$5,000.

Afreecan Oil, 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.

ADDITIONAL

- Skills: SQL, Tableau, Power BI, Minitab, ERP Systems, Excel, Financial Analysis, Change Management
- Involvements: Board Member, River City Brass | Member, Water Empowerment Zambia | Mentor, Charleroi High School Counseling | Volunteer, Pittsburgh Pride Events
- Interests: Travel, History, Pop Culture, African Politics, Greek and Roman Mythology, Pad Thai Connoisseur

FRANCK DARYL NANA TANGPI

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

M.B.A., Marketing; Global Strategy; STEM-Certified Program

May 2028

- Goizueta's Marketing & Communications Fellowship; Goizueta's ROMBA Fellowship
- The Consortium; Goizueta Marketing Association; Black MBA Association; International Business Association

EMORY UNIVERSITY

Atlanta, GA

B.B.A., Marketing; International Business; Arts Management

May 2022

- Emory's Edward G. Scrugg Scholar; Burger King Scholar; Emory's Budnick Award Recipient
- VP of Goizueta Pride; Business Manager of AHANA Acapella; Emory Symphony Orchestra, AD Hoc Theater

EXPERIENCE

POPEYES LOUISIANA KITCHEN

Miami, FL

Popeyes Category Brand Manager/Innovation & Activation Senior Analyst

2024 to 2026

- Led end-to-end strategy and execution of national marketing campaigns across Seafood, Desserts, Beverages, and Snacks categories, generating \$300M+ in sales and driving up to 122% YoY category sales growth within 21 months
- Managed IP holders (Universal Studios) and national vendor relationships (Coca-Cola, Dr. Pepper, Alaska Seafood Institute) to ensure seamless delivery of product launches, while navigating quick timelines across 3,000+ US stores
- Developed go-to-market strategy for product development, forecasting, product insight testing, and execution while collaborating with the Culinary, Supply Chain, and Operations team to bring 10+ new products to market
- Constructed comprehensive campaign briefs and partnered with creative production agencies to execute multi-channel marketing assets, including TV, digital/social, media, PR, in-store merchandising, sweepstakes, and packaging

BANK OF AMERICA

Charlotte, NC

Digital Marketing Communications Senior Strategy Analyst

2023 to 2024

- Owned and managed communication strategy plans for high-profile partnership activations and marketing campaigns including the Boston & Chicago Marathons, Salesforce, Erica Financial AI Rebrand, and Starbucks Rewards
- Revamped the Digital Trends Fact Sheet by modernizing structure, visuals, and narrative to improve data storytelling, leading to its adoption in quarterly earnings materials and strengthening external/internal financial communication
- Produced internal marketing communications for 200k+ employees across Flagscape, FYI, and The 1-2-3 platforms, leveraging performance analytics to optimize content and posting cadence, driving engagement 20% above baseline
- Authored BOFA's Digital Banking award nominations, synthesizing complex work into persuasive, high-stakes submissions winning top global awards including Euromoney's 2024 Best Digital Bank & Celent Model Bank

Threat Risk Data Analyst

2022 to 2023

- Conducted data analysis on Bank of America's external/internal human threat cases leveraging Excel, SQL, Tableau, geospatial software, and incorporated key findings into strategy recommendations to the VP of Threat management
- Crafted spend reports managing \$1B+ dollars in threat-related agency spend, and evaluated whether agencies operated within its allotted budget, while also providing recommendations for budget reallocation
- Performed weekly data reports on highest priority cases (Domestic Violence, Workplace Violence), and presented data trends and staffing recommendations to help mitigate reputational & operational risks to Bank of America
- Owned the ATM Skim database and improved a highly manual reporting process through workflow and tooling enhancements, cutting report turnaround time by 75% and shrinking a week of work into a two-hour task

ADDITIONAL INFORMATION

- Skills: Tableau, SQL, Product Development, Creative Briefing, Forecasting, Financial Reporting, ArcGIS Geospatial Software, Marketing Execution, Product Positioning, Circana Industry Trends, Dataessential
- Community: Queen City Orchestra Section Leader, Charlotte Stonewall Sports Liaison, Restaurant Brands International LDP Mentor, Restaurant Brand International Diversity College Rep, Bank of America LDP Mentor
- Interests: Professional Violinist, Travel(China, Brazil, Spain), Music Composition, Tennis, Theater, Singing, Dance

Cameron Friedman, MS, CGC

4020 Meadowbrook Blvd University Heights, Ohio 44118, ph. 614-315-6238, Em. camfried414@gmail.com

Strategic oncology diagnostics professional with experience driving enterprise adoption across integrated health systems, academic medical centers, and community oncology networks. Proven success developing strategic account plans, reactivating dormant accounts, accelerating test utilization, and partnering with physicians, pathology, genetics, and health system stakeholders to improve patient care. Combines clinical expertise as a genetic counselor with commercial success in oncology diagnostics, including territory growth, KOL engagement, and cross-functional leadership. Currently completing an Executive MBA.

RELEVANT EXPERIENCE

Oncology Medical Science Liaison I

April 2025 – Present

Myriad Genetics, Great Lakes Region, Cleveland, Ohio

- Developed strategic growth plans across oncology health systems spanning four states, partnering with oncology leadership, surgeons, medical oncologists, gynecologic oncologists, and genetics programs to expand utilization of Myriad's oncology portfolio.
- Successfully managed multiple vacant territories simultaneously while driving sustained revenue growth through targeted account prioritization and strategic customer engagement.
- Generated more than **50 incremental diagnostic orders** through proactive account planning and consultative engagement with high-value oncology practices.
- Reactivated dormant enterprise accounts, including achieving **100%+ growth** at Aultman Cancer Center through targeted stakeholder engagement and implementation strategies.
- Collaborated cross-functionally with commercial, medical, and customer support teams to remove adoption barriers and accelerate diagnostic integration across health systems.
- Built belief and scientific engagement within 7 out of 10 of the President's Club winning sales representatives in 2025.

Oncology Product Specialist/Sales Consultant

October 2024 – March 2025

Myriad Genetics, Midwest Region, Ohio East

- Partnered with academic and community health systems to develop multidisciplinary diagnostic pathways supporting precision oncology adoption.
- Worked across pathology, oncology, genetics, and laboratory stakeholders to standardize testing workflows and improve operational efficiency.
- Coordinated with sales leadership, MSLs, and account teams to execute strategic growth initiatives across hospitals and integrated delivery networks.
- Resolved implementation and operational barriers impacting diagnostic adoption and turnaround performance.

Genetic Counselor

February 2023 – October 2024

Division Genetics and Genomics, MetroHealth Medical Center, Cleveland, OH

- Developed institution-wide processes integrating germline and somatic oncology testing.
- Led multidisciplinary collaboration across oncology, pathology, maternal fetal medicine, and genetics.
- Created the organization's first tumor genomics educational program.
- Participated in gynecologic oncology tumor boards to support precision oncology implementation.

Gyn-Onc Cancer Genetic Counselor I July 2021 – February 2023

Center for Personalized Genetic Healthcare, Cleveland Clinic Foundation, Cleveland, Ohio

- **Functioned as the gynecology-oncology specific cancer genetics expert for Cleveland Clinic Foundation**
- **92% (highest in department history)** of new diagnoses of epithelial ovarian cancer to get genetic evaluations and quadrupled HRD testing rates to 60%; developed process to identify patients in gyn-onc registry needing FRA testing
- Performed risk assessment, counseling, and coordination for genetic testing for at-risk individuals (over 1,200 patients to date)
- Contributed in weekly gyn-onc tumor boards and recommended appropriate germline and tumor (HRD/tumor profiling/FRA) testing as needed
- Served on multiple CWRU student research committees and conducted multiple quality improvement initiative projects around genetic testing in gynecology-oncology department

Core Competencies

- Strategic Account Management
- Executive Relationship Management
- Oncology Diagnostics
- KOL Development
- Workflow Implementation
- Precision Oncology
- Population Health

CERTIFICATIONS AND AWARDS

Oncology Genomics Certificate Program, American College of Clinical Pharmacy, May 2025

Myriad Rising Star Award, 2025

Myriad Q4 New Hire Training Class MVP, December 2024

BGSU Alumni Laureate Award (full ride scholarship), August 2015 – May 2019

Phi Beta Kappa, March 2017

EDUCATION

Case Western Reserve University (CWRU), Cleveland, OH

Executive Master of Business Administration

Master of Science, Genetic Counseling (GC)

Cum Laude

In Progress

May 2021

Bowling Green State University (BGSU), Bowling Green, OH

Bachelor of Science, Biology & Psychology; Minor, Chemistry

Graduated with University Honors from BGSU Honors College

Summa Cum Laude

May 2019

Michael (Qihang) Zhang

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Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Master of Business Administration & Master of Arts in Education Candidate

Stanford, CA
2028

HARVARD UNIVERSITY

Master of Education, Educational Technology (LDIT); GPA: 4.0

Cambridge, MA
2022

UNIVERSITY OF CALIFORNIA, LOS ANGELES

Bachelor of Arts, Communications, History; GPA: 3.88

Los Angeles, CA
2021

Experience

Chartmetric

Industry-leading music data analytics startup providing strategy to record labels, streaming platforms, and artists.

Senior Product Designer

San Mateo, CA

2024 – 2025

- **Design System Leadership:** Key contributor to Chartmetric's first design system, adopted company-wide to improve design/engineering efficiency for 250+ features delivered annually.
- **Product Marketing:** Led UX design for Chartmetric's first AI Data Agent and two end-to-end landing pages, collaborating with product and marketing to craft data-driven narratives and strengthen AI feature adoption.
- **Enterprise Adoption:** Directed Intelligence dashboards and enterprise analytics, accelerating adoption by UMG, Sony, Warner, Live Nation, SM, CAA, TikTok, and 80+ clients, driving eight-figure ARR expansions (11M).
- **Mobile App Redesign:** Overhauled core mobile app, achieving a 40% year-over-year increase in active user engagement, reaching record-high DAU (2,400+), and earning 10+ international design awards for innovation.
- **Mentorship:** Mentored 5 junior designers and contractors, enhancing design sprints and on-time delivery.

Product Designer

2022 – 2024

- **UI Design:** Revamped Chartmetric's core web app, contributing to a significant rise in overall site traffic — surpassing 1.2 million annual visits through improved usability, visual clarity, and responsive design.
- **Retention Features:** Shaped features such as Industry Insights, Music Moods, and Explainability for key stats, boosting customer engagement by 64% and strengthening industry reputation.
- **Agile Integration:** Partnered with PMs and engineers in Agile sprints to deliver 180+ user-centric enhancements across web and mobile.

Born This Way Foundation

Nonprofit founded by Grammy-winning artist **Lady Gaga**, focused on youth mental health education & advocacy.

Communications Intern

New York, NY

2022 – 2023

- Drafted press releases, posts, and articles on behalf of leadership, including co-founder Cynthia Germanotta (Lady Gaga's mother), and designed media content such as graphics and videos to amplify youth advocacy.

National Geographic

Media Producer

Denver, CO

2019 – 2020

- Edited, published, and tracked performance of multimedia video campaigns for the EU & UNESCO's "World Heritage Journeys", promoting sustainable tourism across 30+ heritage sites.
- Drove 3M+ impressions and 25K+ conversions through video content on YouTube, Instagram, and TikTok.

Awards & Honors

Hang Design Studio

Independent practice specializing in software app and light-oriented design projects. Select projects include software apps (*Memory Land* and *Blueline*) and light-oriented technology (IoT) design (*Radiant Embrace*).

Freelance Designer & Founder

Palo Alto, CA

2024 – Now

- **Awards:** 50+ international design awards, including **iF Design Award**, **Red Dot Award**, and 4 A' Design Awards.
- **Mentorship:** 1,050+ hours mentoring at ADPList, Founder Institute, Davis Design Fest, and Measure of Music.
- **Media:** 65+ coverage in **Fox**, **CBS News**, US Reporter, Music Observer, CEO Weekly, LA Wire, and NY Weekly.
- **Exhibitions:** 10+ art showcases at **Louvre Museum**, Re:Craft, ICFF NYC, NYCxDesign, and MORPHOS (Rome).
- **Jury:** Juror for 20+ global awards such as Globee® Awards, Codie Awards, QS Reimagine Education Awards.

Additional

- **Memberships:** **Recording Academy (GRAMMYS)**; Graphic Artists Guild; AIGA; UXPA; ACM; IDSA; ADPList; ADP
- **Interests:** Live music (200+ concerts, such as Beyoncé, Lady Gaga, and Mariah Carey); Cooking Sichuan cuisine
- **Languages:** English (fluent), Mandarin (native)

JARRED MOREHEAD

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

M.B.A., Consulting and Strategy Concentration, STEM-Designated Program

May 2028

- ROMBA Fellow
- Goizueta Consulting Association, Goizueta Nonprofit Consultants, Goizueta Pride Alliance

MANNES COLLEGE, THE NEW SCHOOL FOR MUSIC

New York, NY

P.S.D., Piano Performance

May 2015

- GPA 3.91; Selected as 1 of 2 candidates from 500+ applicants at an elite conservatory

THE UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

M.M., Piano Performance

May 2012

- GPA 3.90

THE UNIVERSITY OF SOUTH CAROLINA AT COLUMBIA

Columbia, SC

B.M., Piano Performance

May 2010

- GPA 3.74; Cooper Scholar, Honors College, Phi Beta Kappa

EXPERIENCE

MOREHEAD PRIVATE PIANO STUDIO

New York, NY & Atlanta, GA

Founder, Teacher

2012 to 2026

- Founded and grew a full-time studio to 45+ weekly teaching hours and \$150k+ annual revenue within three years through strategic business development
- Mentored 100+ students, guiding long-term educational goals and performance opportunities, with 9 students winning state competitions and performing at Carnegie Hall
- Managed financial operations, cutting costs and updating pricing models, achieving 10% annual growth
- Leveraged data insights and client feedback to redesign the business model, introducing tailored service levels based on lesson duration, frequency, and online options, resulting in a 15% increase in client retention

BURGOS INTERNATIONAL MUSIC FESTIVAL

Burgos, Spain

Administrative Director, Piano Faculty

2022 to 2024

- Directed logistics and operations for 50+ participants, ensuring seamless scheduling and daily activities
- Taught 15+ advanced students and performed in daily faculty concerts, contributing to the festival's cultural impact

BANK OF AMERICA

Charlotte, NC & Phoenix, AZ

Internships

2007 to 2011

- Global Corporate and Investment Banking, NC (2011): Conducted data analysis to evaluate the impact of 3 new technology programs, delivering actionable insights for strategic decisions
- Global Consumer and Small Business Banking, NC (2010): Mastered new systems used by the bank, analyzing user experiences of training systems and providing implementation guidance
- Debit Card Claims, AZ (2008): Catalogued and presented data on new initiatives within the Integration Consulting team, and developed recommendations for senior management to facilitate data-driven decision-making
- Global Consumer and Small Business Banking, NC (2007): Supported weekly team operations, setting agendas, and managing information flow

ADDITIONAL INFORMATION

- Languages: Conversational Spanish
- Community Service: Weekly piano concerts for home-bound elderly citizens
- Coursework: HBS Online Credential of Readiness (CORe), Pass with Honors, August 2025
- Interests: Fitness, global travel, and cooking

Haider Kamal

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MBA Candidate with expertise in strategy consulting, AI-driven digital twin solutions, pharmaceutical strategy, and drug development. Experienced in leading global process optimization and cost reduction projects, managing cross-functional teams, and driving operational excellence while partnering with C-suite executives at various F500 Companies.

EDUCATION

Rotman School of Management, University of Toronto, Toronto, Ontario

MBA Candidate, 2027

- **University of California, Davis (UC Davis)** - MBA International Exchange, Winter 2027
- Entrance Scholarship, ROMBA Fellowship, Changemaker Award, Dobson Business & Climate Fellowship, Non-Profit Internship Scholarship - \$43,100
- 2nd Place, Smith National Case Competition, sponsored by Deloitte - \$3,000
- Elected VP of Industry at Rotman Pride, and Social & Outreach representative for Graduate Business Council

The University of British Columbia, Vancouver, British Columbia

BASc Chemical & Biological Engineering, 2019

- Chancellor's Scholar, 2 International Community Achievement Awards, 7 Research & Conference Awards – \$20,000

PROFESSIONAL EXPERIENCE

Accenture Strategy, Toronto, Ontario

Senior Strategy Consultant, 2026

- Built the investment case and phased transformation strategy for an enterprise Microsoft Dynamics 365 modernization, modeling \$12.9-14.9M in investment, \$16.1M net annual return by Year 5, and a 4-year payback, and translating 400+ capabilities into a 3-release roadmap for executive decision-making
- Designed the future-state operating model and governance for a global pharmaceutical Medical Affairs function, mapping 240+ FTEs across 10+ capabilities and defining activity placement, decision rights, cross-functional handoffs, AI governance, and a KPI/SLA performance framework built from the ground up
- Designed an AI-enabled commercial growth strategy for a \$24.9B industrial manufacturer, modeling \$42M in near-term and ~\$400M in long-term revenue potential and an 18-month implementation roadmap; selected Top 4 of 16 teams in Accenture's North America MBA Case Competition and presented to senior leadership in New York
- Developed a public-sector health-system transformation business case through cross-provincial benchmarking and financial analysis, identifying ~\$46M in annual administrative savings and building a health-data commercialization strategy against a \$1.16B global market

SHARE (Shareholder Association for Research & Education), Toronto, Ontario

Strategy Fellow – Investor Engagement (Climate Exchange Canada), 2026

- Led mapping of 60 institutional investors (~\$16 trillion AUM) to assess climate strategy, ESG governance, and stewardship practices, informing investor engagement priorities

InMed Pharmaceuticals, Vancouver, British Columbia

Senior Consultant – Drug Discovery & Process Development, 2023 – 2025

- Led development of INM-088, a glaucoma medication that improves ocular drug delivery by 300%, and advanced drug to European clinical trials
- Co-inventor on multiple patents, strengthening the company's global IP portfolio and competitive position
- Elevated corporate visibility by presenting at 11 international conferences, including World Congress of Chemical Engineering, supporting fundraising and partnerships

Consultant – Drug Discovery & Process Development, 2016 – 2019

- Advanced INM-755 rare disease therapy to phase 2 clinical trials, expanding company's portfolio and market potential
- Directed synthetic biology initiative to cut production costs and mitigate supply chain risks for rare cannabinoids
- Collaborated with leadership in investor meetings, shaping pipeline strategy to secure over \$5M in funding

Basetwo Artificial Intelligence – J Labs – J&J Innovation, Toronto, Ontario

Senior Process Specialist – AI Digital Twins, 2022 – 2023

- Spearheaded full sales cycle of AI-driven solutions for 40+ enterprise-level clients in manufacturing industries, partnering with C-suite executives to deliver strategic value and surpassing annual sales targets by 25%
- Pioneered innovative process optimization and cost-reduction strategies, directed client pilot programs as the primary executive liaison, and launched a customer success program that increased client retention by 16%
- *Client portfolio: Johnson & Johnson, Pfizer, Takeda, Moderna, Merck, Sanofi, Roche, BASF, Colgate Palmolive, Lonza, Jansen Biologics, Abbott, Shoreline Biosciences, Bayer, GSK, Novo Nordisk, Charles River Labs, Maersk, Celanese, Spark Therapeutics, Thermofisher, Cytiva, AVROBIO, NRC*

Trinity Consultants – Life Science Solutions, Toronto, Ontario
Consultant – Process Specialist, 2019 – 2022

- Advised six global pharmaceutical clients on manufacturing strategy and operations, delivery projects in process improvement, cost reduction, facilities commissioning and regulatory compliance
- *Sanofi Pasteur*: Led commissioning of Canada's largest vaccine facility, increasing production capacity to 100M+ doses annually, implementing changes that achieved \$2M in cost savings by reducing manufacturing inefficiencies
- *Resilience Biotechnologies*: Accelerated launch of the Moderna COVID-19 vaccine production facility, enabling rapid market entry and pandemic response
- *Apotex*: Directed operational change management for a plant producing 300+ oral dosage products, reducing inefficiencies by 20% and improving compliance readiness
- *Other clients: Pacira Biosciences, Therapure Biopharma, Eurofins Scientific*

The Walt Disney Company, Toronto, Ontario
Health & Safety Specialist, 2021

- Managed on-set COVID-19 testing operations for Disney film productions, ensuring regulatory compliance and preventing production delays across multimillion-dollar projects

Sanofi Pasteur, Toronto, Ontario
Manufacturing Technologist, 2017 – 2018

- Designed and demonstrated feasibility of new manufacturing processes for Diphtheria & Pertussis vaccines, improving vaccine efficacy by 500%, and successfully gaining FDA and Health Canada approval

Teck Resources

Process Operator - CESL Pilot Facility, 2015

- Designed and operated a CESL hydrometallurgical copper extraction pilot plant for Rio Tinto's Australian mining operations, advancing a cleaner alternative to smelting that eliminates SO₂ emissions and reduces hazardous waste outputs

PUBLICATIONS & PATENTS

- Patent Inventor & First Author - [A stimulus-responsive, in situ-forming, nanoparticle-laden hydrogel for ocular drug delivery](#)

ENIO (JOJO) CASTELLANOS

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

M.B.A., Concentration in Strategy and Data Analytics; STEM-Designated Program

May 2027

- Awarded full-tuition merit fellowships: Consortium; Reaching Out MBA (ROMBA); Roberto C. Goizueta
- President of Pride Alliance; Goizueta Healthcare Association; Latin Business Association
- ROMBA Pitch Competition Winner: Awarded \$5,000 in funding for the Pride Alliance after delivering a data-driven growth strategy and pitch presentation focused on long-term student organization infrastructure.

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

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

Atlanta, GA

MBA Strategic Initiatives Intern, Office of the Dean

Summer 2026

- Led benchmark analysis of leadership and women's programming across 12 peer MBA institutions through qualitative interviews, delivering a strategic report that identified specific gaps in Goizueta's current offerings relative to top competitors.
- Presented findings to senior leadership, resulting in a redesigned format for the Annual Women's Conference and revised leadership marketing messaging aimed at prospective students for the upcoming admissions cycle.

EMORY HEALTHCARE

Atlanta, GA

MBA Consulting Intern

Spring 2026

- Advised Emory Healthcare executive stakeholders on digital marketing strategy; analyzed multi-channel performance data by creating dashboards and performance indicators to accelerate patient acquisition by 20%.

COLUMBIA UNIVERSITY SCHOOL OF NURSING

New York, NY

Clinical Research Coordinator

2023 to 2025

- Coordinated NIH-funded studies on cardiovascular health inequities; synthesized literature reviews to secure future foundation proposals and ensure strict regulatory compliance for up to 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.
- Led a 7-member cross-functional team improving resource sharing and project delivery timelines.

FENWAY HEALTH

Boston, MA

Clinical Research Coordinator

2021 to 2023

- Managed concurrent NIH-funded and industry-sponsored clinical trials ranging from 5 to 250 participants, yielding data that supported FDA approvals for novel PrEP, PEP, and ART medications.
- Recruited, trained, and mentored junior staff, accelerating professional development and securing two consecutive internal promotions for direct reports.

2021 to 2021

Senior Biomedical Research Assistant

- 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.

2019 to 2021

Biomedical Research Assistant

- Executed clinical trial protocols in strict compliance with safety, data integrity, and operational standards.

ADDITIONAL INFORMATION

- Technical Skills: Data Visualization and Analytics (R, SQL, JMP, Tableau).
- Certifications: Bloomberg Market Concepts, Bloomberg ESG, Bloomberg Finance Fundamentals.

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ALEC J. KOPPEs

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EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Master of Business Administration – MBA

Pittsburgh, PA

December 2027

- Concentrations: **Healthcare Analytics, Organizational Behavior, AI for Business**
- Memberships: Healthcare Club, Tepper AI Club, Out & Allied
- Honors: Consortium Fellow, ROMBA Fellow, Dean's Scholar

THE OHIO STATE UNIVERSITY, FISHER COLLEGE OF BUSINESS

B.S. Business Administration (Finance) | B.A. Political Science GPA: 3.81/4.00

Columbus, OH

May 2019

- Honor: Ohio State Scholars Program

EXPERIENCE

DELOITTE CONSULTING

Senior Consultant (June 2025 – July 2026)

Vancouver, WA

March 2022 – July 2026

- **Organizational Structure:** Operationalized a governance structure and provided extensive project management support that enabled the launch of a \$1B+ financial transformation for a Fortune 500 healthcare company.
- **Healthcare Technology:** Created a technology inventory and holistic assessment framework for a healthcare company's payment integrity department, identifying 12 assessment dimensions across a 5-week sprint that provided clarity and tactical next steps to business leaders.
- **Behavioral Health Strategy:** Provided strategic and operational support to a state's Behavioral Health Director. Advanced the creation of a strategy execution framework and developed a contingency plan mitigating expiring contract risks. Incorporated Director's feedback and obtained approval for next steps.

Consultant (March 2022 – May 2025)

- **Program Management:** Provided significant program management support for three interdependent workstreams of a new grant program. Enabled processing of 300+ applications, resulting in allocation of grants totaling \$300M for establishing behavioral health provider networks in 30+ counties.
- **Strategy & Implementation:** Facilitated the development and implementation of a substance use disorder strategy and corresponding governance structure during a state's fentanyl crisis; led 31 design sessions, managed 28 stakeholders in three divisions throughout implementation, and developed 10+ metrics to measure long-term success.
- **Client Advisory:** Aided a state's new Health Department Director in strategizing and operationalizing the vision to address multiple statewide crises. Created a comprehensive multi-tiered onboarding plan for agency leaders, developed a key initiative cost analysis for the governor, and led discovery sessions with the agency's senior team.
- **Stakeholder Management:** Interacted with stakeholders across 21 entities concerning core contracting processes to obtain FEMA funding during COVID-19. Enhanced strategic communications with stakeholders through impactful storytelling. Enabled distribution of \$15M in FEMA grants.

JPMORGAN CHASE & CO.

Senior Associate, HR Strategy (May 2020 – February 2022)

Columbus, OH

August 2019 – February 2022

- **Talent Strategy:** Strategized across all employee lifecycle stages to increase equity in HR processes, policies, and culture. Owned three university relationships end-to-end (Ohio State University, City College of New York, University of Maryland Baltimore County), sourcing a robust pipeline of strong, diverse student applicants.
- **Data Analysis:** Analyzed raw hiring data to identify key trends and served as program management officer. Ensured accuracy of hiring metrics, contributing to verification of the firm meeting its signature hiring goal a year early.

Analyst, Operations Innovation (August 2019 – April 2020)

- **Process & Technology:** Completed three assessments for observed business process inefficiencies, evaluating cost savings and capability analyses on external vendors versus internal offerings and establishing a standardized employee-customer virtual interaction tool.

SKILLS

- Healthcare Knowledge: Behavioral Health, Public Health, Payment Integrity, Stakeholder Management
- Organization Design and Structure: Strategic Design, Governance, Talent Acquisition, Employee Experience

ADDITIONAL INFORMATION

- Certifications: Project Management Professional (PMP) – Project Management Institute (PMI), December 2023; Harvard Business School Online Credential of Readiness, December 2021
- Affiliations: Ohio State University Alumni Association; Project Management Institute (PMI)
- Leadership: Board Member, PAX Learning Center, Vancouver, WA (April 2025–Present); Committee Member, Kaleidoscope Youth Center, Columbus, OH (2021–2022)

Sean M. Volavong

Washington, D.C. • (479) 352-8145 • sean.volavong.tu28@tuck.dartmouth.edu • linkedin.com/in/seanvolavong

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Hanover, NH

2026-Present

Honors: Full-tuition Merit Scholarship

GRE Score: 329 (165 Quantitative, 164 Verbal)

Clubs: Consulting Club; Tuck Pride; Low-Income and First-Generation at Tuck

Leadership: Reaching Out MBA Fellow (advancing LGBTQ+ advocacy); Course Representative for “Managing People”

STANFORD UNIVERSITY

Bachelor of Arts with Honors in Urban Studies

Stanford, CA

2015-2019

Honors: Full-tuition Merit Scholarship

Leadership: 2x Residential Assistant (managed 200+ students with \$40K/year); Urban Studies Lead Advisor (grew major by 3x)

EXPERIENCE

EAGLE HILL CONSULTING

Senior Associate Consultant

Arlington, VA

2025-2026

- **Fortune 500 Hotel Chain:** Standardized a \$15M property management system across 7,500+ hotels by designing the client's first change management playbook presented to the Chief Technology Officer and deployed across 40+ enterprise teams
- **Public Transit Agency:** Engineered and presented a decision-making and risk governance framework to the Chief People Officer, streamlining decision-making and cutting project timelines by 50% across ten workforce initiatives
- **Firm Leadership:** Mentored two new hires; led four firm-wide events for Asian American and Pacific Islander Heritage Month

Associate Consultant

2023-2025

- **Federal Agency:** Leveraged ChatGPT to streamline Power BI data modeling, automating analysis of 400K rows of applicant data and removing 80+ monthly hours of manual reporting for two hiring managers
- **Global Nonprofit:** Restructured a 700-person organization by implementing a multi-year change management plan, including facilitating 20+ workshops to align C-suite leaders on a new staffing model and optimize headcount
- **Firm Recognition:** Received the 2024 "Gold Standard Award" and earned a promotion six months early for co-leading a nonprofit project returning \$1M+ in revenue (2024 public service division average: \$250K)

WALMART GLOBAL TECH

Program Manager, Partnerships & Technology Strategy

Bentonville, AR

2021-2023

- Boosted 30-day new hire satisfaction from 70% to 90% by directing a \$30K AI-powered onboarding "career coach" pilot to automate information-sharing and administrative tasks for 12 human resources business partners
- Achieved a 95% average event feedback score by leading 15+ events with local nonprofits and educating 400+ participants on emerging technologies, leadership diversity, and startup operations
- **Firm Leadership:** Mentored two new hires in the Asian American and Pacific Islander Employee Resource Group

WIKIHOW

Senior Project Manager, Partnerships

Palo Alto, CA

2020-2021

- Generated \$100K in projected annual revenue by launching two digital web products (courses and videos); managed a four-person team of engineers and content managers through end-to-end development, including prototyping and user testing
- **Firm Leadership:** Coordinated recruitment, hiring, and onboarding of one full-time employee and six contractors

Project Manager, Partnerships

2019-2020

- Scaled partnerships by 350% (100 to 450+ within one year) and expanded article volume from 2K to 25K by optimizing workflows across content, engineering, and visual teams within a \$500/month budget
-

PERSONAL

- **Certifications:** Project Management Professional (PMP)
- **Interests:** Taekwondo (certified black belt after ten years of training); college sports (voted 2015 Stanford Football "Fan of the Season"); LGBTQ+ advocacy (40-hour-trained mental health counselor for The Trevor Project)

XIAOLI LAURIE PAN

4437621773 • xpan28@jh.com • www.linkedin.com/in/panxiaoli

EDUCATION

Johns Hopkins University, Carey Business School

Baltimore, MD

Master of Business Administration (STEM)

May 2028

Southern Medical University

Guangzhou, China

Bachelor of Clinical Medicine (M.D. equivalency confirmed by WES)

Dec 2020

EXPERIENCE

Astrazeneca

Shanghai, China

Regional Account Specialist (Rare Disease)

Jul 2023 – Jul 2026

- Ranked #1 national-wide in 2025 within division; achieved >\$4M revenue in launch year; resurrected collapsing market post-regulatory ban by rapidly executing counter-strategy resulting in 300% quarterly growth.
- Awarded “AZ Academic Star” trophy (1/200), and Emerging Leader Program (top 1%).
- Pioneered launch of “first-in-class” precision therapy (Selumetinib), transforming an untreatable tumor disorder.
- Developed the inaugural commercial strategy from scratch in a zero-awareness market, driving rapid adoption to capture 58% market share and achieve dominant leadership within 6 months.
- Secured first-mover advantage by capturing limited formulary slot (~2% success rate) through driving high-stake negotiations among hospital presidents and P&T committees, projected to generate \$300M revenue.
- Established the 1st dedicated NF1 multidisciplinary clinical teams in premier hospitals by leveraging and conducting partnership with top KOLs, significantly improving diagnostic accuracy and patient outcomes
- Partnered closely with top KOLs to elevate national awareness of NF1 disorders and reduced misdiagnosis rate by 60%, shortened diagnostic timeline by 8 months, and decreased recurrence rate by over 50%

HENGRUI Pharmaceuticals | China’s Leading Oncology R&D & Listed Biopharma

Shanghai, China

Regional Commercial Lead – Hematology & Oncology Novel Therapeutics

Jun 2022 – Jul 2023

- Led the nationwide market launch of China’s first PI3K inhibitor; ranked No.1 in national sales performance; awarded two core corporate honors: “First Innovative Order Completion” Award and top 1% elite “Academic Star”.
- Built Shanghai’s hematology-oncology commercial ecosystem from ground zero: cultivated a core network of over 100 attending physicians, overdelivered the annual sales target by 300%
- Translated sophisticated clinical trial data into executable field tactics and customized academic communication systems, pushing the team’s academic qualification pass rate above 90%.
- Partnered closely with the Medical Affairs division to design and implement investigator-initiated real-world clinical studies which created win-win scientific, clinical and commercial value for hospitals, clinicians and the enterprise.

Shanghai Qingyun Medical Technology | Leading Med-tech company Backed by IDG Capital

Shanghai, China

Digital Commercial Project Lead, Oncology AI Solutions

Mar 2021 – Jul 2022

- Co-founded the company’s debut AI oncology commercial platform, building the product from 0 to 1. Secured full mainstream adoption in Shanghai in 8 months and established it as a core revenue stream for key pharma clients;
- Launched and led the company’s pioneering digital revenue Online Medical Representative program, managing full-cycle operations covering strategy formulation, content development and sales enablement coaching
- Expanded market reach and optimized client communication via online medical representatives, delivering a 200% lift in prescription conversion rates across all core brand portfolios.

Xinhua Hospital | Department of Pediatric Oncology

Shanghai, China

Clinical Intern Physician

Jun 2017 – Jul 2019

ADDITIONAL INFORMATION

Languages: Chinese, English, Japanese, Cantonese

Technical Skills: PMP (Project Management Professional), Tableau Certified Data Analyst, CMA (Certified Management Accountant), CFA

Interests: Neuroscience-based clinical psychology, complexity science, philosophy, modern history, long-distance cycling & running, hiking, competitive basketball, canine companionship

Nitish Aggarwal

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

EDUCATION

Michigan State University, Eli 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 & Dean's List Recipient

University of Detroit Mercy, College of Engineering & Science, Detroit, MI **06/2021**
Bachelor of Science (BS), Biology and Business Administration

- Overall GPA of 3.98 & Dean's List Recipient & Dean's Scholarship Recipient

PROFESSIONAL EXPERIENCE

JPMorgan Chase & Co. (JPMC), *Wilmington, DE* **06/2026-08/2026**
CAP (Chase Associate Program) Intern - Consumer & Community Banking (CCB) & Chase Branded Card

- Formulated & led an independent product strategy analysis for a flagship multi-million-account credit card portfolio with \$50B+ of annual spend, evaluating possible benefit additions by building financial models from 60+ months of raw transaction-level data (account acquisitions, overall portfolio spend, foreign level spend & recurring bill-pay behavior)
- Designed a spend-gated benefit mechanic that reduced a proposed benefit program's modeled downside risk by ~95% (from an estimated \$20M to under \$1M annual net cost)
- Constructed a multi-scenario multi-year P&L model quantifying combined program impact across interchange, revolving balance revenue, retention value, and insurance claims cost while modeling lift for both current and new accounts and increase in multiple spend categories and potential changes in consumer segmentation & spend behavior
- Benchmarked competitor cards & consumer insights surveys in order to identify potential benefits & positioning gaps
- Presented strategic findings & recommendations to the President of Chase Branded Cards & Senior Executive Leadership across multiple organizational divisions, translating multi-variable data analytics into an actionable business roadmap
- Executed financial data & spend reviews of Merchant L1/L2 data and competitor consumer spending benchmark surveys
- Led cross-functional alignment across 6 stakeholder organizations (Legal, Risk, Marketing, D&A, Finance, Acquisitions) with project teams ranging from 5 to 100 members.

TWAI LLC, *Southfield, MI* **06/2017-06/2025**
Project Manager (2017 to 2019) & Senior Project Manager (2019 to 2025)

- 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
- Led complex IT and sales projects for Fortune 500 clients, delivering them on time and within budget by leveraging Salesforce, 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 20-30% and client satisfaction by 20-25%

SKILLS

- Supply Chain Management, Logistics Coordination & Procurement
- Project Management: Agile, Waterfall, and Scrum
- Excel Financial Modeling & Multi Scenario Modeling
- Product & Portfolio Strategy & Cross-Functional Stakeholder Alignment
- Competitive Benchmarking & Consumer Research
- User Lifetime Value (LTV) & Customer Acquisition Cost (CAC)
- Budgeting & Vendor Negotiation & Contract Negotiation

LEADERSHIP ACTIVITIES & ORGANIZATIONS

- Vice President & Treasurer of Graduate Supply Chain Management Association, Vice President & Treasurer of MBA Finance Association, Vice President of Broad Consulting Club, Vice President of MBA Marketing Association
- Treasurer of MBA Association, Board Member of Spartan Pride, Board Member of Multicultural MBA Association

Meimei M. Cao

Hanover, NH • (216) 278-8011 • mcao.tu28@dartmouth.edu • linkedin.com/in/meimei-cao/

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Master of Business Administration | GMAT Focus: 715 (Q:90, V:86, DI:81), 99th percentile

Forté Fellow, ROMBA Fellow, Consulting Club, Latin American Business Association, Ski & Snowboard Club

Hanover, NH

Expected 2028

BARNARD COLLEGE, COLUMBIA UNIVERSITY

Bachelor of Arts in Economics and Film Studies | GPA: 3.70/4.00

Keble College, University of Oxford study abroad; First-Class Joint Honours in film, history, and economics

Smart Women Securities, Columbia Sailing Team, Columbia Women's Ice Hockey Team, Out 4 Undergrad Business

New York, NY

2018–2022

EXPERIENCE

GMAT CLUB

Product Manager, Reviews

Remote

Spring 2026–Present

- Managed, designed, and developed business for the Reviews product (25% of total revenue); reported directly to Founder
- Reconstructed the entire reviews experience and user interface from scratch to replace a legacy system of 10K+ reviews; designed and deployed user surveys and focus groups to inform design decisions; leveraged AI models and agents (Claude, Gemini, UX Pilot) and coordinated with search engine optimization team to develop prototypes and profitability strategy

CHARLES RIVER ASSOCIATES

Associate, Intellectual Property

Analyst

Chicago, IL

2024–2026

2023–2024

- Collaborated with law firms, Fortune 500s, and government agencies to value damages in IP litigation
- Microspherix v. Merck*: Defended Merck against Microspherix's \$3.1B patent infringement lawsuit on x-ray-trackable technology as a 6-person team, successfully securing a dismissal by indexing 500+ documents, analyzing 20+ depositions, and researching academic databases, SEC filings, and investor slides to quantify aggregated revenue and revenue potential of various products
- Masimo v. Apple*: Drove key research for Masimo's ITC appeal to ban U.S. sales of Apple Watches with infringing blood oximeter technology (Series 6-9, Ultra 1-2) by helping team of 8 quantify the U.S. wearable market through analysis of earnings, industry databases, and company materials across 6 peer products; contributed to 50-page report and final ruling affirmed by the President of the United States supporting exclusion of infringing Apple products
- Beckham v. Baker*: Filled in for Associate Principal and Senior Principal on a team of 3 to sit in confidential depositions; answered direct line of questioning from counsel; created, revised, and submitted 15-tab damage model including reconciliation of 300+ retainer ledgers; co-authored, revised, and submitted final report to client as part of 4-week sprint resulting in favorable judgment
- Grecco v. TikTok*: Built model summarizing Grecco's payments since 1995 in defense of TikTok; contributed to TikTok's first benchmark for adjudicating user content copyright infringement claims, setting precedent for future disputes
- Firmwide initiatives: hiring team, Impact@CRA (co-chair), OutLoud@CRA (board member), Women@CRA (board member)

GOLDMAN SACHS

Investment Banking Summer Analyst (FIG)

New York, NY

Summer 2022

- Selected experience: 3 live sell-side M&A (~\$2B LatAm FinTech P2P POS solution, ~\$1.2B U.S. FinTech LBO, ~\$800M U.S. private asset manager), and 2 client services (Apollo/Athene relationship team, internal market update)
- Drafted confidential information memorandum for Clip (digital payments company) within a team of 3; coordinated inter-office communications and presented ~\$2B valuation to firm Partners and client executives
- Collaborated extensively with Analysts on converting Common Stock Comparison model (CSC) to standalone vertical; managed and updated 50+ extensive CSCs throughout the summer after Q2 earnings release

BANK OF AMERICA MERRILL LYNCH

Investment Banking Summer Analyst (M&A)

New York, NY

Summer 2021

- Selected experience: 1 sell-side M&A and 1 SPAC rotation
- Edited the letter of intent to kickstart ~\$80M sell-side healthcare merger; co-managed 200+ files; developed 60-page confidential information memorandum; updated weekly primer on Private Investment in Public Equity (PIPE) for Senior Partners

PERSONAL

- Global Citizen**: South Africa (age 0–2), China (age 2–13), US (age 13–21), France (summers, 19–20), Mexico/US (age 21–26)
- Languages**: Mandarin (native), English (native), Spanish (advanced), French (conversational), Japanese (basic reading)
- Interests**: Skiing; horseback riding (learned from the Mongols at age 6); scuba diving; cooking; attending film festivals
- Activism**: 8M Movement organizer (annual International Women's Day march of 200K+ in Mexico); recruited participants and collected footage to build awareness of missing women and children
- Volunteering**: Adaptive ski instructor at National Ability Center, Wasatch Adaptive Sports, and Ogden Valley Adaptive Sports, coaching athletes with physical and cognitive disabilities through on-hill lessons at Deer Valley, Snowbasin, and Snowbird

Arielle Van-Mballa

avanmbal@simon.rochester.edu | 936-249-8017 | www.linkedin.com/in/arielle-van-mballa

EDUCATION

Simon Business School, University of Rochester

Rochester, NY

Master of Business Administration (Brand Management/Finance)

May 2028

- Honors: Forté Foundation Fellowship, Reaching Out MBA Fellowship
- Clubs/Associations: CGSM; Forté Foundation, ROMBA, NMBBAA

Baylor University

Waco, TX

Degree Awarded - Political Science, Pre-Law B.A.

May 2018

- Honors: President's Gold Scholarship
 - Clubs/Associations: Baylor NAACP, African Student Association, Coalition of Black Ambassadors
-

PROFESSIONAL EXPERIENCE

Checkout.com

New York, NY

Specialist, Workplace Experience

Feb 2026 – May 2026

- Streamlined office operations and vendor coordination across 110+ stakeholders across NYC, ATL, and SF offices, reducing response time for workplace requests by ~40% within first months.
- Led execution of high-touch employee experience initiatives (events, onboarding, office services), enhancing engagement and improving internal feedback trends based on employee input.
- Identified inefficiencies in workplace processes across the NORAM offices and implemented standardized systems, increasing team productivity and reducing ad hoc workload.

Smarterly, io

New York, NY

Workplace Experience Coordinator, Workplace Experience

Jan 2024 – August 2025

- Managed day-to-day workplace operations for a high-growth tech office, 100+ supporting employees and ensuring seamless cross-functional coordination.
- Owned vendor relationships and budget tracking for office services, identifying cost-saving opportunities and reducing expenses by 65%.
- Designed and executed employee engagement initiatives and internal/external events, increasing engagement and strengthening company culture across teams in NORAM and globally.

Fenton Model Management

New York, NY

High Fashion Model

Sept 2020 – June 2026

- Selected for Vogue editorial features (Mexico print; Hong Kong and Runway digital), reaching 10M+ readers and contributing to global luxury brand storytelling across key markets.
- Booked by top-tier luxury brands (e.g., Ralph Lauren, Vivienne Westwood), generating \$89K+ in cumulative earnings across multi-market campaigns, reflecting sustained demand within premium fashion under agency representation.
- Managed 15+ high-production campaigns as an agency-signed model, coordinating scheduling, logistics, and contract execution while collaborating with creative and marketing teams to deliver brand campaigns under tight timelines.

File Clerk - Bonner Kiernan

Washington, DC (Sept 2018 - Sept 2019)

- Organized and digitized legal records, improving document retrieval efficiency and reducing search time for attorneys.
 - Maintained accuracy of sensitive legal documentation, ensuring compliance with firm standards and confidentiality requirements.
 - Supported administrative workflow for legal teams, contributing to timely case preparation and client service delivery.
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ADDITIONAL INFORMATION

Skills: Google Workspace, Microsoft Office Suites, Slack, Zoom Workplace, Stakeholder Management, Operations Strategy, UGC Strategy, Social Media/Influencer Marketing, Brand Building, Fabric

Languages: French

Interests: Cooking, Vintage Fashion, High Fashion Designers, Archery (Olympic Recurve Bow)

DR. JOHN FOLEY MD

617-775-5324 | John.b.foley@vanderbilt.edu | www.linkedin.com/in/DrJohnFoleyMDMBA

HEALTHCARE OPERATIONS | CONSULTING | STRATEGY

MD and Vanderbilt MBA candidate with experience spanning clinical medicine, healthcare operations, AI implementation, and biomedical research at VUMC, NIH, and FDA. At Duffy Health Center, Cape Cod's largest provider of mental health and addiction services, identified critical operational and revenue-cycle bottlenecks and designed and implemented AI-powered solutions to reduce insurance errors, protect reimbursement, and improve Medicaid/MassHealth workflows. Combines clinical expertise with business strategy and technology to drive healthcare transformation.

EDUCATION

VANDERBILT UNIVERSITY OWEN GRADUATE SCHOOL OF MANAGEMENT

Nashville, TN

Master of Business Administration, May 2027

Concentrations: Marketing, General Management

- Scholarships: ROMBA (Reaching Out MBA) Scholar. >50% tuition. Competitive scholarship developing LGBTQ+ MBA students for business leadership.
- Club Involvement: VP - *Out and Allied* (LGBTQ+ students + Allies), Vanderbilt Business Healthcare Association

TUFTS UNIVERSITY SCHOOL OF MEDICINE

Boston, MA

Doctor of Medicine, May 2021

- Scholarship: Joseph Collins Foundation Scholar (>50% tuition): Competitive scholarship awarded for accomplishments as a self-taught painter; President, Medical Spanish Interpreter Program

VANDERBILT UNIVERSITY

Bachelor of Arts, May 2014

Nashville, TN

Majors: Molecular and Cellular Biology, Spanish Language and Literature

- GPA: 3.74/4.0 *Cum Laude*; Dean's Scholar Every Semester
- President, *GlobeMed at Vanderbilt*; raised >\$20K for nonprofit "Dios Es Amor" healthcare provider in Peru and led summer volunteer team; Research: 4 years at Vanderbilt University Medical Center in Type 1 Diabetes.

EXPERIENCE

2026-Present

DUFFY HEALTH CENTER

Hyannis, MA

Intern, Healthcare Operations

- Designed and implemented multiple AI-powered chatbots to assist front-desk staff with interpreting insurance eligibility information and selecting the correct payer in Epic, targeting errors that caused claim denials, delayed reimbursement, and revenue loss.
- Designed AI-assisted workflows for MassHealth/Medicaid patients meeting "Medically Frail" criteria, helping staff identify qualifying patients, document eligibility appropriately, and ensure required documentation was submitted to prevent unnecessary redetermination cycles and coverage disruptions.
- Identified and redesigned critical clinical and revenue-cycle workflows, mapping operational bottlenecks and developing AI/automation interventions to improve efficiency, reduce human error, and protect reimbursement.

2023 – 2025

UNIVERSITY OF MASSACHUSETTS MEDICAL SCHOOL

Worcester, MA

Resident (Physician), Family Medicine

- Evaluated >2,000 patients across inpatient and outpatient settings; Trilingual provider delivering medical care in Spanish and Portuguese to >1,000 underserved and undocumented patients
- Analyzed >3,000 pediatric patients to identify drivers of annual-visit no-shows; developed and led reminder intervention associated with significantly reduced no-show rates

2022 – 2023

LOWELL COMMUNITY HEALTH CENTER

Lowell, MA

Medical Interpreter (Spanish)

- Interpreted for >1,000 underserved patients across multiple specialties; collaborated with IT on Epic implementation and led patient/provider training

2014– 2015

NATIONAL INSTITUTES OF HEALTH

Bethesda, MD

Research Assistant

- Conducted HIV research investigating CCR5 and additional co-receptor proteins associated with resistance to HIV infection

ADDITIONAL

- Since 2016 have made > 1,000 Oil and Acrylic Paintings; Sell my paintings in galleries.
- 2010-Present: Tutoring >500 students Pre-Med Science Classes, MCAT, SAT/ACT, College Counseling.

ARES LI

Tel.: +86 18202755605 | 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.
- Selected for international exchange program at Hong Kong University of Science and Technology, focusing on Asian markets, innovation strategy and AI applications.

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

- **Product Roadmap & Growth Strategy:** Identified unmet gifting needs and whitespace opportunities across consumer lifecycle via festive behavior analysis and market assessment; defined 3-year product expansion roadmap and prioritized initiatives by commercial viability and brand fit, expanding product presence from 3 to 7 key occasions and unlocking ¥200M incremental revenue.
- **End-to-End Product Portfolio Delivery:** Led full-cycle portfolio restructuring and consumer-led product innovation for underserved kids' gifting segments; aligned with global cross-functional teams to navigate complex development cycles and launch new SKUs across emerging channels, delivering 30% YoY sales growth and +4pts gross margin improvement.
- **Digital Product Experience Optimization:** Owned digital product performance and consumer journey across Tmall, TikTok and Meituan; redefined hero SKU priorities and optimized touchpoints via data-driven test-and-learn framework, driving 33% YoY digital sales growth amid industry-wide downturn.

Mars Wrigley

Guangzhou, P.R. China

Marketing Manager – Extra/Orbit (Chewing Gum Brand)

2021-2022

- **Product Growth Roadmap Definition:** Synthesized consumer insights, competitive dynamics and price-pack architecture to build a 3-year product growth portfolio roadmap; secured cross-functional alignment with senior leadership, sales and R&D teams, with projected 5% brand CAGR outperforming the flat category benchmark.
- **Demand Generation & User Adoption:** Redefined core product value proposition around oral health to revitalize stagnant category demand; designed and launched cross-platform user education program integrating KOL advocacy and content ecosystems, driving 182M+ reach, 19M+ engagements and 117% YoY sales growth, the company's top-performing initiative in 10 years.

Procter & Gamble

Guangzhou, P.R. China

Senior Brand Manager – Aussie & Pantene (Haircare Brands)

2018-2021

- **Product Positioning & Value Iteration:** Diagnosed misalignment between Pantene Capsule Hair Oil's initial positioning and consumer expectations; redefined value proposition and messaging framework for e-commerce scenarios, lifting GMV ranking from outside Top 50 to Top 4 on Tmall.
- **End-to-End New Brand Launch & GTM Strategy:** Led full go-to-market strategy and end-to-end market entry for Aussie brand in China, covering product positioning, portfolio design and channel mix planning; established the brand as the No.1 Hair Volume Brand in China within launch cycle.
- **Data-Driven Performance Optimization:** Owned paid media and conversion strategy across digital channels; optimized bidding, audience targeting and ad placements via iterative testing, delivering +63% ROI improvement, +28% higher investment efficiency and +69% sales productivity.
- **Cross-Functional Stakeholder & Budget Management:** Managed multi-million-dollar marketing budget and led cross-functional teams across finance, sales, trade marketing and creative agencies; drove data-driven resource allocation and exceeded 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.

EDEN E. WALES

(978) 505-2613 • dr.eden.wales@gmail.com • edenwales.com • www.linkedin.com/in/eden-wales-90b2628b/
Strategic Healthcare Lead | Academic-Health System Partnerships | MBA & MPH Candidate

EXECUTIVE SUMMARY

Healthcare and higher education strategist focused on aligning workforce systems with academic–clinical partnerships. Dual MBA/MPH candidate and former Chief Academic Officer with experience leading institutional transformation, securing \$30M+ in funding, and launching programs generating \$5M+ in annual revenue.

Brings a systems-level perspective to complex organizational challenges with a focus on workforce alignment, cross-sector partnerships, and decision structures that enable scalable, sustainable impact across healthcare and higher education ecosystems.

CORE EXPERTISE

- **Workforce Systems & Academic–Clinical Alignment:** Designing and aligning workforce pipelines with clinical demand through academic–health system partnerships and cross-sector collaboration
- **Institutional Strategy & Transformation:** Leading market-aligned program development, organizational restructuring, and large-scale strategic initiatives across healthcare and higher education
- **Academic–Health System Partnerships:** Structuring and scaling partnerships between academic institutions and health systems to address workforce shortages and improve training alignment
- **Financial Strategy & Growth:** Securing \$30M+ in capital and institutional investment; driving \$5M+ in annual recurring revenue through new program development and expansion
- **Operating Model & Organizational Effectiveness:** Improving decision structures, governance models, and execution pathways to reduce bottlenecks and accelerate implementation
- **Digital & AI Strategy:** Applying data and AI-driven approaches to improve operational efficiency, workforce planning, and outcome measurement
- **Population Health & Health Equity:** Developing strategies that integrate social determinants of health into workforce and care delivery models to improve outcomes across diverse populations

PROFESSIONAL EXPERIENCE

Founder & Principal | Wales Advisory | May 2025–Present

- **Workforce Pipeline Design:** Engineer integrated education-to-workforce systems (nursing, allied health) to mitigate systemic labor shortages for regional health systems
- **Capital Strategy (Project Beacon):** Designed and executed a \$3M startup fundraising strategy to expand healthcare access in underserved populations
- **Institutional Transformation:** Advise health systems and universities on academic–health system partnerships, organizational restructuring, and mission-aligned growth frameworks
- **Enrollment Architecture (Johns Hopkins University):** Formulated a comprehensive funnel-optimization strategy for the MEHP program to eliminate pipeline leakage, establishing a strategic growth roadmap to scale cohort size from 22 to 40 students
- **Business Optimization (Vehicles for Change):** Developed a comprehensive growth strategy and market analysis to scale workforce development programs

Chief Academic Officer & Professor | Colby-Sawyer College | March 2023–May 2025

- **Strategic Revenue Growth:** Orchestrated an institutional pivot to health sciences, securing \$22.95M in funding and launching 12+ graduate programs generating \$5M+ in annual revenue
- **Academic–Health System Partnerships:** Spearheaded mission-critical strategic alliances with Dartmouth Health and HCA Healthcare to design clinical workforce pipelines
- **Operational Optimization:** Led restructuring initiatives that achieved \$2M in cost efficiencies while simultaneously scaling academic infrastructure and faculty development

Chief Academic Officer & Professor | Clarke University | June 2021- February 2023

- **Financial Turnaround:** Stabilized institutional finances by optimizing academic portfolios and reducing operational overhead through data-driven resource allocation
- **Program Diversification:** Launched market-aligned health and business programs, resulting in a 15% increase in new student enrollment
- **Stakeholder Management:** Navigated complex governance structures to align faculty, board, and community interests toward a shared long-term growth strategy

Associate Provost & Associate Professor | Saint Mary's University of Minnesota | June 2020– June 2021

- **Strategic Growth:** Directed the expansion of online and graduate portfolios, significantly increasing non-traditional student revenue and regional market share
- **System Integration:** Streamlined academic operations across multiple campuses, improving resource allocation and cross-departmental collaboration

Dean, Endowed Chair, Associate Professor | Mount Mercy University | August 2016 – June 2020

- **Strategic Philanthropy:** Secured a \$100K endowment to support institutional initiatives and long-term academic sustainability
- **Partnership Development:** Cultivated and managed strategic institutional partnerships that expanded the university's reach and increased collaborative resource sharing
- **Diversity & Inclusion Leadership:** Served as Director of Diversity Studies, leading cross-functional teams to integrate DEI frameworks into institutional strategy and curriculum

EDUCATION

MPH | Harvard University, T.H. Chan School of Public Health | Expected January 2028

- **Focus:** Health Policy, Health Equity, and Social Determinants of Health (SDoH)
- **Systems Thinking:** Applying epidemiological frameworks to address healthcare workforce shortages

MBA (Healthcare, Leadership, AI) | Johns Hopkins University, Carey Business School | Expected August 2027

- **ROMBA Fellow:** Recognized for competitive leadership excellence within the LGBTQ+ business community; granted exclusive access to national strategic leadership retreats and a global network of 15,000+ peers and alumni
- **Women in Business Scholar:** Selected for competitive, experience-based award including a two-week international residency in Peru to consult with multi-sector global businesses
- **Center for Innovative Leadership (CIL) Fellow:** Selected for elite 10-month residency focused on evidence-based leadership and navigating organizational complexity through AI and systems thinking
- **GPA:** 3.9 (*Carey caps each course mean at 3.35*)

PhD, Literature | University of New Hampshire | GPA: 4.0

MA, Literature | Boston College | GPA: 4.0

BA, English & Political Science | Swarthmore College | GPA: 3.7; High Honors

TECHNICAL TOOLKIT

- **Languages:** French (Proficient), Spanish (Beginner)
- **Data Analytics & Visualization:** Advanced Microsoft Excel (predictive modeling, complex financial simulations)
- **AI & Digital Transformation:** Strategic application of Generative AI (LLMs) for operational efficiency; experience with Python for data-driven healthcare outcome modeling
- **Enterprise Systems:** Strategic oversight of Salesforce (CRM) for talent management and institutional resource planning

FUYUAN SI

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EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration (STEM), May 2027 • Fellowship: Dean's Fellow Full Tuition Scholarship, ROMBA Fellow • Awarded: Team Captain & 1st Place – 2025 ROMBA National Case Competition • Selected: Out for Business VP Corporate & Alumni Relations • GMAT: 715 (99th Percentile) NANJING UNIVERSITY School of Computer Science Bachelor of Science, June 2021 • Major: Computer Science Minor: Financial Engineering • Awarded: Bain & Company Shanghai “Star Intern”, Dean’s List	Ann Arbor, MI Nanjing, China
EXPERIENCE 2026	THE BOSTON CONSULTING GROUP Summer Consultant • Diagnosed \$21M search engine marketing spend for global cloud provider, sizing \$5M efficiency opportunity and securing SteerCo approval into execution • Engineered 10+ Claude Skills to automate Google Ads diagnostics from raw exports to client-ready model and dashboard, deployed across 6 clients and accelerating delivery 7x • Equipped partner team with Skills demo for healthcare group pitch, generating live dashboard on paid media inefficiency and winning digital marketing engagement • Built sustainment model for \$25M identified paid display and social savings, codifying metric definitions, KPI targets, and corrective actions for agency audit	Seattle, WA
2021-2025	TENCENT Manager, Corporate Strategy Department, 2024-2025 • Convinced 14 studio executives to adopt engagement-first KPIs and shift performance focus, boosting returning-user growth 170% and reducing churn 40% across top 5 games • Presented key findings of user acquisition incentive inefficiencies to CEO and COO, driving payout-model redesign and generating \$140M in distribution cost savings • Spearheaded 25-member team to overhaul user-growth analytics system across 130+ games, eliminating data silos and cutting duplicate marketing spend 18% • Leveraged luxury pricing benchmarks and user clustering to devise co-branding strategy for \$5B-revenue mobile game, yielding \$160M in Bulgari avatar sales • Mentored 2 analysts on executive communication and modeling, accelerating independent ownership of deliverables by 3 months and reducing revision cycles ~25% Senior Business Analyst, Corporate Strategy Department, 2022-2024 • Led cross-functional team of 15 to resolve user acquisition disputes with third-party app stores, securing COO approval for recovery plan and reclaiming \$70M through settlements • Established end-to-end monitoring framework to expose unauthorized diversion of acquisition traffic, revealing leakage of 900K users and \$250M in annual revenue • Created go-to-market playbook for first strategy game in portfolio, enabling launch that achieved \$350M in first-year revenue and 25% faster break-even than peers Business Analyst, Corporate Strategy Department, 2021-2022 • Analyzed Brawl Stars character usage and engagement data to identify 4 player personas, informing content updates and lifting active playtime 12% • Built operations dashboard with Technology team to track 20+ game metrics, enhancing performance visibility and accelerating leadership readiness by ~60% • Collaborated with PR team to design and manage booth at international exhibition in Cologne, attracting 43K visitors and promoting global brand visibility	Shenzhen, China
ADDITIONAL	• TSwift Enthusiast & Unofficial Industry Expert: Attended all 6 Eras Tour nights in Singapore, developing deep expertise in surprise songs, Easter eggs, and crowd psychology • Feng Shui Reader: Offered 450 consultations over 230 hours, helping friends and family optimize everything from living rooms to love lives, now exploring palm reading • Community Volunteer: Supported women’s empowerment programs in Kenya, upskilling 300+ HIV/AIDS-affected women through computer skills training • Technical: MS Office Suite, Claude Code, Tableau, R, SQL, Python, Java, C, and Hadoop	

Demontre Buckson

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EDUCATION

Johns Hopkins Carey Business School

Master of Business Administration

Baltimore, MD

May 2028

Howard University, School of Business

Bachelors of Business Administration, Finance

Washington, D.C.

May 2020

PROFESSIONAL EXPERIENCE

Federal Home Loan Bank of San Francisco

San Francisco, CA

Trading Analyst

Jan 2023 - Jun 2025

- Executed \$500M-50B+ in daily federal funds, repo, U.S. Treasury, and interest rate derivative transactions via voice trading and Bloomberg Terminal optimizing liquidity, funding costs, and balance sheet performance.
- Monitored money markets, yield curves, and counterparty activity to deliver market intelligence supporting senior traders' funding and risk management decisions.
- Partnered with Treasury and Capital Markets teams to evaluate liquidity needs and funding strategies, ensuring efficient capital deployment and member financing capacity.
- Developed and presented a strategic partnership proposal to UN-Habitat and UNEP, advancing cross sector collaboration on affordable housing finance and ESG initiatives, aligned with the UN Sustainable Development Goals (SDGs).

Bank Rotational Program Associate

Jan 2022 - Jan 2023

Capital Markets:

- Coordinated daily funding communications via Bloomberg and direct phone contact with institutional counterparties, supporting execution of debt issuance
- Prepared ALCO and Core Bank reports, including advance activity, investment portfolio, and trade summaries used in executive decision-making.
- Estimated daily cost of funds to support pricing strategies and balance sheet management.

Internal Audit:

- Conducted IT control validations and supported Accounts Payable audits to strengthen operational compliance and risk management.

Community Investment:

- Led WISH program webinars for member institutions and Affordable Housing Program sponsors.
- Evaluated Affordable Housing Program applications and contributed to the development of Empowering Black Homeownership initiatives.

Member Business and Marketing Intern (Virtual)

Jun 2021 - Dec 2021

- Developed executive member profiles and monitored Letters of Credit to support relationship management and operational reporting.
- Conducted competitive pricing analysis of advance products versus brokered CDs, identifying meaningful pricing gaps that informed a revised rate strategy and supported member-facing outreach materials.
- Created marketing materials and coordinated webinars and conference logistics to increase member engagement.

ADDITIONAL QUALIFICATIONS

Technical Skills: SQL, Excel, Power BI, Bloomberg Terminal

Certifications & Programs: AI in Finance (2026); McKinsey Black Management Accelerator Program (2024); CFA Level I Candidate (2024); Bloomberg Certification Program (2020)

Leadership & Involvement: President, Black Graduate Student Association (JHU Carey); Co-Chair, Employee Activities Group; Member: Black ERG "VERB", Pride & Allies, CHISPA (Hispanic Heritage), Mentor Program

Awards: Dean's Scholarship Recipient (2026), ROMBA Fellow (2026), Employee Resource Group Chair Award (2023)

Languages: (Fluent) Spanish; (Intermediate) Portuguese, Italian, French, Turkish

Interests & Hobbies: Finance, Technology, Strategic Gaming, History, Volunteering, Basketball, Golf, Hiking

DAVID S. BRODERICK III

david_broderick@kenan-flagler.unc.edu
716-807-5143 | linkedin.com/in/david-s-broderick-iii

EDUCATION

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

Master of Business Administration, Full-Time MBA Program

- Concentrations in Healthcare, Entrepreneurship, and Sustainable Enterprise
- Veteran Fellow | Reaching Out MBA (ROMBA) Fellow
- Healthcare Club | Entrepreneurship & Venture Capital Club | Pride Club President
- STAR Consulting Project | Global Immersion Elective – Sustainability and Social Enterprise: South Africa

CLARKSON UNIVERSITY – Potsdam, NY

May 2018

Bachelor of Science, Chemical Engineering; Army ROTC National Scholarship Awardee

EXPERIENCE

OLD NORTH STATE MEDICAL FOUNDATION – Jacksonville, NC 2026

501(c)(3) health nonprofit operating food-as-medicine and veteran housing

Strategy and Finance Intern

- Modeled a \$2M federal maternal food-as-medicine program serving 100 patients annually across 23 rural counties; authored budget, budget narrative, and 9 supporting attachments submitted to HRSA in July 2026
- Built a \$165K operating model for a 5-bed veteran housing site across 5 revenue scenarios; exposed a \$65K annual wage-subsidy gap and 3 routes to break-even
- Drafted 3 foundation and federal grant applications against a \$300K funding goal; built a 36-prospect corporate and individual giving plan projecting 54% coverage of target expenses

U.S. ARMY – Fort Bragg, NC and Fort Bliss, TX

2019-2025

Security Manager, 11th Air Defense Artillery Brigade | 2023-2025

- 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%

Director of Operations, 3rd Battalion - 319th Airborne Field Artillery Regiment | 2021-2023

- 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
- Deployed in evacuation of Kabul, Afghanistan; negotiated with multiple stakeholders; coordinated basic needs and facilitated mental health support for Soldiers

Risk Assessment Analyst, 3rd Battalion - 319th Airborne Field Artillery Regiment | 2019-2021

- 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
- Developed standard operating procedures (SOPs); ensured data compliance and zero safety violations across all joint operations

ADDITIONAL INFORMATION

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- Conversational French
 - Army Victim Advocate - trained to provide support and resources to victims of sexual harassment and assault
 - Parachutist - 15 static line jumps from various fixed and rotary wing aircraft

TUESDAY ALEXIS SMITH

MBA Candidate in Sustainability & ROMBA Fellow

Seattle, WA | tuesday.alexis@gmail.com | 206-707-5410 | www.linkedin.com/in/tuesday-smith

SUMMARY

Detail-oriented MBA candidate specializing in microeconomic research, circular economy implementation, and lifecycle assessments. Combines results-driven supply chain background with graduate-level training in circularity frameworks, GHG accounting, and quantitative sustainability disclosure analysis to translate operational insights into rigorous, evidence-based solutions that enable solutions for positive climate and social impacts.

PROFESSIONAL EXPERIENCE

- Impact Investment Intern**, Nia Impact Capital June 2026 – July 2026
- Conducted quantitative assessments of 38 public equity holdings across Nia's portfolios for alignment with the asset management firm's impact investing theses in education, clean energy, and healthcare; synthesized research across SEC filings, news articles, and impact reports for shareholder engagement.
 - Presented 2 public equity stock pitches rooted in economic research and impact assessments.
- Studio Administrative Coordinator**, Catbird Jewelry Dec 2022 – Sept 2023
- Synthesized dynamic consumer sales trends and emerging market signals for weekly company-wide reports and tracked production KPIs for direct reports to the COO to inform operational strategy.
 - Led studio project management, partnering with management in Design, Training, and Production to improve cross-functional process efficiency via employee engagement and iterative implementation.
- Production Planning Associate**, Catbird Jewelry Oct 2021 – Dec 2022
- Designed an oversold tracking system synthesizing sales and productivity data into an automated dashboard, reducing oversold inventory by 80% in 5 months, far exceeding expectations.
 - Directed scheduling of 600–800 monthly production hours, balancing consumer sales trends while maintaining sustainable workloads for production jewelers.

SELECTED PROJECTS

- MBA Consultant**, Crestron Electronics Sept 2025 – May 2026
- Co-led development of a tracking dashboard and circularity integration rubric enabling Engineering, Design, and Innovation departments to evaluate product designs against material sustainability standards.
 - Synthesized ISO 59020 and relevant US and EU regulatory frameworks to identify applicable metrics, translating dense policy language into actionable design criteria for senior leadership and design teams.
- AI Ground Truth Beta Contributor**, Climate Impact Report Data Extractor April 2026
- Contributed to ground-truth validation for an AI impact report synthesizer tool by manually analyzing and normalizing Scope 1, 2, and 3 emissions data from over 100 public impact reports. Publication pending.

SKILLS

Lifecycle Assessments (LCAs), Microeconomic Research, Impact Assessments, Gap Assessments, GHG Accounting, Excel, PowerPoint, Project Management, Academic Research & Literature Review, Capital Allocation Analysis, Sustainability Reporting (including CSRD, TCFD, CA SB 253), Impact Report Methodology, Financial Inclusion & Social Impact, Written and Spoken Communication, Client-Focused, Collaboration, Innovation, Inclusion

EDUCATION

- MBA in Sustainability**, Bard Graduate Programs in Sustainability | GPA 4.0 Anticipated May 2027
- BA in Art History, Minor in Chemistry**, Barnard College, Columbia University | GPA 3.7 May 2021

ADDITIONAL INFORMATION

Improved the accuracy in transportations emission data collection methodology and created clear data visualizations for Bard GPS's 2025-26 Impact Report. Results improve transportation decarbonization within the program. Elected to lead the methodology and publication of the 2026-27 Impact Report based on performance.

SAVANAH KOESTER

Minneapolis, MN • (937) 726-4548 • koest170@umn.edu

EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN
Carlson School of Management | School of Public Health
Candidate for **Master of Business Administration** | **Healthcare Administration** May 2028

TULANE UNIVERSITY, New Orleans, LA
Celia Scott Weatherhead School of Public Health and Tropical Medicine
Bachelor of Science - **Public Health and Communications** May 2025
Six Sigma Yellow Belt Certification May 2025

EXPERIENCE

HEALTHPARTNERS, St. Louis Park, MN
Administrative Intern- Primary Care Quality Improvement May 2026 - Present

- Co-led a 3-person team to execute a radiology “mistake proofing” event after preparing data within a 5-member cross-functional group, delivering process improvements, IT system updates, and clinician education plans to standardize clinical workflows.
- Surveyed 1,800-person campus for kiosk implementation to ensure efficient 5,000 daily patient check-ins with the most Frontline reallocation benefit.
- Analyzed current “rooming time” from over 10 pediatric clinics to establish baseline well child visits (WCV) screening time using ASQ form prior to transitioning to SWYC form this fall.
- Optimized durable medical equipment (DME) inventory management through strategic recommendations, centralizing supply access to drive higher clinician utilization and operational clinical efficiency.
- Evaluated marketing data and contacted Quality Improvement team to update information for clinician benefit and boosting patient awareness.

TULANE UNIVERSITY, New Orleans, LA
National Science Foundation Funded Research Assistant May 2024 - May 2025

- Collected, analyzed, and interpreted over 1,000 lines of data in Excel on mental health providers nationwide through complex instructions to explore potential geographical biases against LGBTQ+ and BIPOC people.
- Evaluated and synthesized complex datasets for independent research projects, executing precise data cleaning and interpretation to successfully transition data into publishable assets.

MANNING FAMILY CHILDREN’S HOSPITAL, New Orleans, LA
NICU and Cardiac ICU Volunteer January 2024 - May 2025

- Identified weekend programming gaps and collaborated with stakeholders to implement diverse, hospital-wide activities, successfully improving the patient experience and ensuring continuity of care.
- Facilitated care coordination for 12 clinicians and cuddled 24 infants to optimize the healing environment.

ALTERNATE SOLUTIONS HEALTH NETWORK, Kettering, OH
Administrative Intern May 2024 - August 2024

- Improved data accuracy in acuity levels in over 10 work queues to reduce staff overload in crises to enhance emergency response efficiency.
- Facilitated daily office functions and oversaw resource allocation to maintain clinical operations.

LEADERSHIP AND COMMUNITY INVOLVEMENT

- **Quality Improvement Volunteer**- Phillips Neighborhood Clinic September 2025 - Present
- **Administrative Volunteer**- Ronald McDonald House September 2025 - Present
- **President**-Tulane University Food Recovery Network January 2022 - May 2024
- **Advisory Board Chairman**- Tulane Freshman Honors Experience August 2022 - May 2024

DELANEY ROSSOW

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EDUCATION

UNIVERSITY OF MINNESOTA, Minneapolis, MN

Carlson School of Management

Fellowships: Forté, ROMBA

Candidate for **Master of Business Administration**

June 2028

Emphasis: **Marketing, Strategic Brand Management, Product Marketing Management**

UNIVERSITY OF ST. THOMAS, St. Paul, MN

Opus College of Business

Bachelor of Business – Accounting

May 2022

UNIVERSITY OF ST. THOMAS, St. Paul, MN

College of Liberal Arts

Bachelor of Arts – English Creative Writing

May 2022

EXPERIENCE

INVER HILLS COMMUNITY COLLEGE, Inver Grove Heights, MN

Admissions Support Specialist

March 2026 - September 2026

- Analyzed and processed international and domestic applicant transcripts in Slate and ISRS
- Proctored securely administered entrance exams for course placements
- Spearheaded interdepartmental communication materials distributed across campus
- Increased college admissions by 20%, facilitating concise communications daily and at events

ABDO SOLUTIONS, Edina, MN

Government Auditor

November 2024 - March 2026

- Created financial efficiencies for governments, nonprofits, and school districts
- Demonstrating exceptional service to build existing relationships and gain new clients
- Analyzed financial support with Microsoft Excel in determining adherence to GASB standards

PRICEWATERHOUSECOOPERS (PWC), Minneapolis, MN

Private Auditor

October 2022 - October 2024

Taproot ScopeAthon Programs – Performed pro-bono consulting to nonprofits

- Analyzed client support in accordance with GAAP standards to determine an audit opinion
- Collaborated with remote team members across multiple countries to meet audit deadlines
- Designed deliverable presentations alongside C-Suite executive clients

UNIVERSITY OF ST. THOMAS, St. Paul, MN

Admissions Intern

January 2021 - May 2022

- Updated and modernized tour guide manual and multimedia training program
- Exhibited presentations to prospective families at panels and tours
- Supervised student guides with strategic communication newsletters and monthly meetings

PROFICIENCIES, CERTIFICATIONS, & COMMUNITY INVOLVEMENT

- *Technical Proficiencies:* Slate, Salesforce, Microsoft Office, Adobe Photoshop, InDesign
- *Certifications:* Google Career Certificates – Digital Marketing and E-Commerce
- *Community Involvement:* Stillwater Public Library Foundations, IHCC Health & Wellbeing Committee, AFSCME Member

SIRUSHA SUNTHAR

25pn24@queensu.ca | 647-303-0295 | <https://www.linkedin.com/in/sirusha-s-8a707418b/>

EDUCATION

- Master of Business Administration**, Smith School of Business, Queen's University, Kingston, ON **2026 - Present**
- Masters of Business Administration – Dean's Scholarship - \$40,000
 - Distinctly Consulting Certified, Consulting/Finance & Artificial Intelligence Club Member
- Bachelors of Health Science**, Ontario Tech University, Toronto, ON. **2012 - 2015**
- Major in Health Science, Minor in Public Health & Informatics

PROFESSIONAL EXPERIENCE

- Senior Consultant, Enterprise Strategy & Public Sector**, Techblocks Inc., Toronto, ON **2024 - 2026**
- Advised provincial agencies, municipal utilities, and healthcare networks on enterprise digital-transformation initiatives spanning AI, CRM, data integration, and automation
 - Led end-to-end client engagements by conducting current-state capability and process assessments, designing future-state operating models, and developing 3–5-year transformation roadmaps aligned to policy requirements and approved budgets
 - Developed business cases and investment justifications for large-scale SaaS and services programs (\$250K–\$600K ACV), supporting executive and board-level decision making
 - Facilitated executive workshops with deputy ministers, CIOs, and transformation leaders to define outcome-based success metrics, citizen-service KPIs, and value-realization plans used to govern multi-year transformation programs
 - Collaborated with Deloitte and Accenture system-integrator teams to align solution architecture with Salesforce and Mulesoft ecosystems, reducing implementation risk and accelerating time-to-value
- Consultant, Enterprise Growth & Digital Transformation**, Synechron Inc., Toronto, ON **2022 - 2024**
- Advised public-sector and regulated-industry clients on growth strategies, modernization programs, and data-driven service improvements, supporting healthcare providers, energy utilities, and financial institutions
 - Built strategic account and transformation plans increased client investment by 35% through targeted expansion of cloud, analytics, and AI capabilities
 - Led C-suite and VP-level strategy sessions to translate technology initiatives into defined business and citizen-outcome KPIs used to track benefits realization and performance
 - Delivered on large, multi-year engagements by shaping solution narratives, renewal strategies, and long-term roadmaps for Crown corporations and provincial ministries
- Senior Technical Recruiter**, Synechron Inc., Toronto, ON **2021 - 2022**
- Delivered specialized technology talent to support fintech and health tech transformation programs, staffing critical roles across digital, data, and platform initiatives
 - Optimized recruitment processes and ATS workflows, reducing time-to-fill by 35%
 - Supported account growth by providing talent-market insights and workforce-planning recommendations to guide client hiring and staffing decisions
- Senior Technical Recruiter**, Affinity Staffing, Vancouver, BC **2020 - 2021**
- Advised SaaS start-ups and mid-market firms on technical hiring strategy, including role prioritization, hiring sequencing, and workforce scaling plans
 - Generated \$800K in placement revenue through consultative, insight-driven recruiting engagements
- Inside Sales Representative**, BMO Nesbitt Burns, Toronto, ON **2019 - 2020**
- Accepted high-net-worth client portfolios and contributed to cross-sell strategies increasing product adoption by 18%
 - Developed client-specific insights to equip relationship managers and senior advisors with actionable talking points and account strategies

ADDITIONAL INFORMATION

- Salesforce Lightning · Tableau CRM · HubSpot · Telesoft · Heroku · LinkedIn Sales Navigator · ZoomInfo · Outreach.io
- French (Conversational) · Tamil (Conversational)

Laura Kaye

Hanover, NH • (508) 361-2444 • laura.kaye.tu28@tuck.dartmouth.edu • <https://www.linkedin.com/in/laura-k-aba0ab157/>

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

ROMBA Fellow, Energy Club, General Management Club, Jewish Student Association

Hanover, NH

2026-present

JOHNS HOPKINS UNIVERSITY

M.A., *History of Art*

B.A. (double major), *History of Art and Medicine, Science & the Humanities*

GPA 3.87, graduated with General and Departmental Honors

Baltimore, MD

2021-2022

2017-2021

EXPERIENCE

ENVIRONMENTAL DEFENSE FUND (EDF)

Boston, MA

Headquartered in NY, EDF is a global non-profit working to stabilize the climate and strengthen and support human health.

Prospect Research Specialist, Strategic Operations

2023 – 2026

- Produced and presented 37 strategic prospect analyses to 28 frontline fundraisers, evaluating donor capacity, philanthropic interests, and relationship networks to identify new funding opportunities and inform fundraising strategy.
- Spearheaded qualification process for all new named and unidentified donors at the \$5k+ level (397 in FY25), ensuring that high-potential prospects are identified and prioritized for engagement by EDF's 4 mid-level giving (\$5K-\$99K) fundraisers.
- Developed 38-page strategic briefing on Board members to support onboarding and relationship planning for EDF's incoming Chief Development Officer.
- Analyzed the philanthropic network of a prominent ultra-high-net-worth family, collaborating with six fundraisers and two researchers to map funding relationships and identify alignment with EDF priorities, informing long-term engagement strategy.
- Selected for the New England Development Research Association's competitive six-month 3-5 Learning Network, participating in professional development with senior prospect research leaders (Sep 2025 – Apr 2026).
- Served on inaugural Steering Committee for Jewish Voices, EDF's employee resource group (May 2025 – May 2026).

THE BALTIMORE BANNER

Baltimore, MD

Maryland-focused online news organization launched in 2022

Prospect Research Analyst, Philanthropy

2023 - 2023

- Established organization's first prospect research framework by designing standardized profile templates for individual, foundation, and corporate donors.
- Operationalized process for prospect research, returning full profiles within 2 business days.
- Prepared bios on 100+ fundraising event attendees despite having little or no prior research on or relationship with said attendees.

JOHNS HOPKINS MEDICINE

Baltimore, MD

Development Coordinator, Brady Urological Institute (Urology Department)

2022 - 2023

- Organized 100-person fundraising event on extremely quick turnaround basis following predecessor's temporary emergency departure, including communicating with vendors, procuring catering, organizing space, and setting up AV.
- Copyedited 20-page urology research publication *Discovery* for donor audience of ~20,000.
- Drafted monthly stewardship letters, synthesizing scientific research reports for laypeople and conveying gratitude to donors.

JOHNS HOPKINS HILLEL

Baltimore, MD

Communications Associate & Graduate Student Liaison (part-time)

2021 - 2022

- Spearheaded graduate student programming across JHU's 9 schools to foster community building, increasing number of engaged graduate students by 500%. Assembled, proofed, and sent weekly and seasonal email to ~400 students and community stakeholders.

PERSONAL

- **DOROT** ("Generations" in Hebrew), *Caring Calls Volunteer* – lead monthly 25-min calls with isolated senior (Dec 2020 – Present).
- **Jewish Big Brothers Big Sisters of Boston**, *Friend 2 Friend Volunteer* – build relationship with disabled adult through monthly activities (Jan 2025 – July 2026).
- **Computer**: Microsoft Suite, Google Suite, Asana, Salesforce, SAP-Concur, Canva, Adobe Acrobat, ChatGPT, Claude, Zoom.
- **Languages**: Spanish (intermediate), French (beginner), Hebrew (beginner).
- **Interests**: meditation, hiking, kickball, art museum exploration.

MAGGIE LODGE

maggie.lodge@my.utexas.edu

(501) 515-0581

<https://www.linkedin.com/in/maggie-lodge/>

EDUCATION

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

May 2027

Master of Business Administration

- **Organizations:** Graduate Finance Association (President), Peer Career Coach, McCombs Ambassadors Committee, Graduate Consulting Group, Tech Club, Forté Fellow, ROMBA Fellow

HENDRIX COLLEGE, Conway, AR

December 2019

Bachelor of Arts in Accounting

EXPERIENCE

THE CLOROX COMPANY, Oakland, CA

Summer 2026

Strategic Finance Intern

- Diagnosed inefficiencies in Board-level reporting and independently built an automated dashboard using AI-powered low-code tools, reducing reporting time by 97% (30 hours to 1 hour)
- Analyzed \$1B+ in share buybacks vs. acquisition investment scenarios by updating total company valuation model with FY26 actuals and extending projections
- Coordinated with finance leaders across 12 business units to consolidate FY26 sales actuals and FY27 budget into a unified innovation scorecard, identifying highest impact innovations for VP and executive stakeholders
- Automated data intake for lease renewal analysis, standardizing inputs into Real Estate DCF models

LIBERTY MUTUAL INSURANCE, Remote

2023 - 2025

Associate Product Owner

- Diagnosed and eliminated manual process bottlenecks across actuarial and accounting teams, delivering end-to-end workflow automation that saved 1,000+ annual employee hours
- Prioritized finance technology roadmap across 15+ initiatives through structured cost-benefit analysis, aligning actuarial and accounting stakeholders to quarterly financial close requirements
- Reduced post-implementation support volume by 30% by designing and delivering structured change management programs, including live training and documentation, for 200+ finance users

Q2 SOFTWARE, Austin, TX

2021 - 2023

Product Business Analyst

- Led a 3-person development team as interim Product Owner, synthesizing competing priorities from Sales and Customer Success stakeholders to deliver 90% of quarterly product objectives
- Orchestrated bi-weekly client facing product releases by coordinating testing schedules, creating release notes, and facilitating go/no-go decision meetings across Engineering, QA, and Customer Success
- Reduced feature-related support questions by 20% by presenting feature release demos, ensuring alignment and increasing product knowledge across sales, customer success, and product

DEPOSITORY TRUST & CLEARING CORPORATION, Boston, MA

2020 - 2021

Program Management Analyst

- Reduced client onboarding time by 15% by centrally managing onboarding programs for 30+ financial institutional clients, coordinating efforts between legal, relationship management, and onboarding teams
- Shortened monthly reporting cycle from 10+ hours to under 1 hour by launching automated Power BI dashboards

ADDITIONAL

- **Skills:** PowerBI, SQL, Excel, Co-Pilot App Builder
- **Interests:** Long distance running (3 marathons down!), mountain biking, furniture refurbishing

MARY “MAREN” RULE

Maren_Rule@Kenan-Flagler.unc.edu | 303-408-4610 | linkedin.com/in/marenrule

EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School – Chapel Hill, NC **Expected May 2028**

Master of Business Administration

Vetter Dean’s Fellow | Forté Fellow | ROMBA Fellow | Merit Scholarship – Full tuition

SANTA CLARA UNIVERSITY – Santa Clara, CA **June 2024**

Bachelor of Science, Political Science and Public Health

GPA: 3.77 | Magna Cum Laude | Dean’s List | Pi Sigma Alpha Political Science Honors | 2023 Library Research Award

EXPERIENCE

AON – San Francisco, CA **2025 - 2026**

Health and Benefits Analyst | 2026

- Advised 6 enterprise clients across tech and public sector, shaping benefits strategies for ~130,000 employees
- Built dynamic contribution models and updated 30,000+ rates for public sector client, driving renewal decisions on \$40M+ in combined premium spend
- Led analytics for a national benchmarking initiative, which was adopted firm-wide across 8 industry verticals
- Managed end-to-end budget process for 1,100-employee tech client with \$25M+ benefits spend across 15+ vendors

Health and Benefits Specialist | 2025

- Executed open enrollment for 5+ corporate clients, leading benefits presentations to 300+ employees
- Selected for firm-wide Flex program supporting actuarial modeling and renewal forecasting, performing analytical work typically reserved for senior analysts
- Coordinated account management for 4+ clients, owning project timelines and serving as primary client contact

CUSTODY HEALTH SERVICES AT MILPITAS JAIL – Milpitas, CA **2024 - 2025**

Rehabilitation Counselor

- Conducted 100+ in-person monthly assessments with incarcerated patients, developing individualized care plans for opioid and alcohol use treatment
- Designed and implemented departmental operations manual and trained 5 new team members as sole departmental trainer
- Pioneered VI-SPDAT certification on the team, expanding patient access to housing and wraparound resources

SANTA CLARA UNIVERSITY CAMPUS RECREATION – Santa Clara, CA **2023 - 2024**

Marketing Coordinator

- Grew social media reel interactions 2,079% and overall engagement 409% via targeted digital campaigns
- Supervised 75–100 student staff, providing daily peer leadership across campus recreation operations

SANTA CLARA COUNTY GOVERNMENT: CUSTODY HEALTH SERVICES – Santa Clara, CA **2023**

Government Fellow

- Redesigned operational workflows for a public health outreach initiative, improving service delivery and securing \$400 in educational resources for justice involved youth
- Conducted customer discovery style focus groups with 60 participants, translating qualitative insights into recommendations adopted in a countywide public health initiative

ADDITIONAL INFORMATION

- Licenses & Certifications: CA Health, Life & Disability Insurance License; VI-SPDAT; Youth Mental Health First Aid
- Technical Skills: Excel financial modeling, claims modeling, renewal forecasting, budgeting, STATA, EPIC, Canva

Sumi Onoe

Hanover, NH • (917) 434-3976 • sumi.onoe.tu28@tuck.dartmouth.edu • linkedin.com/in/sumionoe

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Forté Fellow; Reaching Out MBA (ROMBA) Fellow

Retail & CPG Club; Ski and Snowboard Club; Outdoor Club; Women in Business Club; Tuck Pride

Hanover, NH

2026-Present

SWARTHMORE COLLEGE

Bachelor of Arts in Computer Science and Mathematics

GPA: 3.82/4.00

Frances Valey Women's Science Research Fellowship; Captain of Women's Ultimate Frisbee Club

Swarthmore, PA

2017-2021

EXPERIENCE

CONVOY TECHNOLOGIES, INC

Software Coordinator / Technical Project Manager

Washington, DC

2024-2026

- Led NetSuite ERP implementation over 6 months, self-training on the platform and partnering with Accounting, Operations, and Sales to migrate inventory, customer, vendor and transaction data while consolidating legacy tools into automated workflows
- Drove initial buildout of NetSuite's manufacturing framework (BOM, Assembly Builds, Work Orders, Lot/Serial tracking), working with manufacturing team to translate floor processes into structured data ahead of planned rollout for added visibility
- Managed a team of two external engineers and two internal testers, overseeing sprint planning and QA to develop a Convoy Vue Android app update, restoring compatibility with a new camera model used by key customer accounts
- Identified a gap in global team connectivity and led an external developer team to rebuild company documentation and launch a new intranet with community-driven features, adopted by over 50 employees across 3 offices/countries
- Spearheaded early-stage development of company's first AI-enabled safety product by researching competitors, defining requirements with engineering, and preparing supplier RFQs and leadership materials for 2026 planning
- Mentored junior engineer via 1:1 check-ins and structured feedback, improving professionalism and communication habits

RIKZEN LLC

Founder

Washington, DC

2025-2026

- Founded a small business importing artisan-made slippers from Japan, traveling to Japan to build direct partnerships with women's artisan groups and co-design two product lines: a 7-style classic collection and a one-of-one line using upcycled t-shirts
- Built brand from the ground up, designing logo, packaging, and marketing materials, producing product photography, and running social media campaigns to grow sales to \$5,000+ in gross revenue and 100+ customers within the first year
- Managed end-to-end operations including supplier logistics, inventory, order fulfillment, and customer support, driving sales through online channels and pop-ups at yoga studios and MAUM Market, the largest Asian-owned makers market in the country

SYNCRO MEDICAL

Software Engineer

Langhorne, PA

2022-2024

- Served as sole engineer on an R&D platform for cervical cancer-screening machines, independently building peak-usage tracking and log-based error diagnosis features, enabling 100+ clinicians worldwide to reduce machine downtime and troubleshoot faster
- Self-trained on Infrastructure as Code tools to automate migration of the platform's data storage to a new European region, satisfying data residency rules and enabling the platform's use by European clients
- Spearheaded company-wide equity forum in partnership with HR, launching recurring women's lunches and online community meetups to strengthen support for women and underrepresented groups in engineering

Associate Software Engineer

2021-2022

- Developed configuration logic for pacemaker parameters, ensuring safe activation and value-setting for life-critical devices
- Wrote automated test cases to validate the tablet interface doctors use to configure pacemakers, covering key feature workflows

PERSONAL

Professional Ultimate Frisbee Athlete (Premier Ultimate League) — back-to-back champion (2025 & 2026) with D.C. Shadow

Women-in-Tech Lecturer (Ms. Engineer) — weekly online programming classes for women pursuing tech careers in Japan

Languages — native Japanese speaker; beginner Spanish (1,200+ day Duolingo streak)

SAMUEL CAHOON

He/Him · San Francisco, CA · (208) 316-7847 · samueljcahoon@gmail.com · linkedin.com/in/samuelcahoon

EDUCATION

University of California, Berkeley, Haas School of Business, Berkeley, CA
Master of Business Administration

May 2028

- ROMBA Fellow

Brigham Young University, Marriott School of Business, Provo, UT
Bachelor of Science, Marketing Management — GPA 3.81

December 2020

- VP, Marketing Association · National Coca-Cola Scholar · Encircle LGBTQ+ Volunteer

EXPERIENCE

Pontera, New York, NY

2024 – 2026

B2B fintech SaaS platform enabling financial advisors to manage clients' workplace retirement accounts

Senior Product Marketing Manager, Core Product GTM (Jan 2025 – Jul 2026)

- Led Bulk Rebalancing, Pontera's largest Tier-1 launch, using AI-driven account scoring to target high-fit firms — \$2.9B in AUM assigned in the first 90 days, 41 firms activated, and \$135M in stalled enterprise pipeline reopened
- Led the company's first full GTM rebuild during 66% YoY revenue growth — re-segmented advisors into 3 ICP tiers, repositioned the narrative from software-first to client-choice-first, and rewrote 18 of 21 sales-facing assets
- Scaled in-product onboarding from the first 800 firms to full coverage at 1,300+ in 11 months, lifting enterprise activation +69.5% and doubling accounts per firm through multi-seat expansion plays
- Rebuilt the customer evidence program into a continuous proof pipeline powering enterprise onboarding, product launches, and paid campaigns — fueling +61.4% enterprise AUM growth, the company's largest growth driver

Enterprise Product Marketing Manager (Apr 2024 – Dec 2024)

- Launched Fidelity MFA (v1) across 300+ broker-dealer partners and 20,000 advisors; drove adoption from 54% in beta to 96%, protecting ~8,000 accounts at multi-billion-dollar AUM; v2 playbook added +13% self-service adoption and cut support tickets 39%
- Carried the product marketing function solo through a layoff, rebuilding enterprise GTM — positioning, enablement, and customer proof — while annualized revenue grew from \$37.9M to \$52.2M and the advisor base grew 60.8%

HubSpot, Boston, MA

2020 – 2024

Global CRM and customer platform for scaling companies (NYSE: HUBS)

Product Marketing Manager — Sales Hub, AI Tiger Team, Global Customer Stories (Jan 2020 – Feb 2024)

- Led GTM strategy for the Sales Hub + AI relaunch at INBOUND 2023, coordinating 13 global teams; delivered \$4.5M ARR in two quarters, influenced 18 of 25 Q4 enterprise deals, and beat MQL goals by 107%
- Pioneered HubSpot's AI Tiger Team and authored the AI-native CRM positioning Sales Hub took to market; refreshed 10 product pages and shipped 3 ROI calculators, driving +21% traffic and +17% free-to-paid conversion
- Built the Lighthouse customer-story program from scratch, shipping 21 flagship stories (DoorDash, GoFundMe, WW); the broader 55+ story portfolio influenced \$12.1M MRR (150% of target) and powered 300+ sales plays

Pattern, Salt Lake City, UT

2018 – 2019

Top-10 global Amazon e-commerce agency

Brand Manager, B2C

- Drove 17–37% category sales growth in 5 months for dōTERRA and Garden of Life through keyword, pricing, and A/B messaging experimentation

ADDITIONAL

- **Certifications:** Reforge — Product Marketing Management (2024), Foundations of Product Management (2023); Product Marketing Alliance — PMM Certified (2023), PMA Scholar (2022)
- **Leadership:** Director of Digital Transformation & 2026 Mentorship Student Lead, O4U Global LGBTQ+ Summit; founded Pontera's first Pride ERG; led HubSpot LGBTQ+ Alliance Council programming for 7,000+ employees
- **Writing:** Super PMM (Substack) — essays on B2B SaaS GTM and AI in product marketing; creator of The Way In, a mentorship doorway for aspiring PMMs
- **AI-native practice:** Claude and ChatGPT for customer research and win/loss synthesis; Snowflake, Pendo, Gong, Salesforce, HubSpot, Highspot, Notion, Figma
- **Interests:** poetry, cooking, hiking, and mentoring first-generation and LGBTQ+ students into tech careers

Kelton Burns

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EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2027

Consortium Fellow | ROMBA Fellow | Center for Business, Government & Society Fellow | Consulting Club, Tripod Hockey

Hanover, NH

2025-present

UTAH VALLEY UNIVERSITY

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

Summa Cum Laude | Cumulative GPA: 3.92 | UVU Student Association, Prospective Student Services, Center for Social Impact

Orem, UT

2017-2021

EXPERIENCE

COMMONWEALTH FINANCIAL NETWORK

Summer Strategy Consultant

Independent wealth management firm supporting 2,900+ financial advisors nationwide; recently acquired by LPL Financial

Boston, MA

Jun-Aug 2026

- Facilitated cross-functional strategy sessions to identify overlapping responsibilities and design improvements to client support workflows following LPL's acquisition, improving organizational alignment across client-facing teams
- Designed and facilitated department strategy workshop establishing mission, vision, and strategic priorities for a newly integrated post-merger organization; developed implementation roadmap to execute resulting transformation initiatives
- Analyzed financials, customer-base composition, and service model for external financial advisor, developing recommendations to optimize client segmentation, long-term growth strategy, and client service delivery

UI CHARITABLE ADVISORS

Director of Finance

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

Provo, UT

2023-2025

- Led the finance function for a 25-person firm, managing financial controls, accounting, and tax strategy
- Oversaw management of investments, compliance, and tax responsibilities for \$400M in donor-advised fund assets spanning cash, public securities, private business interests, impact investments, real estate, private funds, and debt investments
- Directed a team of 3 to 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
- Hired and mentored a team of five, leading semiannual evaluations and driving development and optimizing performance
- Reduced future tax liability by 50% by improving accounting processes, eliminating penalties, and enhancing compliance
- Partnered with C-suite, board of directors, and other department directors to drive strategic decisions using financial data

INTERMOUNTAIN HEALTH

Financial Analyst

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

Salt Lake City, UT

2021-2023

- 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

THE CENTER FOR SOCIAL IMPACT - UTAH VALLEY UNIVERSITY

Program Director

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

Orem, UT

2018-2020

- 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% and enhancing program engagement and visibility

PERSONAL

Languages: English (Native), German (Advanced)

Community & Leadership: Harbor Fund – Donor Strategy Volunteer 2026, LDS Church – Community Leader 2017 to 2024 & Bilingual Service Representative 2015 to 2017 (Berlin, Germany), Hadley Impact Consulting – Donor Strategy Volunteer 2021 to 2022, Summit Academy – German Language TA 2020 to 2021, BYU – German Language Instructor 2017 to 2020

Interests: Marathon Runner (6 races), Global Traveler (14 countries), Licensed Real Estate Agent, and Rental Property Owner

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

Inhouse AI

Los Angeles, CA

Chief of Staff Intern (AI-powered legal technology startup, \$5M seed funding)

May 2026 – August 2026

- Reported directly to the CEO; diagnosed root cause of a 5x token cost overrun (\$1,000/day vs. \$233/day target) and designed an intelligent model-routing fix, benchmarked against Rocket Lawyer and LegalZoom, to align pricing with compute costs.
- Caught a compliance risk when a California legal matter was routed to an attorney licensed only in Michigan and New York, a finding that surfaced while building the company's customer support function from scratch: 161 tickets reviewed, 28 root cause categories, 10 backlog items ready for engineering and design.
- Led an 11-channel, 5-dimension customer acquisition study that ranked business-formation funnels as the top validated channel (4.10 of 5) and identified a no-spend path to activate it, ruling out high-WTP family offices as unreachable at scale.
- Worked across nearly every function in the company (product, engineering, marketing, operations), a breadth the CEO specifically called out, shipping work that included a companywide Asana build and a 5-platform social launch (45,990 impressions, zero spend).

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 integrated marketing programs across four B2B product lines, improving GTM efficiency and reducing waste by 10% using Agile methodology and Lean Six Sigma practices.
- Led product readiness strategy that decreased launch delays by 25%, driving improvements in cross-functional alignment, customer enablement material, and partner communications.
- Partnered with product and marketing teams to develop use-case-driven messaging for IT and enterprise decision-maker audiences across the full customer journey.

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

- Drove sponsorship and partner sales strategy for the Wireless Technology Forum, cutting proposal turnaround from 7 to 3 days and boosting close rate by 20%, gaining direct exposure to wireless network and IoT industry.
- 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

Technology:	Asana, Wrike, JIRA, Smartsheet, SharePoint, Airtable, Claude, ChatGPT, Gemini
Achievement:	Google PM Certificate; Certified Scrum Product Owner (CSPO); Certified ScrumMaster (CSM); Forrester Certified Portfolio Marketing; Lean Six Sigma Yellow Belt; Hispanic Scholarship Fund Scholar
Leadership:	Co-President of Out@MSB, Human Rights Campaign OC Steering Committee, Diversity Chair
Global Mindset:	Fluent in Spanish (native); study abroad in Russia, Costa Rica, and South Korea (U.S. State Dept. scholarships)

SEBASTIAN DZIUK

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

EDUCATION

UNIVERSITY OF MINNESOTA, Carlson School of Management, Minneapolis, MN

Candidate for **Master of Business Administration** | *ROMBA Fellow*

May 2027

Emphasis: **Marketing & Entrepreneurship**

UNIVERSITY OF MINNESOTA, College of Liberal Arts, Duluth, MN

Bachelor of Arts – Cultural Entrepreneurship

December 2017

STRATEGIC MBA EXPERIENCES

UNIVERSITY OF MINNESOTA, Minneapolis, Minnesota

MBA Student Consultant | VENTURES CENTER

January 2025 – present

- Led comprehensive market research and evaluated current technologies in wastewater treatment; Developed a positioning strategy and recommendations on business model for a wastewater treatment startup.

MBA Student Consultant | CARLSON VENTURES ENTERPRISE

January 2025 – present

- Conducted 25 VOC interviews across 7 customer segments to identify product-market fit for an early stage startup.
- Developed recommendations on minimum viable product options and pilot testing based on the startup team's capacity.

MBA Student Analyst | MEDICAL INDUSTRY LEADERSHIP INSTITUTE

November 2025 – January 2026

- Led VOC research with cardiologists across the U.S. and analysis for a medical device startup and presented research on intellectual property, market sizing, competitive landscape, Voice of Customer insights, FDA regulations, and reimbursement requirements.

EXPERIENCE

DZIUK STUDIOS LLC, Woodbury, MN

Founder and Professional Speaker

October 2024 - August 2026

- 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/executed email funnel that added 160+ qualified leads and enabled launch of new revenue streams for a graphic design agency.
- Delivered 6 virtual and in-person speaking engagements to audiences of up to 150 attendees, including SCORE Twin Cities to teach SMBs about email marketing & at Coloplast on inclusion and communication in the workplace.
- 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 | G-Works Innovation Incubator

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.
- 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.
- Reduced onboarding time by 66% by building repeatable training workflow including creating standard operating procedures and video training for new team members.

BEST BUY, INC, Remote

Senior Specialist | Learning and Development

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 team-wide design process to improve project management velocity for 20+ L&D designers and managers.
- Co-led DEI initiatives as part of HR's Inclusion and Diversity Steering Committee, aligning 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.

FATIMA SHAMI

fatima.shami@my.utexas.edu | Ph: (832) 410-5799 | www.linkedin.com/in/fatima-shami

EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business , Austin, TX Master of Business Administration, STEM GPA 3.5 Operations Fellow, ROMBA Fellow, Forté Fellow, Presidential scholarship recipient	May 2027
TEXAS A&M UNIVERSITY, Arte McFerrin School of Chemical Engineering , College Station, TX Master of Science in Safety Engineering GPA 4.0 Tau Beta Pi Engineering Honor Society, American Society of Safety Professionals	Dec 2023
UNIVERSITY OF NEW MEXICO, Dep. of Chemical and Biological Engineering , Albuquerque, NM Bachelor of Science in Chemical Engineering GPA 3.7 Society of Women Engineers, American Institute of Chemical Engineers (AIChE)	May 2012

EXPERIENCE

WATTS & FISHER PTY LTD , <i>Critical minerals R&D</i> , Perth, Australia (Remote) Strategic Advisor, Corporate Development - Developed go-to-market strategy for a \$2.1B critical minerals market across rare earths and lithium, defining a 12-month commercialization roadmap that secured three strategic industry partnerships - Built equity dilution and staged-financing model for a \$2M capital raise, recommending valuation and financing structure that preserved 8 percentage points of founder ownership - Designed and deployed AI agents automating grant discovery, market intelligence, competitor benchmarking, and partner prospecting, generating \$75K in annual productivity savings	2025 - Present
GEO SPECIALTY CHEMICALS , Deer Park, TX Lead Process Engineer - Led 17-person cross-functional team managing operations at an OSHA-regulated chemicals facility, overseeing \$70M operating budget and 8M pounds of annual production - Directed strategic capital allocation for \$4M+ optimization projects, improving yield by 25% and generating \$1.5M in annual revenue growth - Identified operational and maintenance bottlenecks through process analysis, implementing cost reduction initiatives that generated \$200K in recurring annual savings - Applied advanced analytics to identify yield optimization opportunities, presenting ROI-backed recommendations that increased production by 5% and generated \$1.2M in incremental annual revenue	2022 - 2024
AXENS AMERICAS , Houston, TX Technical Services Engineer - Led technical due diligence for technology licensing opportunities, supporting commercial negotiations that generated over \$50M in annual revenue - Developed investment business cases for renewable processing technologies that unlocked over \$10M in investment - Advised Fortune 500 refining clients across 60+ processing units, translating complex technical analyses into executive presentations and actionable recommendations supporting multimillion-dollar technology licensing engagements	2014 - 2020
CITGO REFINING AND CHEMICALS COMPANY , Corpus Christi, TX Process Engineer - Directed \$5M+ refinery turnaround projects involving 100+ personnel, delivering on-time and on-budget plant restart - Developed long-term process optimization strategies using trend analysis, generating over \$2M in annual cost savings	2012 - 2014

ADDITIONAL

Software: Claude Code, Python, Excel/VBA, Power BI

Interests: Private pilot | Pub quizzes | Marathon walking

Leadership: Co-author of *'Engineering Business Acumen'* with Professor John Doggett - a how-to guide to help technical professionals develop strategic judgment | Founder, ReactorIQ - SaaS B2B venture digitizing and optimizing reactor loading for the petrochemicals industry, a \$350M untapped market

NATE CHARLES GRANITO

nate.granito@duke.edu • 857-326-7995 • Durham, NC

EDUCATION

DUKE UNIVERSITY, Fuqua School of Business

Durham, NC

Master of Business Administration

2028

ROMBA Fellow (received tuition scholarship), The Consortium Fellow, Management Leadership for Tomorrow Professional Development Fellow, JumpStart Fellow

SOUTHERN NEW HAMPSHIRE UNIVERSITY

Manchester, NH

Bachelor of Science, Finance

2025

4.0 GPA; Summa cum laude

Alpha Sigma Lambda Honor Society, Delta Mu Delta International Business Honor Society, and National Society of Leadership and Success

WORK EXPERIENCE

ZENITH WEALTH PARTNERS

Philadelphia, PA

Associate

2025 – 2026

- Led the Local Capital Markets Initiative as principal strategist, applying creative problem-solving to direct program structure and investor sourcing across three new geographic markets to unlock institutional demand.
- Structured and brought to market \$19MM+ in private credit offerings across real estate and operating company acquisitions, leading pro forma development, capital stack design, and investor-facing materials.
- Evaluated and selected a 13-company investment portfolio through rigorous analytical frameworks and financial data analysis, resulting in \$8.4MM in capital deployed and advancing 8 additional opportunities to market (\$20.7MM pipeline).
- Designed a proprietary five-factor investment screening framework now used as the firm's standard evaluation methodology, analyzing opportunities based on financial quality, use of funds, market demand, execution risk, and local alignment.

Analyst

2024 – 2025

- Executed \$55MM+ in M&A and growth capital transactions, leading end-to-end diligence, valuation, and analytical deal structuring across buy- and sell-side engagements.
- Led financial analysis and buyer positioning for a \$2MM sell-side JV interest sale, rebuilding the DCF valuation around revised cash flow timing assumptions, unlocking critical liquidity for the seller's active development pipeline.
- Structured a \$3MM equity raise to finance a manufacturing acquisition, building integrated financial projections and conducting market research to assess strategic fit, cost synergies, and growth potential of the combined entity.
- Advised 50+ companies on investment readiness, applying business acumen to evaluate accounting quality, financial performance, and funding pathways across debt, equity, and non-dilutive capital.
- Managed three founder cohorts (40+ organizations), delegating workstreams across a collaborative team structure to guide financial planning, capital strategy, and investor positioning for nonprofit and venture-backed businesses.

MASS GENERAL BRIGHAM

Somerville, MA

Project Coordinator

2022 – 2024

- Led budgeting, forecasting, and variance analysis for a \$4.6MM department, including cash flow statement review and accounting oversight, driving \$1MM favorable variance in FY22 and \$600K in FY23.
- Owned budget allocation and deployment across 15 Employee Resource Groups within an 85,000-employee health system, coordinating cross-functional teams through a collaborative planning process to ensure effective use of funds.
- Built and optimized Tableau dashboards to support executive decision-making, collaborating with hospital, IT, and HR leadership to execute a system-wide operational initiative.

BOSTON PROPERTY GROUP

Brighton, MA

Licensed Real Estate Professional

2021 – 2022

- Built and managed a portfolio of 150+ clients within first year of licensure, closing transactions through strong sales and relationship management.

LEADERSHIP, SKILLS, AND INTERESTS

Leadership: Community Development, Finance, and Building Committee Member at St. Paul's Church in Malden, MA

Certifications: Series 65; Financial Modeling & Valuation Analyst (FMVA)[®]; Real Estate Salesperson (MA License)

Skills and Interests: Microsoft Excel; French - Native Speaker and Citizen; Born and raised in Hong Kong; Former D1 rugby player

JOE SCHMITT

(262) 490-3818 • www.linkedin.com/in/josepheschmitt • joeschmitt321@gmail.com • Madison, Wisconsin

PROFESSIONAL SUMMARY

MBA candidate with a proven track record managing long-cycle, high-stakes deal processes, originating and closing \$11M+ in capital commitments and supporting \$50M+ funding strategies. Skilled in executive-level communication and stakeholder management, with strong technical and financial analysis capabilities. Seeking investment banking associate internship for summer 2027.

EDUCATION

University of Wisconsin-Madison - Wisconsin School of Business, Madison, WI 2028

Master of Business Administration Candidate, Corporate Finance and Investment Banking

- Wisconsin Distinguished Graduate Fellowship Merit Award Recipient
- UW Ambassador & Fellow for Reaching Out MBA (ROMBA)
- Key Coursework: Business Valuation, Financial Accounting, Corporate Finance, Data to Decisions

University of Wisconsin-Madison - College of Letters & Science, Madison, WI 2021

Bachelor of Arts, Psychology

- College of Letters & Science Dean's List

PROFESSIONAL EXPERIENCE

University of Wisconsin Foundation - Wisconsin School of Business, Madison, WI 05/24 - 07/26

Associate Director of Development

- Originated and closed \$11.4M+ in capital commitments by developing investment-style cases for institutional funding initiatives, exceeding target of \$1.4M.
- Co-led structuring and execution of a \$50M capital raise strategy, partnering with senior leadership to define funding approach, investor targeting, and pitch materials.
- Managed a portfolio of 200+ executive, alumni, and major-donor relationships, developing engagement strategies designed to increase philanthropic investment and long-term institutional support.
- Designed and execute strategic engagement plans for Dean and other senior campus leaders, organizing high-level meetings and donor touchpoints across United States to advance donor relationships and philanthropic commitments.

University of Wisconsin Foundation - Wisconsin Medicine, Madison, WI 01/22 - 05/24

Development Program Specialist

- Organized stewardship, fund administration, event coordination, and donor communications across six departments within UW School of Medicine and Public Health for 8 frontline Directors of Development.
- Redesigned donor stewardship processes following organizational restructuring, consolidating six workflows into a unified system that doubled donor engagement touchpoints.
- Served as liaison between UW Foundation and 13 School of Medicine & Public Health departments to coordinate cross-functional projects with Gift Processing, Legal, Events, and Operations teams.

Language & Cognitive Neuroscience Lab - UW-Madison Psychology, Madison, WI 05/21 - 12/21

Research Assistant

- Built a self-directed R programming skill set to conduct statistical analysis on large-scale text datasets, identifying/verifying linguistic patterns that informed department research initiatives.

Self Employed/Entrepreneur, Madison, WI 04/18 - 05/21

Direct Sales, Coaching, Videography

- Operated independent small businesses spanning direct sales, coaching, and videography.
- Designed end-to-end operations from client acquisition through delivery (produced branded video content, sold health products, facilitated online programs) for 2-4 clients at a time while completing undergraduate degree.

TECHNICAL SKILLS

- Wall Street Prep Modules – Accounting, Corporate Finance, Analyzing Financial Reports
- Capital Minds Financial & Valuation Modeling Training
- Excel, PowerPoint (Advanced)

INTERESTS

- Restoring vintage cars & electronics
- Fitness (running, swimming, weight lifting)

PRATHYAJ B. MANTHA

Washington DC | ManthaP28@arden.virginia.edu | 202-725-0917 | www.linkedin.com/in/prathyaj-mantha

EDUCATION

University of Virginia, Darden School of Business
Master of Business Administration

Charlottesville, Virginia
May 2028

VP of Career – Darden Energy & Water Club

George Washington University, School of Engineering
Master of Science in Environmental Systems Engineering and Management
Magna Cum Laude, Student Ambassador

Washington DC
May 2023

Jain University, School of Engineering and Technology
Bachelor of Technology in Computers Science and Engineering
Editor in Chief – University Tech Magazine - ATOM

Bangalore, India
October 2020

TECHNICAL SKILLS

- AI tools- ChatGPT, Grok, Claude, Co-Pilot, and Vibe coding
- Microsoft Office Suite (Word, Excel, Project, Access, and PowerPoint)
- Adobe Photoshop, CAD Lab, Visio, Primavera, PowerBI, Figma and Canva

WORK EXPERIENCE

PEER Consultants, P.C

Washington DC
May 2025 - Present

System Engineer Consultant III

- Optimized processes for WSSC - emergency team, reducing response time by 85% and liability payouts by 25%.
- Led a team of 4 in securing \$1.5 million contract with EPA and coordinated with different permitting agencies.
- Secured multiple grants of \$25 Million support community projects in the Black Belt region of Alabama.
- Conducted full spectrum environmental study for City of Memphis on the impact of a \$15 Billion Data Center in the region focusing on formaldehyde and NOx emissions from portable generators and compliance with EPA standards.
- Created a blueprint for non-profits to replicate and create sustainable solutions to tackle Global WASH challenges.

System Engineering Consultant II

September 2023 - May 2025

- Developed and implemented onsite wastewater system solutions for underserved communities in Alabama, improving sanitation and public health by delivering onsite wastewater solutions for over 150 homes.
- Led project management efforts, including permitting and analysis, for a local utility, ensuring timely and efficient completion of objectives, increasing efficiency by over 30%.
- Turned a \$2 million deficit into a \$400K surplus by executing quick changes to procurement and permitting process.

DCSEU

Engineering Intern

Washington DC
May 2023 - September 2023

- Conducted benchmarking analysis of City of Baltimore and WSSC water projects, identifying cost and rate-setting best practices that improved project efficiency by 25%.
- Implemented and monitored quality control procedures for water projects, ensuring adherence to industry standards and regulatory requirements, resulting in high-quality project deliverables in a 5-member team.

George Washington University - EMSE Department

Engineering Assistant (Part-time)

Washington DC
March 2022 - May 2023

- Analyzed EMSE department performance metrics, identifying key trends and implementing data-driven recommendations that increased internal sustainability metrics by 80%.

LifeLine Consulting

Technical Project Co-Ordinator

Hyderabad, India
August 2018 - July 2021

- Implemented systematic QA/QC process checks achieving a 30% project efficiency increase.

AWARDS

IISE – Excellence in UN Sustainable Development Goals Award

2026

Google Cloud- SZNS Tech Innovation Challenge Winner

2026

FELLOWSHIPS

Reaching Out MBA (ROMBA)

August 2026 - Present

- Fellow recognizing leadership and commitment to advancing LGBTQ+ inclusion in business and entrepreneurship.

Nomad Futurist

May 2026 - Present

- Fellow contributing research and thought leadership on AI, data centers, and digital infrastructure.

RESEARCH PUBLICATIONS

- Author, Communication Failures Around Data Centers (ISA Journal – University of Oxford)** **September 2026**
- A full spectrum white paper study on communication failures between different stakeholders.
 - Focusing on why communication failures occur, different stakeholder perspectives and potential solutions.
- Author, Utilizing Digital Tools for (WASH) (SASBE Journal - University of Cambridge)** **July 2026**
- Research paper focusing on Utilizing Smart Digital Software Tools to Increase Operational Efficiency for Water, Sanitation and Hygiene (WASH) Utility Services in Rural Alabama.
- Author, The Real Bottleneck in AI (ISA Journal)** **June 2026**
- Research paper focusing on the bottleneck in scaling of AI, focusing on the Power Generation, Environmental policy and national competitiveness of AI scalability.
- Author, Impact of Artificial Intelligence on the Environment (IISE Journal)** **May 2026**
- Research paper studying the environmental impact of the World's largest Data Center - Colossus xAI.
- Author, Management of Sustainable Wastewater Infrastructure (IISE Journal)** **May 2026**
- Research paper focusing on the management of small-scale non-profit providing Onsite Sanitation Solutions to low-income residents in rural Alabama.
- Author, Scaling sustainable infrastructure and access to WASH (IISE Journal)** **June 2025**
- Research paper focusing on building sustainable infrastructure and community-driven solutions for WASH access.
- Author, Increasing Access to WASH in Rural Alabama (ASEE Journal)** **April 2024**
- Research paper analyzing the unequal access to WASH in the Black Belt region of rural Alabama.
- Author, Thesis Paper: Automation of Classification of Brain Scans (JETIR Journal)** **April 2019**
- Research paper looking into the increasing trends in automation of classification of brain scans leveraging AI.

MEDIA AND PUBLIC PRESENTATIONS

- Op-Ed Writer** **August 2026 - Present**
- Featured in The Morning call focusing on energy, water and infrastructure policy.
 - Featured in Real Clean Energy Journal as an expert on energy policy.
- Op-Ed Bi-Weekly Contributor, The Lowndes Signal** **May 2026 - Present**
- Writing commentary and analysis on data centers, sustainability, and Water, Sanitation and Hygiene (WASH), examining infrastructure, economic development, and community challenges.
- Panel Speaker, IISE Annual Conference 2026** **May 2026**
- Panel speaker at the IISE Annual Conference 2026 as a subject matter expert. “Does AI Belong at the Sustainability Table? A Live Multi-AI Panel on Technology, Conscience, and Climate.”
- Panel Speaker, University of Virginia** **April 2026**
- Panel speaker at the Leadership Council Annual meeting for University of Virginia- Darden School of Business.
- Guest Speaker, University of Delaware** **October 2024**
- Presented research on the lack of access to sanitation and its environmental impact in the rural Black Belt region of Alabama to a cohort of undergrads (CIEG465) at the Department of Civil and Environmental Engineering.

TECHNICAL PROJECTS

- Consultant, YESS! Of Charles County** **June 2026 - Present**
- Supporting a non-profit scale its organizational capacity from 2 to 25 to support rural residents with clean drinking water and onsite wastewater solutions in rural areas of Nanjemoy, Maryland.
- Research Project, Data Center Site Selection Tool (Google-SZNS Tech Innovation Challenge Winner)** **March 2026**
- Created an AI powered Data Center Site selection built on agentic models.
 - Created agentic AI tools that showed a 40% reduction in time to market and reduced error rate by 50%.
- Consultant, The City of Memphis Mayor's Office** **May 2025 - October 2025**
- Conducted a full spectrum environmental impact report including a study of the air emission by diesel generators.
 - Formaldehyde and NOx emissions regulatory compliance review, water usage and wastewater report and energy usage and estimation of growing demand.
 - Made recommendations of policy to the mayor's office that were implemented to satisfaction of all stakeholders.
- Consultant, Black Belt Unincorporated Wastewater Program** **May 2023 - Present**
- Created a community-based approach for membership engagement increasing membership by over 1000.
 - Provided wastewater solutions to 550 homes in the unincorporated areas of rural Alabama. Secured over 4 million dollars in funding for projects while scaling the organization to 25 individuals and formed 12 strategic partnerships.
- Student Cap Stone Project, The George Washington University** **May 2022 - May 2023**
- Developed a project for rooftop solar integration which reduced Capital One Arena grid demand by 20%.

LANGUAGES

English, Telugu, Hindi, Urdu, Kannada (Fluent)

Elmer A. Zapata-Mercado, Ph.D.

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Senior student affairs and policy leader with deep experience spanning admissions strategy, student success, institutional partnerships, and executive-level advising across higher education and the federal government. Currently serving as Assistant Director of the Vivien Thomas Scholars Initiative (VTSI) at Johns Hopkins University, providing strategic and operational leadership for a university-wide STEM pathway program focused on recruitment, retention, and doctoral outcomes for students from HBCUs, community colleges, and regional institutions in the DMV.

EXPERIENCE

JOHNS HOPKINS UNIVERSITY | BALTIMORE, MD.

AUG 2025 – PRESENT

ASSISTANT DIRECTOR, VIVIEN THOMAS SCHOLARS INITIATIVE

- Lead university-wide STEM pathway program expanding access and PhD attainment, overseeing strategic direction, budget management, and cross-divisional partnerships with academic departments, admissions, and student affairs to align scholar support with institutional priorities.
- Direct full scholar lifecycle from recruitment through alumni engagement, including admissions coordination, individualized advising, academic progress monitoring, targeted interventions, and holistic candidate evaluation to strengthen retention and degree completion.
- Design and deliver professional development programming, workshops, and cohort-based learning experiences that build community and prepare scholars for doctoral study and research careers while managing program operations, events, and vendor relationships.

U.S. DEPARTMENT OF STATE | WASHINGTON, D.C.

FEB 2024 – AUG 2025

FOREIGN AFFAIRS OFFICER (AAAS FELLOW)

OFFICE OF SCIENCE AND TECHNOLOGY COOPERATION

- Primary point of contact for the Near Eastern Affairs portfolio, advancing international science and technology cooperation through strategic congressional analysis, data tools integration, and management of key bilateral S&T partnerships.
- Led high-impact initiatives with Israel, Egypt, and Gulf countries, combining policy acumen and scientific expertise to strengthen U.S. global leadership in emerging technologies.
- Responsibilities include preparing briefing documents for principals, monitoring relevant legislation, and tracking the Administration's directives to develop strategic talking points.

OFFICE FOR ATLANTIC COOPERATION

- Supported the Senior Coordinator for Atlantic Cooperation, Ambassador Jessica Lapenn, in multilateral engagements by providing strategic assistance and staff support.
- Successfully facilitated the negotiation of two Public-Private Partnerships with philanthropic organizations to enhance ocean research and observation initiatives.
- Provided cross-functional team leadership to coordinate inter-agency efforts, ensuring alignment across stakeholders and organizing high-level diplomatic briefings for Washington D.C.'s diplomatic corps.

U.S. SENATOR CHRISTOPHER COONS | WASHINGTON, D.C.

SEPT 2022 – NOV 2023

LEGISLATIVE ASSISTANT (AAAS FELLOW)

- Assisted in managing the health and education policy portfolio, contributing to legislative strategy and development.
- Facilitated Appropriations by securing cross-office support, managing request prioritization, and ensuring accurate database tracking.
- Drafted legislation and helped pass two Senate resolutions, strengthening education and health policy infrastructure
- Directed and mentored legislative interns in a fast-paced environment, delegating policy research workflows and overseeing project execution.

BOARD & ADVISORY ROLES

JOHNS HOPKINS ALUMNI COUNCIL | MEMBER

JUN 2024 – PRESENT

HOMEWOOD COUNCIL FOR INCLUSIVE EXCELLENCE | REPRESENTATIVE

AUG 2019 – APR 2022

GRADUATE STUDENT ORGANIZATION | EXECUTIVE BOARD MEMBER

JUN 2016 – JAN 2021

EDUCATION

PH.D. BIOPHYSICS | JOHNS HOPKINS UNIVERSITY

JUNE 2021

B.S. CHEMICAL ENGINEERING | UNIVERSITY OF PUERTO RICO - Mayagüez

JUNE 2015

B.S. CHEMISTRY | UNIVERSITY OF PUERTO RICO - Mayagüez

JUNE 2015

DESTINY NELSON-MILES

Birmingham, AL | dnelsonmiles3@gatech.edu | (205) 874-5113 | www.linkedin.com/in/destinynelson-miles/

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

Master of Business Administration (MBA)

May 2028

- Honors: Forté Fellow & Reaching Out MBA Fellow
- Concentration(s): Strategy & Innovation

UNIVERSITY OF ALABAMA AT BIRMINGHAM, Collat School of Business

Birmingham, AL

Bachelor of Science, Finance

May 2023

GPA: 3.88

- Concentration: Honors Business
- Leadership: UAB Collat Scholars Program, National Association of Black Accountants Treasurer
- Senior Project: The Effects of Purchasing Power on Cryptocurrency Usage

EXPERIENCE

Wealth Finance Analyst, Regions Investment Services / Corporate FP&A

June 2025 – July 2026

Regions Financial Corporation

Birmingham, AL

- Develop, update, and maintain models to budget, forecast, analyze, and report financial data.
- Define drivers of budget variances and present strategic initiative performance to support management decisions.
- Monitor business unit financial performance and implement technological improvements for reporting efficiency.
- Consolidate and report monthly forecasts, annual budgets, and strategic plans.

Finance Development Program Analyst

June 2023 – June 2025

Regions Financial Corporation

Birmingham, AL

- Enterprise Profitability / Corporate Treasury: Expanded profitability reporting capabilities across business and customer segment levels; supported business partners with analytical expertise and strategic management of the corporate balance sheet.
- Private Wealth Management / Corporate FP&A: Developed a profitability market analysis dashboard for the wealth management line of business; optimized the Return on Average Tangible Common Equity and Efficiency Ratio risk appetite reporting process for the enterprise strategic budget.
- Liquidity Stress Testing / Corporate Treasury: Refined a data model analyzing peer liquidity composition relative to the enterprise's internal liquidity structure; completed historical analysis for deposit assumption restructuring to adjust for regulatory requirement changes.
- Corporate Strategy / Corporate Strategy & Development: Orchestrated and implemented a finance innovation initiative focused on reporting and data process effectiveness, associate skills training resources, and vendor license inventory management; conducted Fintech market research and identified emerging opportunities for engagement with partnered Equity Investment Funds.

Finance & Administration Specialist

August 2022 – May 2023

Jones Valley Teaching Farm

Birmingham, AL

- Collaborated with senior department managers to examine and adjust the yearly budget.
- Researched market opportunities for earned revenue initiatives.

SKILLS

Technical: Microsoft Excel, Power BI, Microsoft Access, SQL, Tableau, Business Research Toolkit

Core: Financial Modeling, FP&A, Data Analysis, Communication, Collaboration

ADDITIONAL INFORMATION

- UAB 2022 Fall Research Expo: 1st Place in Business
- Bloomberg Philanthropy 2021 Global Mayor's Challenge Finalist
- Featured in Birmingham City Schools' Post Secondary Success Super Bowl commercial
- Good Community Food Fellowship
- Jones Valley Teaching Farm Strategic Partner

Dylan FERNANDES

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EDUCATION

INSEAD

MBA Class of July 2026

- Reaching Out MBA Scholar
- Clubs: OUTSEAD (VP Finance) | Healthcare

Fontainebleau, France & Singapore
Aug 2025 – Jul 2026

Schulich School of Business - York University

Master of Business Analytics

- Statistics, Data Science | GRE: 328
- Distinction | Dean's List | Vector AI Scholarship | Entrance Scholarship

Toronto, Canada
May 2021 – Apr 2022

College of Engineering Pune (COEP) - Pune University

Bachelor of Technology, Industrial Engineering

- Clubs: Head of Debate Society

Pune, India
May 2015 – Jun 2019

EXPERIENCE

ZS Associates

Decision Analytics Associate Consultant

- Advised the global commercial strategy team of a leading pharmaceutical company on strategic product prioritization for its multi-\$B vaccines portfolio; delivered final analysis to the senior VP for presentation to the C-suite.
- Implemented a global cloud-based analytics and reporting platform for a multinational client, supporting 30+ brands across multiple markets; trained 50+ colleagues in 10+ offices and developed comprehensive user guides and FAQs to drive adoption.
- Developed rebrand strategy for a multi-\$B client grounded in qualitative and quantitative market research on customer segments; delivered insights and strategic recommendations to the C-suite, securing investment approval.
- Led the global planning forecast cycle in the capacity of the global forecasting director (secondment role) at a French multi-\$B life sciences company; collaborated with brand leads across 25 affiliate country markets.

Toronto, Canada
Jul 2024 – May 2025

Decision Analytics Associate

- Redesigned a global process for a multi-\$B Japanese pharmaceutical company by interviewing 25 stakeholders across 13 international offices; developed a comprehensive process map, identified design gaps, and recommended efficiency improvements.
- Strategized with the global forecasting lead of a top-3 U.S. pharma company six months pre-launch of a \$2B product; consolidated global supply forecasts for manufacturing and conducted minimum order quantity analysis across 20 EU markets.
- Informed key financials in the acquisition of a multi-billion-dollar oncology asset. Developed the global market revenue potential and conducted a sensitivity analyses to pressure test key deal assumptions.
- Enhanced brand performance analytics for the global rare disease lead at a top-3 U.S. pharmaceutical company; acted as the primary point of contact for all analytics-related requests.

Jul 2022 – Jun 2024

Ernst & Young

Analytics Consultant (Co-Op Internship)

- Developed an NLP pipeline for one of Canada's largest telecom companies, extracting key themes from attrition calls and chat transcripts; determined drivers of customer churn and built a predictive model with 70% accuracy, directly informing retention strategy.

Toronto, Canada
Sep 2021 – Apr 2022

ZS Associates

Business Associate

- Conducted pricing and ROI analysis for three multi-\$B sales contracts; analyzed variance between actual sales and ZS-predicted forecasts, identified limitations in assumptions, and proposed data-driven refinements to improve forecast reliability.
- Automated 3 weekly and 1 monthly report reducing manual effort by 4 hours/week and 3 days/month respectively, with significant improvement to quality.

Pune, India
Jul 2019 – Jul 2020

Mercedes Benz

Operations Research Intern

- Reduced damages on the Production and Assembly lines by predicting fault occurrence. Subsequent reduction of rework hours by 25%
- Updated F.M.E.A and ISO documentation for body shop and assembly departments to be compliant with latest operating standards

Pune, India
Jun 2017 – Dec 2017

ADDITIONAL INFORMATION

Work Authorisation: Canada, India

Languages: English (Native), Hindi (Fluent), French (Intermediate)

Certificates: SAS Certified Statistical Business Analyst - Regression and Modelling, Test d'Évaluation de Français (B2)

Music: Trinity College London Grade 8 Piano, Freelance Piano Accompanist, Dir. of Outreach - Toronto Men's Chorus ('25)

Public Speaking: Convenor of COEP's 1st parliamentary debate (2018) & Head of Debate Society (2017-18)

Sydney L. Buck

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EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School – Chapel Hill, NC **May 2028**

Master of Business Administration

Forté Fellow and ROMBA Fellow

NORTH CAROLINA STATE UNIVERSITY – Raleigh, NC **May 2023**

Bachelor of Science, Materials Science & Engineering

GPA 3.66, Vice President and Secretary of Botany Club

EXPERIENCE

WOLFSPEED – Durham, NC

Process Sustaining Engineer II **2024 - 2026**

- Drove \$1.25M+ in capital cost savings by optimizing machine capacity through process improvements and software enhancements, increasing throughput by 60%
- Preserved \$300K+ annually by improving decision accuracy in loss classification and mitigating unnecessary write-offs
- Delivered \$130K+ in recurring annual savings by developing and executing a business case to internalize capabilities and reduce vendor spend
- Presented data-driven recommendations to cross-functional stakeholders, influencing decisions on cost, risk, and operational strategy
- Analyzed operational performance metrics and identified efficiency opportunities, improving utilization and reducing bottlenecks across production workflows

Process Sustaining Engineer I **2023 - 2024**

- Achieved \$55K in annual cost savings by optimizing resource utilization and extending consumable lifespan
- Translated complex technical analysis into clear, actionable insights for non-technical audiences
- Executed cross-functional tool qualification projects, applying statistical analysis to ensure process reliability
- Reduced cycle time by 25% by designing and implementing process improvements that optimized workflow and efficiency
- Monitored key performance indicators, resulting in actionable insights for quality and performance targets
- Managed multiple production processes balancing risk, cost, and performance to meet business objectives

Process Engineer Intern/Co-op **2022 - 2023**

- Improved decision accuracy in defect identification by building structured datasets and analytical models
- Reduced product defects through data-driven analysis and targeted process improvements
- Influenced process improvement initiatives by presenting findings and strategic recommendations to leadership

ADDITIONAL INFORMATION

- **Technical Skills:** Data analysis (JMP, SQL, Excel); statistical modeling; financial impact analysis; process optimization; root cause analysis; project management
- **Certifications:** Lean Six Sigma White Belt; JMP Statistical Analysis (ANOVA, Regression, Data Exploration)
- **Leadership & Involvement:** Mentor, Wolfspeed Internship Program (coached and developed early-career talent)

Run Hai (Hardy) Huang

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Tempe, AZ

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EDUCATION

W. P. Carey School of Business at Arizona State University , Tempe, AZ	Aug 2026 – May 2028
Master of Business Administration	
Georgia Institute of Technology , Online	Aug 2026 – May 2028
Master of Science in Computer Science, Interactive Intelligence Part-time	
W. P. Carey School of Business at Arizona State University , Tempe, AZ	Aug 2019 – May 2023
B.S. Computer Information Systems; B.S. Supply Chain Management Barrett, The Honors College GPA: 3.8	

PROFESSIONAL EXPERIENCE

Arizona State University – Center for Small and Medium sized Businesses , Tempe, AZ	Aug 2026 – Present
Knowledge Systems and Analytics Lead (Graduate Assistant)	
- Designing a centralized data and knowledge platform to organize multi-year engagement data spanning ~40 small and medium-sized businesses and ~200 students; assessing data quality and high-value AI use cases. - Partnering with a technical developer and marketing/communications stakeholder to define product requirements, data architecture, and roadmap for AI-enabled business insights and future commercialization.	
Independence Home Loans , Scottsdale, AZ	Nov 2025 – May 2026
Executive Loan Officer	
Managed a ~\$2.5M monthly mortgage pipeline through Encompass LOS and DU/LP, coordinating borrowers, processors, underwriters, and lenders to resolve exceptions, maintain data integrity/compliance, and move files toward funding.	
Hilton Grand Vacations , Scottsdale, AZ	Oct 2024 – Nov 2025
Sales Executive and Marketing Executive	
- Prospected and qualified 154 leads, achieved 187% of marketing quota, and delivered 50+ consultative sales presentations, closing \$80K+ in sales volume within five months. - Built an in-house performance dashboard to track territory growth and sales-volume metrics; trained 3 new hires on sales process, CRM, and pitch documentation.	
Clarkston Consulting , Raleigh, NC	Oct 2023 – Oct 2024
Associate Consultant	
- Translated business requirements into Azure/SAP configuration and data-flow decisions across implementation workstreams, partnering with client IT and operations stakeholders to drive adoption. - Facilitated current- and future-state workshops, converting pain points into process/data flows and implementation roadmaps used for enterprise planning.	
Celanese Corporation , Clear Lake, TX	May 2022 – Aug 2022
IT Relationship Management Intern	
Automated CSV ingestion/backfill into PI Asset Framework with VBA and supported a Cognite digital-twin pilot through asset mapping and stakeholder validation, reducing manual entry and data-quality risk.	

PRODUCT & AI PROJECTS

Migo City – Independent Product Venture , Roblox Platform	June 2026 – Present
Product Lead	
- Built a pre-alpha social-simulation product by defining beta scope and UX across jobs, progression, home/party systems, monetization, and cross-device interfaces; prioritizing features against launch goals. - Directing LLM coding agents through Model Context Protocol (MCP) to implement and debug Roblox systems, using AI-assisted prototyping to accelerate iteration across product, UI, and technical workflows.	

SKILLS & ACHIEVEMENTS

Tools & Technology: Python, SQL, JavaScript, VBA; Power BI, Tableau, Excel; Azure, SAP, Cognite, Encompass
AI / Product: LLM agentic workflows, MCP, product requirements, process mapping, stakeholder workshops, Agile
Languages: Mandarin (proficient), Cantonese (proficient)
Accreditations/Certifications: Harvard Business School Summer Venture in Management Program (SVMP), 2022

DAN ABAY

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EDUCATION

University of California, Berkeley, Haas School of Business, Berkeley, CA **2026-2028**
Master of Business Administration

- Reaching Out MBA (ROMBA) Fellow; Member, Product Management, Artificial Intelligence, and Technology Clubs

Berkeley College, New York, NY

Bachelor of Business Administration, International Business

EXPERIENCE

proprty.ai, Copenhagen, Denmark **2026**
Data & ML Platform Engineer

Proptech startup turning property data and imagery into AI-driven insights for housing companies and cities

- Shipped an LLM feature auto-matching building-material data between systems, completing a two-way facility-management sync that frees enterprise customers from manual data entry (722 photos, 0 failures in production)
- Cut re-scoring costs from ~\$165 to ~\$5 per run by moving computer-vision scoring to on-demand GPUs – pilot-tested at 12.7x speed with identical results – making routine nationwide data refreshes affordable
- Built safety nets for AI in production – daily health checks and data-quality shut-offs – restoring 98.6% of predictions after a silent failure and keeping the core product dependable for paying customers
- Turned new EU building-renovation rules into the company's winning initiative – an engine generating 59,584 compliance passports across 77 customers – demoed to the CEO as a potential new product line (in development)

Norlys, Copenhagen, Denmark **2025-2026**
Tech Lead

Denmark's largest integrated energy and telecommunications provider

- Led a cross-functional team of analysts, engineers, and ML specialists; owned the marketing data product roadmap, integrating 8+ source systems and aligning business and technology stakeholders on priorities
- Drove a machine-learning marketing-spend model from stakeholder discovery to launch, cutting manual budget planning by 10 hours/week per marketer and sharpening cross-sell campaign targeting
- Shipped 15+ self-serve analytics products (Databricks, Snowflake, dbt, Airflow) adopted by 200+ internal business users, replacing vendor tools and saving ~\$40K annually

Novo Nordisk, Copenhagen, Denmark **2023-2025**
Data Engineer

Automated clinical trial data analysis workflows in oral-drug development for 3,000+ scientists, eliminating 24 hours/week of manual data handling per scientist and speeding delivery of type 2 diabetes medications

- Partnered with lab scientists to define specs and led development of ML software for robotic sample handling, cutting manual sorting by 29 hours/week and accelerating next-generation injectables research
- Created a prioritization framework adopted by 15+ team members to rank feature requests by business impact, saving 8 hours per person weekly across a portfolio of 15 applications serving 1,000+ users

FLSmidth, Copenhagen, Denmark **2021-2022**
Data Engineer

Global engineering company supplying machinery and equipment to the mining and cement industries

- Identified equipment-safety blind spots and launched a predictive-maintenance diagnostic tool adopted by 40+ clients, enabling proactive part replacement and generating \$20K+ in sales plus \$5K/month in subscriptions
- Defined 100+ KPIs across four business areas and migrated the enterprise warehouse to Snowflake, equipping 1,000+ users on five continents to drive a 47% efficiency gain and 23% sales increase

ADDITIONAL

- **Technical:** SQL, Python, R; Databricks, Snowflake, dbt, Airflow; Tableau, Power BI, Qlik Sense; Figma
- **AI:** LLM APIs (Anthropic, OpenAI), prompt engineering, RAG prototyping; Claude, ChatGPT, Cursor
- **Leadership:** Founded a coding boot camp for 30+ girls in rural Kazakhstan to make tech careers feel possible; led development of 200+ braille learning boards for visually impaired children (Erkem-Ai)
- **Certifications:** Google UX Design; Data Vault 2.0 Practitioner; AWS Fundamentals; BCG Digital Transformation
- **Languages:** English, Russian, Kazakh (fluent); Danish (intermediate)
- **Interests:** Sci-fi worldbuilding (alternate post-Soviet futures); designing tactile tools for fun

770.689.9149

JONATHAN TAYLOR

Jat3@tepper.cmu.edu

www.linkedin.com/in/jonathanat/

EDUCATION

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

Master of Business Administration – MBA

5/27

- Concentrations: AI in Business, Organizational Behavior
- Honors: Tepper MBA Merit Scholarship, ROMBA Fellowship
- Memberships: Tepper Consulting Club, Out & Allied (Co-president)

UNIVERSITY OF WEST GEORGIA

Carrollton, GA

Bachelor of Business Administration in Marketing

12/15

- Honor: Cume Laude

EXPERIENCE

UNITEDHEALTH GROUP

Pittsburgh, PA

UnitedHealth Group Leadership Experience Intern (6/26 – present)

6/26 – present

Research

- Participated in research interviews centered around healthcare payer operations; performed extensive literature to benchmark findings and validate emerging themes
- Synthesized research findings into two deliverables: client-facing deck and white paper

DELOITTE CONSULTING LLP

Atlanta, GA

Consultant (4/21 – 11/23)

1/19 – 11/23

Strategy

- Designed and delivered strategic workshops, including a workshop to define a public health organization's desired future state. Obtained alignment from twenty-five leaders on programmatic areas for transforming the public health workforce. Leveraged lab outputs to guide funding allocations of the \$51M CDC Public Health Workforce Grant.
- Created roadmaps, including a five-year strategic roadmap, encompassing programs to enable a public health organization to usher in the workforce of the future.

Project Management

- Completed project management activities including creating project plans, maintaining dashboards to communicate insights and progress, and monitoring risks. Enabled on-time completion of high-quality deliverables.

Business Analyst (1/19 – 3/21)

Business Analysis

- Facilitated stakeholder interviews to collect a state's COVID-19 vaccine provider and customer data. Synthesized qualitative and quantitative data, enabling creation of a dedicated support center to effectively address vaccine-related questions. Determined staffing requirements for surge vs. steady-state COVID-19 response.
- Evaluated personnel and service delivery dynamics between a public health agency and a partner IT organization. Identified actionable insights to improve the partnership from both a technical and people perspective.

System Implementation

- Implemented a state-wide benefits eligibility system. Facilitated over thirty days of training with junior to executive-level stakeholders. Established a partnership between site support teams and developers to guide enhancements to end-user experience. Served as an operations zone manager to bolster site support at nine client office locations.

GARTNER, INC.

Arlington, VA

Operations Coordinator (1/18 – 1/19)

3/16 – 1/19

Collaboration

- Coordinated research operations for Gartner advisory boards (e.g., CHRO Global Leadership Board); partnered with the advisory boards to guide Gartner throughout the development of the firm's research agendas and products.

Business Development Specialist (5/17 – 12/17); Business Development Associate (3/16 – 5/17)

Business Development

- Developed strategic plan to identify and prioritize new prospects. Worked cross-functionally with internal marketing to qualify and convert leads that directly contributed to sales director's revenue.

SKILLS & CERTIFICATIONS

- Skills: Quantitative & Qualitative Analysis, Strategy/Roadmap Development, Deck Design, Visio, Stakeholder Management/Engagement, Project Management, Design & Delivery of Workshops
- Certification: Certificate in Business Development

ADDITIONAL INFORMATION

- Contractual Engagements: Multiple short-term contracts through Upwork (12/23 – 2/25)
- Interests: Skiing, hiking, adventuring with my five siblings and parents

ZEKE GUTIÉRREZ

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EDUCATION

University of Virginia, Darden School of Business

Executive MBA | May 2027

- Darden Fellow: Reaching Out MBA

Georgetown University, Walsh School of Foreign Service

Bachelor of Science in International Politics

RELEVANT EXPERIENCE

Capital One

Washington, D.C.

Manager, Corporate Enhancements

September 2025- Present

- Managed integration strategy and trade-off analyses, partnering with executive stakeholders to synthesize insights for leadership on post-merger initiatives, including the migration of Discover employees into Capital One systems
- Launched an internal incentive payment processing application in partnership with Tech & Product to enable +25,000 payouts for associates, to reduce third party vendor costs & scale future acquisitions with our target operating model
- Coached & developed a 5-person Workday Grid team, coordinating pay execution for pre- & post-merger Discover agreements in +10 countries & +21,000 employees as we cutover from Discover's HRIS & completed data conversion

PricewaterhouseCoopers (PwC)

Washington, D.C.

Manager, Mergers & Acquisitions Consulting

January 2025- September 2025

- Owned +10 executive relationships in total rewards, compensation & acquisitions, influencing & leading a \$280K proposal by writing in scope extensions for integration & Transitional service agreements (TSA) resource planning
- Managed timeline deliverables & milestone objectives to senior leaders for project logistics in 3 languages, managing 5 staff & partnering with Tech on requirement designs for market data dashboards, as clients separated businesses

Senior Consultant, Mergers & Acquisitions

January 2023- December 2024

- Facilitated +100 client sessions on vendor timelines & by clients' request, with firm leadership, delivered an in-person M&A overview to +30 executives in New York & London global HQ with the Integration Management Office (IMO)
- Directed vendor selection with +20 clients, including senior executives, achieving 99% successful testing execution for +15 countries & +65,000 employees, building workplans, pitchbooks & diligence playbooks for deal & Legal Day 1

Experienced Consultant, Mergers & Acquisitions

November 2021- December 2022

- Led +15 client meetings on integration strategy & data management while owning +10 financial due diligence reports on equity & cash value for sell & buy-side institutional & Private Equity clients detailing labor market & workforce
- Created +20 profits/losses reports analyzing employee costs, business function, payroll tax deferrals, equity waterfall & 280G's after reviewing +60 employment agreements with Change in Control provisions via virtual data rooms

Capital One

Washington, D.C.

Senior Compensation Analyst

January 2021- November 2021

- Presented business case to +20 Directors, VP's, Chief Officers for + \$200M investments to +50,000 employees, to adjust salaries based on the FAANG competitor landscape in critical markets for Year-End compensation cycles
- Executed the testing strategy in Excel, Python & Sandbox to model costs associated with managers & above based on job evaluations, to respond to the Great Resignation & managed +1,500 cohort analyses to benchmark pay equity

Talent Acquisition Products

July 2019- December 2020

- Achieved 100% completion as Agile Scrum Master on integrations to validate +\$1.5M in referral payouts in 4 countries
- Built automations with Workday to reduce screen clicks from 10 to 2, resulting in 16 contract hours of savings a week

LEADERSHIP EXPERIENCE

Darden Executive Fund

Washington, D.C.

Chief Operating Officer

May 2026 – Present

- Led operational strategy for the Darden Executive Fund, a student-run investment fund managing capital and assets of + 250K for the Darden School Foundation, by building leadership materials and cross-functional investment timelines
- Partnered with CEO & CIO on setting program governance and investment pitch guidelines for +30 new members

Capital One Latino Resource Group

Washington, D.C.

Inclusion Network

July 2019– Present

- Participated in +15 retention programs, including ALPFA 2026 national convention to increase Latino talent pipelines
- Selected to connect potential candidates from target universities via coffee chats & recruiting roadshows nationally

DISTINCTIONS & SKILL SETS

Language: English & Spanish Native; Portuguese Professionally Proficient (Speaking, Reading, Writing & Comprehension)

Skills: Total Rewards Strategy, Project Management (Kanban, Agile, RAID, RACI), Stakeholders & Risk Management

Technical: SmartSheet, Alteryx, Salesforce, Microsoft, Google Apps Script, JIRA, MarketPay, Workday, Claude, Gemini

RYAN EDWARD GRAINGER

ryan.grainger@live.com | 818-452-6042 | <https://www.linkedin.com/in/ryan-grainger-a1548a345/>

PROFILE SUMMARY

Dynamic creative director, choreographer, and dancer with 10+ years of experience leading high-profile productions for top international artists, TV, film, and global tours. Uniting artistic visions with precise execution to deliver compelling performances that resonate with diverse audiences. Proven leader in managing creative teams and large-scale projects, consistently exceeding expectations in fast-paced environments. Passionate about innovating and elevating live entertainment through powerful storytelling and striking visual design.

EDUCATION

Master of Business Administration, Smith School of Business, Queen's University, Kingston, Ontario. **2026-2027**

Bachelor of Commerce, John Molson School of Business, Concordia University, Montreal, Quebec. **2021-2025**

Certificate in Film & Television Production, University of California Los Angeles, Los Angeles, California. **2017-2018**

PROFESSIONAL EXPERIENCE

Associate Producer & Choreographer World Of Wonder Productions & Voss Events, Los Angeles, CA. **2019– Present**

- Led 2 International World tours, 3 North American tours and 1 Las Vegas Residency for the RuPaul Drag Race Franchise
- Ensured consistent artistic quality across more than 1000 performances in over 30 countries
- Strong **leadership, communication, and project management** skills transferable to creative direction roles beyond live entertainment, including corporate events and broadcast productions.

Creative Director, TelevisaUnivision INC, Mexico City, Mexico. **2019– 2023**

- Directed 3 seasons of televised performances reaching audiences of over 10 million viewers per episode.
- Managed teams of 200+ individuals (producers, lighting designers, set builders, camera operators, crew, dancers, costume designers) ensuring on-time delivery of weekly episodes. Designed innovative staging concepts integrating LED screens and live choreography.
- Applied **creative leadership, cross-functional team management, and budget oversight** skills, directly transferable to roles in large-scale live events, television specials, corporate productions, and immersive entertainment experiences.

Professional Dancer, Various Productions, Worldwide. **2014 – Present**

- Performed with major recording artists on international tours, live shows, and televised specials, including Ricky Martin (One World Tour), Meghan Trainor, Rita Ora, Jessie J, Gwen Stefani, Blake Shelton, Luis Fonsi, Daddy Yankee, RuPaul, Maluma, One Republic, Paris Hilton, Nina Dobrev, Lele Pons, Patrick Bruel, Betty Who and Azealia (Utopia World Tour).
- Featured in acclaimed television and film productions such as *Glee* (Fox), *Julie and the Phantoms* (Netflix), *RuPaul's Drag Race* (VH1/MTV), *Soundtrack* (Netflix), *Lucifer* (WB), *Sandy Wexler* (Netflix), *American Crime Story: The People vs. O.J. Simpson* (FX), *The Voice* (NBC), *Boyband* (ABC), *Let's Make a Deal* (CBS), *Cirque du Soleil*, and awards shows including the *Teen Choice Awards*, *MTV Video Music Awards*, and *Much Music Video Awards*.
- Enhanced show quality and audience engagement by executing flawless performances, helping productions meet or exceed ticket sales, viewer engagement, and critical reception targets. Applied skills such as **creative leadership and performance direction roles**

ADDITIONAL INFORMATION

- Member – SAG-AFTRA & United Talent Agency
- Proficient in Digital Marketing, Market Segmentation/Targeting, Social Media Strategy & Microsoft Office Suite
- Language - Fluent in English, French & Spanish
- Green Card Holder

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

Specialization in Strategy

- Recipient, Consortium for Graduate Study in Management (Full-Tuition Merit-Based)
- Fertitta Military Veteran Program Fellow; Forté Fellow; Reaching Out MBA (ROMBA) Fellow
- VP, Wellness, Stern Student Government; VP, Alumni & Corporate Relations, Association of Hispanic and Black Business Students; VP, Community, OutClass

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

JPMORGANCHASE

New York, NY

Summer Associate (Chase Associate Program)

June 2026 - July 2026

- Conducted a cross-industry AI benchmarking analysis to identify customer experience best practices that informed recommendations to strengthen Chase's digital banking ecosystem
- Partnered with 8+ stakeholders to translate market research into strategic recommendations for AI-powered customer engagement and retention
- Consolidated 200+ research assets from 15+ teams into a centralized repository and developed an AI search agent to improve knowledge sharing and research efficiency

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
- 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
- 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
- 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
- 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
- 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

ADDITIONAL INFORMATION

- **Clearance / Certifications:** Active Department of Defense Top Secret, ISSA Certified Personal Trainer, American Red Cross CPR and First Aid (Adult, Child, and Baby)
- **Skills:** Microsoft Office Suite, Google Workspace, Power BI, Python, Stata, Tableau
- **Interests:** Fitness (Strength Training, HIIT), Traveling, Sports (Jamaican Track & Field, all Baltimore teams)
- **Activities:** Military Academy Nomination Board (Rep. Sarah Elfreth), Girls on the Run Coach, Headfirst Summer Camps Swim Instructor

Carolina Calixto

Contact Details

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anacarolcalixto@gmail.com

Education

Judge Business School, University of Cambridge, UK Master of Business Administration degree, concentration in Healthcare Strategies Awarded the ROMBA Scholarship Global Consulting Project: MBA Consultant, World Economic Forum	2025 - 2026
Inspere Instituto de Ensino e Pesquisa (Inspere), São Paulo, Brazil Post-Degree in Financial Management – CFM	2015 - 2017
Universidade Federal de Uberlândia (UFU), Uberlândia, Brazil Bachelor of Economics	2009 – 2013

Business experience

Mevo (Brazilian healthtech — digital prescription platform), remote Summer Associate, New Business (MBA Summer Placement) Defining the D&A product strategy and business case to commercialise Mevo's prescription data asset to the pharmaceutical industry	Jul – Sep 2026
Opella, São Paulo, Brazil Delivery and Performance Manager, Global Data & AI - Established governance and portfolio prioritisation for the €19M Data & AI project portfolio, optimising resource allocation, mitigating risks and ensuring financial and operational efficiency - Co-led value assessments of new Data & AI initiatives, identifying high-value use cases, advising on build-versus-buy decisions, and building the business cases and ROI logic behind prioritisation - Product Owner of an innovative Analytics tool for monitoring and controlling the €190M Digital budget - Acted as an internal consultant delivering end-to-end Data & AI projects for Marketing, Sales, Supply Chain and Product as internal clients, co-leading programmes with global strategy firms and presenting strategic recommendations to C-suite stakeholders	2024 – 2025
Sanofi, São Paulo, Brazil 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)	2019 – 2024
Novo Nordisk, São Paulo, Brazil 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	2018 – 2018
Biosev (Louis Dreyfus Company), São Paulo, Brazil 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)	2014 – 2017

Additional information

Nationality	Brazilian
Languages	English (Fluent), Portuguese (Native)
Achievements	Selected for <i>McKinsey's Make Your Mark 2025</i> Pre-MBA Mentorship Programme
Interests	Rowing (Downing College Boat Club, University of Cambridge); Amateur woodworker; Rescue dogs' volunteer

Ravanna (Rae) Cantrall

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EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Forté Fellow, Consortium Fellow, ROMBA Fellow, and Jack Kent Cooke Graduate Scholar.

Hanover, NH

2026-Present

COLUMBIA UNIVERSITY

B.A. Human Rights, Concentration in Computer Science

Jack Kent Cooke Scholar, Dean's List, Consulting Group Member, Students for Progress VP, Summer in Paris.

New York, NY

2017-2021

EXPERIENCE

ADAPTOVATE

Los Angeles, CA

Consultant

2024-2026

- Delivered \$30M+ in annual savings by driving vessel strategy across four global regions for a major Oil & Gas company through targeted contract optimization.
- Enhanced cross-functional collaboration and responsiveness by applying and coaching 50+ stakeholders in Agile methodologies (including quarterly objectives and key result frameworks) to optimize workflows.
- Launched first enterprise dashboard tracking \$1B+ in performance, embedding it into executive workflows, ensuring data quality, and aligning cross-functional teams for greater transparency and strategic planning.
- Served as lead contact for asset decommissioning reporting, translating operational and financial data into executive-level strategic recommendations.

DELTA PIPELINE

Long Beach, CA

Project Coordinator

2024-2024

- Drove cost savings and timely execution for wet utility projects and deals by developing comprehensive project plans encompassing timelines, milestones, and resource allocation.
- Delivered accurate, transparent budgets and schedules by crafting project estimates and timelines.
- Enhanced team onboarding and learning by rewriting a technical training manual into an engaging guide with applied mathematics and practical tips for wet utilities - accelerating ramp-up time by 25%.

DELOITTE

Los Angeles, CA

Consultant, Mergers & Acquisitions

2021-2024

- Achieved ~25% increase in operational efficiency by developing and presenting synergy models with KPIs to key stakeholders, aligning parent and acquired company goals.
- Achieved 95% on-time project completion by orchestrating cross-functional roadmaps for strategic initiatives, proactively addressing obstacles, and maintaining momentum.
- Reduced applications and instances by ~30% through presenting integration opportunities and dependencies for 100+ applications while rapidly ramping up self and team on new technologies.
- Secured three new projects worth ~\$1M by supporting senior partners with market analysis and proposals.

ADDITIONAL EXPERIENCES

- **Jack Kent Cooke Foundation Alumni Southern California Lead** (2024 - 2026) Fostering community for alum of a non-traditional scholarship program through hosting alum and current scholar events and outreach.
- **Admit.Me Access Fellow** (2025 - Present) Selected for a competitive MBA prep fellowship supporting underrepresented candidates through mentorship, coaching, and admissions resources.

PERSONAL

- **Strategy & Operations:** Business Strategy | Business Transformation | M&A Integration | Cross-Functional Leadership | Project Management | Data Analysis | Executive Reporting
- **Tools & Technology:** Excel | PowerPoint | Dashboarding | Agile | OKRs | Azure AI Certifications: Certified ScrumMaster (CSM) | Microsoft Certified Azure AI Associate

Vijay Sood

312-213-8263 | vijaylingsood@gmail.com | linkedin.com/in/vijaylingsood
MBA candidate | Finance & Commercial Analysis | MS in Data Science

EDUCATION

Southern Methodist University, Cox School of Business, Dallas, TX
Master of Business Administration — **Finance & Strategy** | May 2027

Eastern University, St. Davids, PA
Master of Science in **Data Science** | August 2024

Southern Methodist University, Dallas, TX
Bachelor of Science in **Statistics** | May 2021

MBA INTERNSHIPS

Lowe's Companies, Inc. **Mooreville, NC**
MBA Finance Intern, FP&A *May 2026 – Jul 2026*

- Developed a financial model to evaluate promotional and omnichannel profitability for Lowe's appliance business, allocating freight, labor, and fulfillment costs at the item level and identifying \$15M+ in profit improvement opportunities.
- Applied item-level profitability insights to better capture promotional margins and improve forecast accuracy.
- Presented findings and recommendations to senior leadership, including SVPs and VPs, highlighting opportunities to improve profitability and financial planning.

Brookfield | Real Estate Investments **Gurgaon, India**
Pre-MBA Finance Intern *Jul 2025 – Aug 2025*

- Analyzed rent rolls and lease structures across commercial real estate assets, comparing occupancy, rental economics, and lease terms to identify performance differences across the portfolio; presented findings to senior management.

PROFESSIONAL EXPERIENCE

Rite Aid **Dallas, TX**
Margin Strategy Analyst *Jul 2024 – Apr 2025*

- Managed financial analysis for \$40M in annual promotional funding, directly supporting category margin and financial planning decisions across the merchandising organization.
- Combined CRM and transaction data to strengthen promotional forecasting, increasing promotional ROI by 2%.
- Analyzed vendor funding, assortment profitability, and inventory trends to inform margin forecasts and merchandising strategy.

Sally Beauty **Dallas, TX**
Strategic Pricing Analyst *Nov 2023 – Jul 2024*

- Advised 12 merchants on pricing and margin decisions, identifying profit opportunities through promotional strategy, clearance timing, geographic pricing, and competitive analysis.

Adidas **Portland, OR**
Assistant Manager, Range Architecture and Pricing *Apr 2022 – Oct 2023*

- Drove assortment and pricing analysis for Running, Sportswear, and Outdoor across North America, using product and financial performance insights to support revenue, gross margin, and product positioning decisions.
- Advised senior category managers on pricing, assortment, and product lifecycle decisions, partnering across merchandising, marketing, sales, and finance to support seasonal range planning, GTM execution, and product launches.

Louis Vuitton **Dallas, TX**
Client Data Analyst (Contract) *Nov 2021 – Apr 2022*

- Analyzed customer and sales data across ~100 sales representatives to identify customer preferences, recommend product opportunities to client advisors, and support regional leadership in setting category-level sales targets.

PROFESSIONAL DEVELOPMENT

Harvard Business School Online: Financial Accounting; Strategic Financial Analysis

Columbia University (edX): Corporate Finance

IBM: Generative AI for Executives and Business Leaders

SKILLS & ACTIVITIES

Skills: Financial Modeling, Forecasting, Financial Analysis, Margin Analysis, Pricing, Excel, Power BI, Tableau, SQL, Python

Activities: PepsiCo Case Competition | Brierley Center for Customer Engagement | Healthcare Business Club Officer | Graduate Finance Association | Corporate Strategy Club | ROMBA Fellow | Tennis

JHANUS FRANCISCO

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EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business Master of Business Administration Joseph & Gene Swedish Family Foundation Scholar (2025–2026) Consortium Fellow, ROMBA Fellow, Social Chair (Fuqua Pride)	Durham, NC May 2027
RELAY GRADUATE SCHOOL OF EDUCATION Master of Arts in Teaching	Chicago, IL June 2019
OBERLIN COLLEGE Bachelor of Arts in East Asian Studies Posse Full-Tuition Scholar, Overall GPA: 3.58, Major GPA: 3.9	Oberlin, OH May 2014

EXPERIENCE

OUTSET — Academic Director <i>Experiential pre-med education program serving high school and college students nationwide; led academic operations for the UNC-Chapel Hill site.</i> - Directed academic program delivery for a 1,200+ student site, up from ~400 the prior year, overseeing rotating portfolios of up to five specialty tracks weekly across multiple campus buildings. - Managed scheduling, assignments, and performance oversight for 20+ physicians and medical students, serving as the primary point of contact and addressing instructor feedback and performance issues across assigned tracks. - Redesigned workshops and introduced interactive, hands-on programming for ~200 students per cohort, contributing to an increase in Net Promoter Score from 35 to 56. - Built scheduling, academic materials, and program-tracking systems to coordinate daily academic operations and support delivery at 3x prior-year student volume. - Oversaw academic program implementation and operational readiness for the site's successful ACA accreditation, ensuring programming met standards evaluated during the accreditation process.	Chapel Hill, NC Summer 2026
SAGA EDUCATION — Site Director - Led strategic operations for a high-dosage tutoring program serving 150+ students; managed 7 direct reports and oversaw multi-site execution. - Designed and implemented a coaching and performance management system to develop team capability and improve organizational outcomes, contributing to a 23-point increase in student proficiency. - Partnered with HR on talent acquisition, onboarding, and talent development strategy, supporting recruitment and training for 70+ staff annually. - Built an inclusive, high-engagement team culture that achieved 100% staff retention during a year of elevated turnover, strengthening organizational stability. - Built data-tracking systems to identify learning gaps and optimize staffing and resource allocation, improving operational efficiency by 30%.	Chicago, IL 2023-2024
CATALYST SCHOOLS — Middle School Math Teacher - Mentored and developed early-career teachers in classroom leadership, performance management, and instructional effectiveness. - Leveraged data analytics (MAP/NWEA) to design differentiated learning strategies for 120+ students annually. - Raised assessment performance by implementing targeted interventions for 60+ students with varying needs.	Chicago, IL 2017-2023
TEACH FOR AMERICA — Corps Member Selected among the top 10% of applicants for a competitive national leadership development program.	Chicago, IL 2017-2019

ADDITIONAL INFORMATION

Awarded the Fulbright ETA Fellowship in 2016 to teach English in South Korea; Fluent in English, Filipino, Cebuano; Conversant in Spanish and Japanese.

PETER DRISCOLL-KWAN

Tel: (252) 876-5475 | Email: peter.driscoll-kwan@yale.edu | LinkedIn: [Peter Driscoll-Kwan](#)

EDUCATION

YALE SCHOOL OF MANAGEMENT Master of Business Administration (MBA)

New Haven, CT
2028

- Distinctions: ROMBA Fellow
- Active Member: Consulting Club, Veterans Club, Energy Club, and Ski/Snowboard Club

COLUMBIA UNIVERSITY, TEACHERS COLLEGE Master of Arts (M.A.), Social-Organizational Psychology

New York, NY
2021

UNITED STATES COAST GUARD ACADEMY Bachelor of Science (B.S.), Government *With High Honors*

New London, CT
2015

- GPA: 3.88/4.0, NCAA Division III Men's Varsity Rowing: Coxswain (2011 - 2015)

PROFESSIONAL EXPERIENCE

UNITED STATES COAST GUARD ACADEMY (USCGA) Instructor, School of Leadership & Management

New London, CT
2024 - 2026

- Led cadet consulting team supporting 200% personnel expansion; senior leaders adopted recommendations, increasing 32-person staff's engagement with 1.1K+ cadets by 50% while reducing misconduct cases by 15%
- Led cross-functional team restructuring required leadership course; aligned instruction to 200-wk leadership development program and prepared 250+ students/yr to lead annual first-year summer indoctrination program
- Designed new elective course and taught inaugural offerings to 56 cadets, expanding elective offerings by 25% and enabling creation of new "leadership concentration" within 175-person Management major

Leadership Development Program Manager, Cadet Division (Student Affairs Directorate) 2021 - 2024

- Designed onboarding program for 20-person staff, training new personnel to coach 1.1K+ cadets through 200-wk leadership development program; boosted retention 7% YOY, achieving 90%+ graduation rate
- Mentored 18 cadets through intensive 16-week character and conduct remediation programs, fostering deep introspection and aligning behavior with Service's values; ensured 100% graduation rate for mentees
- Established early-career assignment pathway for operational cybersecurity roles and selected inaugural 6-person cohort; selection process adopted by Service's personnel branch and used to select 12+ candidates/yr

UNITED STATES COAST GUARD CUTTER OLIVER BERRY Executive Officer (Second-In-Command)

Honolulu, HI
2017 - 2020

- Spearheaded proof-of-concept deployment to remote Western Pacific; enabled 7 Coast Guard cutters to deploy quarterly across Pacific, increasing at-sea law enforcement presence by 500% to protect \$7B fishery
- Executed 82 at-sea law enforcement boardings; ensured safety of 146+ Hawaiian fishing vessels, corrected 50+ violations, and identified 3 illegal "paper captains" operating in violation of U.S. employment laws

UNITED STATES COAST GUARD CUTTER SEQUOIA Assistant Operations Officer

Santa Rita, GU
2015 - 2017

- Coordinated information sharing between Coast Guard and foreign partners during 8 anti-illegal fishing operations; enabled prosecution of 46 major violations and encouraged sustainable fishing in \$7B tuna fishery
- Led teams repainting 40+ Micronesian fishing skiffs with high-visibility orange paint, raising search-and-rescue effectiveness in remote ocean area; directly contributed to rescue of 3 missing mariners

ADDITIONAL INFORMATION

- USCGA Rowing: Assistant Coach (2022 - 2026); Service 2 School: Admissions Coach (2024 - present)
- Avid dim sum eater, nicknamed "Safety Pete" for constant safety focus; belly-flopped in volcanic caldera

Ertan Iyidost, CMA

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EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Management Science and Quantitative Methods option (STEM designated)

ROMBA Fellow; Member of the Finance Club, Health Care Club, and Tuck Pride

Hanover, NH

2026–Present

YILDIZ TECHNICAL UNIVERSITY

Bachelor of Arts in Economics, High Honors

Honors: 2nd-highest GPA in department, Central Bank of Turkey award for best presentation

Awards: Unlu & Co M&A Challenge — Finalist, Sell-Side M&A Case Competition

Study Abroad: LMU Munich, Machine Learning Summer School, Grade: A (2019)

Research: Co-authored peer-reviewed paper on shadow economy and money velocity, *Applied Economics Letters* (2021)

Istanbul, Turkey

2017–2021

EXPERIENCE

SANOFI

Budapest, Hungary

Global Head, R&D Development Functions Finance (expanded scope)

2026–2026

- Managed a \$920M global development functions budget and led 7 direct reports across Hungary, Colombia, and Malaysia
- Piloted AI-driven OpEx forecasting for development personnel costs, achieving ~75% zero-touch forecasting
- Redesigned team structure, reducing required headcount from 8 to 7 while maintaining service levels and delivery
- Resolved execution bottlenecks and closed team skill gaps through targeted training, improving the management support score in the employee engagement survey by 31%

Team Manager, R&D Finance (accelerated promotion)

2025–2025

- Managed a \$450M development budget across EMEA, leading 8 direct reports
- Scaled support to 2 additional regions covering \$26M in development spend at zero incremental headcount through junior talent development and SLA redesign

Senior Financial Analyst, Commercial Finance

2023–2025

- Identified \$6.5M in unexplained customer provisions; initiated review of postings inconsistent with commercial policy
- Cut monthly planning update time from 4 hours to 20 minutes across \$350M Turkey & Levant sales via process re-engineering
- Standardized gross margin impact calculations across 20+ markets and trained 100+ finance professionals; training adopted on corporate e-learning platform and recognized by Global Head of Finance Operations
- Redesigned financial systems for new U.S. Rare Disease go-to-market model; structured master data for 30+ departments
- Named Employee of the Year among 200 colleagues for process harmonization efforts
- Co-led Pride+ ERG across Central & Southern Europe; secured inclusive health coverage for same-sex partners in 2 countries

BOSCH-SIEMENS HOME APPLIANCES GROUP

Istanbul, Turkey

Country Controller

2021–2023

- Owned full P&L for North Africa & Near East; managed Central Asia profitability across \$160M sales in 16 countries
- Advised sales team to shift from China-made to Poland-made refrigerators based on cost forecasts, increasing North Africa contribution margin by 2pp
- Persuaded senior leaders to implement 3–5% price increases twice yearly amid post-COVID inflation, exceeding EBIT and contribution margin targets
- Built an automated variable cost forecasting model, saving 4 hours of monthly manual work
- Delivered regular P&L training sessions across Istanbul office; earned 4.8/5.0 average rating

INTERNSHIPS

Istanbul, Turkey

- L'Oréal (2020–2021):** Identified SAP-to-spreadsheet data mismatches, improving cost allocation accuracy across 3 departments
- Bosch-Siemens Home Appliances Group (2019–2020):** Developed a regression model to forecast home appliance sales

PERSONAL

- Core Skills:** Financial Modeling, Valuation, M&A Analysis, Excel, PowerPoint, Capital IQ, PitchBook, Refinitiv
- Languages:** Turkish (Native), Hebrew (Basic), Hungarian (Beginner)
- Military Service:** Completed one-month mandatory service in the Signal Corps Regiment, Turkish Armed Forces (2023)
- Interests:** Handball (6 years as a goalkeeper); Baking (won Sanofi's "Best Christmas Cookie Award" using my aunt's recipe)

Emily Liang

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EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028
Reaching Out MBA Fellow, Forté Fellow, and Consortium Member.

Hanover, New Hampshire
2026-Present

WAGENINGEN UNIVERSITY & RESEARCH

Master of Science in Aquaculture & Marine Resource Management
Systems-Thinking Specialization: Mapped Social-Ecological-System of Bahamas Spiny Lobster Fishery (Thesis).

Wageningen, Netherlands
2017-2019

UNIVERSITY OF CALIFORNIA, LOS ANGELES

Bachelor of Science in Human Biology & Society, Highest Departmental Honors
3.6 GPA, UCLA Global Community Scholarship Award (Glasgow Physics Program) and LA Grand Challenges Leader.

Los Angeles, California
2012-2016

EXPERIENCE

YELLOW WATERMELON STUDIO CONSULTING

Design-thinking & Science Communications Consultant

- Directed brand strategy and led consulting on operational design and structure to launch International Panel on Earth Systems Governance (IPESG), building a platform engaging 1,000+ global climate researchers.

Los Angeles, California
2025-2026

NEW ENGLAND IMPACT INVESTING INITIATIVE

Fellow, Finance & Impact Investing Community

- Built business strategy and architecture for regenerative agriculture investment platform prototype to address inefficiencies in donor-to-mission funding; pitched to cohort of 45 fellows.

Remote
2025-2026

ENVIRONMENTAL POLICY RESEARCH GROUP OF WAGENINGEN RESEARCH

Creative Strategy & Science Communications Director

- Founded department's first creative science communications division, integrating creative thinking and storytelling into analytical research processes, while leading grant proposal coaching, helping secure €3M+ in funding.
- Evaluated complex scientific and technical research across 125+ consulting engagements, identifying key patterns and translating findings into actionable insights and visual products for diverse audiences.
- Created strategic development of multi-stakeholder workshop, establishing trust and open communication between climate officials of 11 Least Developed Countries (LDC) for 2024 UN Climate Change Conference sideline-event.
- Aligned researchers and funding partner needs, creating product priorities and driving development of interactive aquaculture governance tool over 3 year collaboration with Monterey Bay Aquarium Seafood Watch.

Wageningen, Netherlands
2020-2025

WAGENINGEN CENTRE FOR DEVELOPMENT AND INNOVATION

Facilitator and Co-instructor, Fisheries Governance Course

- Integrated design thinking into a research curriculum for 20+ natural resource professionals, with 85% reporting increased application of research methods in their work.

Remote/San Francisco
2019-2019

FUTURE OF FISH

Pacific Fisheries Data Modernization Research Lead

- Analyzed digital modernization opportunities across the ~\$500M Pacific fisheries industry, conducting qualitative research and eight expert interviews to inform funders' investment in digital transformation.

Remote
2018-2018

FULLBELLY ORGANIC FARM

Full-Time Intern & Apprentice (Year-Round)

- Owled community-focused research initiative to source and process 1/4 acre of ancient grain wheat varieties, while executing the full spectrum of daily farm operations and holistic land and animal management practices.

Guinda, California
2016-2017

PERSONAL

- Languages: English (Native), Mandarin Chinese (Fluent), Dutch (B1), Italian(A2), French (A2), ASL (2).
- Skills in—**Product Management:** Asana, Notion, Figma, **Creative Design:** Adobe Creative Suite, Design-Thinking, Facilitation, Strategic Leadership Frameworks, Graphic Design, **AI:** Claude, Google Gemini, ChatGPT, Microsoft Copilot.

DARBY S. WILLIAMS

dwill114@simon.rochester.edu | (757) 692-7221 | linkedin.com/in/darby-shea-williams

EDUCATION

Simon Business School, University of Rochester

Rochester, NY

Master of Business Administration, Consulting - Strategy and Pricing

May 2027

- Reaching Out MBA Fellow, Simon Women in Business Scholarship Recipient
- Clubs and Leadership: President - Pride Alliance, VP of Casing - Consulting Club, Peer Advisor - Benet Career Center

University of Michigan

Ann Arbor, MI

Bachelor of Arts in Drama

August 2022

- Honors 2019-2021, UDT Seal Scholarship 2019, Naval Special Warfare Scholarship 2020-2021

PROFESSIONAL EXPERIENCE

Dauntless Capital Partners (*A private equity firm that builds and invests in industrial sector businesses*)

Houston, TX

Summer Associate

June 2026 - August 2026

- Uncovered \$2.4M in annualized missed revenue opportunities and pitched the rollout of standardized reporting to improve CSR lead conversion rates by conducting a financial leakage and root cause analysis of CRM data across a \$75M portfolio.
- Cut CSR call times by 30% and drove a 15% rise in technician-generated leads by researching AI's impact on the residential HVAC market and recommending predictive maintenance sensors to improve consumer demand forecasting.
- Stemmed customer attrition by 10% by benchmarking pricing strategies across four companies against competitors, identifying above-market membership pricing, and prompting the GM to tailor membership and service pricing to match regional averages.

Democracy Prep Public Schools (*A network of 25 charter schools in NY, NJ, NV and TX*)

San Antonio, TX

Drama Teacher

August 2023 - May 2025

- Rebuilt a drama program at a Title 1 school serving 500 students, producing two annual plays within a \$2,000 budget, deepening community involvement in the performing arts and improving student outcomes in acting and creative expression.
- Drove a 60% jump in theatre elective enrollment over two years by authoring interactive bilingual curriculum across nine grades.
- Reduced behavior incidents by 50% through collaboration with behavioral management team to build success plans for students with disabilities, strengthening student-teacher rapport and classroom culture.
- Raised student arts literacy exam scores by 30% by launching a 6-month study bootcamp on theatre pedagogy and history.

Study Breaks Magazine (*An online magazine about trending media and contemporary culture*)

San Antonio, TX

Editor in Chief

October 2022 - July 2023

- Led a team of 50 illustrators, writers, and editors to publish over 800 articles, boosting readership by 20%.
- Built a content calendar and cross-platform social media post schedule to strengthen engagement, lifting Instagram following 25%.
- Maintained repeat relationships with 200+ sponsors to expand inflow of sponsored posts, growing annual ad revenue by \$12,000.

PROJECTS

Simon Vision Consulting - Consultant

- Grew sales by 10% for an independent publisher by expanding event-based marketing opportunities and devising a data-informed marketing strategy.

WLJS Consulting - Consultant and Client Liaison

- Built a go-to-market strategy for AI-driven video editing software for an \$860 million SOM including market segmentation, product positioning, adoption-barrier analysis, and building competitive pricing tiers.

ADDITIONAL INFORMATION

- **Language:** English - Native Proficiency, Spanish - Bilingual Proficiency.
- **Technology:** Excel, PowerPoint, R, VBA, Google Analytics, WordPress, Buffer, Service Titan.
- **Awards:** Hopwood Award and Pushcart Nomination, both for Creative Nonfiction, and Robby Award for Excellence in the Arts.
- **Performance:** Professional Shakespearean actor for six years culminating in 15 plays and over 250 performances.

Sean Chinn

schinn@simon.rochester.edu | (404) 884-0875 | linkedin.com/in/seanchinn

EDUCATION

Simon Business School, University of Rochester

Rochester, NY

*Master of Business Administration (STEM-Designated Program), Concentrations: Marketing, Consulting,
Honors: Consortium Fellow | Reaching Out MBA Fellow | Fielding Leadership Fellow*

May 2028

Grand Canyon University

Phoenix, AZ

Master of Education, Concentration: Secondary Education, Honor: Teach For America Corps Member

May 2021

Florida State University

Tallahassee, FL

*Bachelor of Science in Sociology, Concentration: Social Science, Honors: Garnet & Gold Scholar | FSU
Service Scholar*

May 2013

EXPERIENCE

Learning & Development Specialist

March 2025 – September 2025

Effy Jewelry (Contract)

New York, NY

- Designed and scaled employee experience programs across 50+ retail boutiques, supporting engagement and execution for 2,500+ employees
- Analyzed LMS engagement data and user behavior to identify adoption opportunities, driving a 40% increase in platform utilization
- Partnered cross-functionally with retail and operations leaders to strengthen product adoption, frontline execution, and employee engagement
- Translated behavioral data and stakeholder feedback into scalable program improvements across a multi-location retail environment

Learning & Development Specialist

September 2024 – March 2025

Priority Technology Holdings (Contract)

Atlanta, GA

- Redesigned the employee onboarding journey, reducing ramp time by 25% and accelerating time-to-productivity
- Used performance and engagement data to identify experience gaps and optimize onboarding strategies
- Improved 90-day retention by 15% through targeted engagement initiatives informed by employee behavior and performance data
- Collaborated cross-functionally to align onboarding experiences with business needs and operational priorities

People Experience Program Manager

July 2022 – July 2024

Multiverse

New York, NY

- Led end-to-end employee experience and development programs, reducing participant ramp time by 25%
- Increased employee satisfaction by 18% through redesigned experiences and structured development pathways informed by participant feedback
- Translated complex business concepts into practical experiences, adapting content and delivery to diverse stakeholder needs
- Managed program execution across multiple stakeholders, balancing participant needs, business objectives, and operational requirements

Project Management Apprentice Coach

December 2021 – July 2022

Multiverse

New York, NY

- Managed and coached a cohort of 32 apprentices, achieving an 80% program completion rate
- Partnered with Fortune 500 stakeholders to align program experiences with evolving business needs
- Used participant feedback and performance data to tailor coaching strategies and improve program execution

- Delivered structured development experiences focused on project execution, stakeholder management, and workplace readiness

Lower School Administrator

May 2016 – October 2021

KIPP Charter Schools

Atlanta, GA

- Led professional development initiatives for 30+ educators serving a 350-student school, strengthening instructional consistency and execution
- Designed and launched the Virtual Instruction Team, enabling remote learning operations during COVID-19
- Used performance feedback and stakeholder input to identify improvement opportunities and strengthen educator effectiveness
- Led cross-functional initiatives requiring stakeholder alignment, change management, and execution under significant operational constraints

TECHNICAL SKILLS

Microsoft Excel

Tableau

Workday HCM

Microsoft Copilot

ChatGPT

TalentLMS

CERTIFICATIONS

Certified Corporate Trainer

Certified Scrum Master

KAISER MAHMOOD

Tel: (804) 572-0100 | Email: qam3@cornell.edu

EDUCATION

CORNELL SC JOHNSON COLLEGE OF BUSINESS

Ithaca, NY

Master of Business Administration

2028

- Strategy & Consulting Immersion; ROMBA Fellow, Consortium Member
- Member: Black Graduate Business Association, Consulting Club, Out for Business

DUKE UNIVERSITY

Durham, NC

Bachelor of Arts, Public Policy Analysis

2021

- Co-Founder/VP, Black in Business; Financial Analyst, Duke University Union; Studied Abroad at Queen Mary University of London

PROFESSIONAL EXPERIENCE

ZIP CO

New York, NY

Finance Transformation Analyst

2026

- Automated reconciliation and monthly reclassification across legal entities using NetSuite and Tableau, reducing month-end close by 24 hours and consolidating 2 daily journals into 1 complete journal
- Redesigned AP workflows and Bill.com configurations across Finance and department leadership and built a custom GPT for invoice coding, reducing the invoice submission-to-payment timeline by 3 days
- Modernized Nexus merchant payout operations and partnered with the CFO to secure stakeholder buy-in, reducing daily processing time from 4 hours to 30 minutes

CHUBB

New York, NY

Finance Project Manager/Business Analyst – Contractor

2025

- Delivered two multimillion-dollar enterprise payments initiatives supporting 800K annual payments; facilitated stakeholder workshops and gathered requirements, leveraging insights to drive process redesign across Finance and technology teams
- Managed 50+ Jira UAT test cases and redesigned Coupa dashboards, enabling a new Procurement team to replace manual data pulls and Excel analysis with automated reporting

SUMITOMO MITSUI BANKING CORPORATION

New York, NY

Finance Change Management Analyst

2023 – 2024

- Directed governance for a \$65M+ Oracle Cloud transformation; secured ~\$36M in additional funding through project spend forecasting and consultant cost analysis, gaining buy-in from Tokyo executives
- Improved executive decision-making through risk-adjusted forecasting, Steering Committee reporting, and onboarding coordination for 50+ consultants supporting a multi-phase implementation
- Served on the Pride ERG board, supporting 4 recruiting events and mentoring 7 prospective LGBTQ+ interns and full-time hires

IBM

Washington, D.C.

Associate Consultant

2021 – 2023

- Managed 6 integrated project schedules across cloud migration and technology implementation programs, identifying delivery risks through weekly DCMA assessments
- Recovered \$1.1M in asset value by redesigning end-of-project disposition processes supporting 1,000+ personnel
- Helped secure an \$850M cloud migration contract through proposal analytics; selected for promotion to Senior Consultant

ADDITIONAL INFORMATION

- Skills: Excel (PivotTables, XLOOKUP/VLOOKUP, INDEX-MATCH), Power BI, Tableau, Microsoft Project, NetSuite, Jira, Coupa
- Duke Black Alumni Tri-State Young Alumni Representative; Dancer and Treasurer, NYC House of Babylon, supporting LGBTQ+ liberation and competing in ballroom events across the U.S. and Europe

Kate Weatherly

kweatherly.mba2028@london.edu +44 7348 410570 linkedin.com/in/kateweatherly/

EDUCATION

- 2026 - 2028 London Business School**
Reading for Master's in Business Administration
GMAT: 97th percentile
50% Scholarship
- 2020 - 2021 Auckland University of Technology, Auckland, New Zealand**
Master of Design - First Class Honours, Thesis: OPIVA Refined - A Human-centred Approach to Outpatient Intravenous Antibiotic Treatment
- 2016 - 2018 Auckland University of Technology, Auckland, New Zealand**
Bachelor of Design

BUSINESS EXPERIENCE

- 2023 - 2026 Fisher & Paykel Healthcare, Auckland, New Zealand**
Leading designer, manufacturer, and marketer of medical devices with NZ\$2B+ revenue
Product Development Engineer Level 2
- Negotiated to move clinical-trial and manufacturing prototyping ownership to 5 junior engineers, then project-managed them through delivery, cutting design iteration from 8 weeks to 2.
 - Directed a 4-person engineering team, coaching them to diagnose the root cause of a production-stopping manufacturing defect and implement a fix in 10 days, preventing NZ\$3M+ in lost revenue.
 - Modelled unit economics across 3 manufacturing routes at 10M+ units p.a.; recommendation was adopted by senior leadership, delivering a projected 33% reduction in unit cost.
 - Analysed physiology data from an 80+ patient clinical trial to expose a design gap that would have failed in clinical use, forcing a pre-launch pivot on an oxygen-delivery device 2 years in development.
- 2021 - 2023 Product Development Engineer Level 1**
- Initiated and orchestrated FDA-compliant usability testing with 50+ clinicians across 6 US and NZ hospitals, underpinning 510(k) clearance for 4 respiratory devices in a 30M+ procedure market.
 - Instituted a still-in-use standardised product-testing framework across 6 devices at rollout, cutting NZ\$500k in trial costs and securing device clearance in NZ, the US, the EU, and China.
- 2018 - 2023 Professional Athlete, International**
Competed in the UCI Mountain Bike World Cup and World Championships
Downhill Mountain Bike Athlete
- Achieved 2 UCI World Cup podiums in 2019, and 9 top 10 World Cup finishes between 2018 and 2023.
 - Secured partnerships with 5 leading international cycling brands after self-funding early seasons.
- 2020 - 2021 Auckland University of Technology, Auckland, New Zealand**
New Zealand's third-largest university, specialising in practical and industry-focused education.
Research Assistant and Teaching Assistant
- Designed and executed accessibility and usability testing with 20+ patients on a digital health platform; findings redirected the product roadmap and informed published PhD research.
 - Co-authored 5 peer-reviewed publications clinically evaluating a novel dental anaesthetic device and an antibiotic delivery system, spanning clinician and patient validation.

ADDITIONAL INFORMATION

- LGBTQ+ Inclusion Lead at Fisher & Paykel Healthcare**
- Chaired a 12-person committee to overcome a 6,000-person engineering company's scepticism of LGBTQ+ inclusion by working directly with critics.
 - Won board of directors' approval for a multi-year business case, doubling the team's budget and securing executive sponsorship from 50% of the senior leadership team.
 - Coached committee to achieve 100% retention over 2 years and grew team size by 50%.
 - Created and implemented 5 company-wide initiatives and policies.
- Non-Profit:**
- Board member and finance sub-committee member, Rainbow Games NZ, an LGBTQ+ international multi-sport event. Governed an event with a NZ\$1.5M+ budget and 650 participants from 21 countries; raised NZ\$350,000 through sponsor relationship development.
- Volunteer**
- Auckland City Hospital Emergency Department: Provided frontline patient and family support; negotiated ongoing programme funding and mentored incoming volunteers.
- Interests**
- Backcountry hiking, snowboarding, and surfing.

RAMCHARAN REDDY

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EDUCATION

University of Virginia Darden School of Business – Charlottesville, VA

May 2028

Candidate for Master of Business Administration (Full Time) – STEM OPT Eligible

- ROMBA Fellow, Forté Fellow, GMAT FE Score – 725/805 (760 GMAT Classic equivalent)
- Member of Darden Consulting Club, Pride at Darden, Darden Fintech Club

Indian Institute of Technology Madras (IITM) – Chennai, India (Ranked 1st overall by Government of India)

July 2021

Dual Degree – Bachelors in Mechanical Engineering and Masters in Robotics

- Student Government: Head of Student Judiciary and Head of Student Election Commission for a body of 8000 students
- Other: Lead Consultant at 180 Degrees Consulting; Student Legislator (Elected); Writer-Correspondent at T5E, IITM

EXPERIENCE

Axis Bank Limited – Mumbai, India

2021 - 2026

Top 4 Indian Bank of 100K employees providing retail and commercial banking services to 50M+ account holding customers

Assistant Vice President (Product lead)

2025 - 2026

Managed product strategy, technical delivery and live analytics for a \$100M monthly disbursement D2C loan product. Only Senior Manager promoted to Assistant Vice President in the lending vertical in the 2025 cycle among 10 candidates

Awards: Ahead of Curve – Recognized as among Top 1% managers for nurturing a diverse team of 4 direct reports

- Launched an AI-enabled chatbot on the application journey pages with a self-propulsion feature nudging indecisive users through progress aware responses, growing conversion to 1.5x among the 65k monthly users of the chatbot
- Piloted a new product simplifying the application process for affluent users and reducing application time by 80%; scaled to 500k customers after seeing 20% improvement within A/B test and grew loan disbursements by \$2M monthly
- Sole representative on the client-side to McKinsey & Company, and Alvarez & Marsal on two strategic projects generating \$1B digital loan growth; provided product context, evaluated feasibility and briefed senior management on progress
- Negotiated the integration framework for a newly acquired insurance subsidiary on behalf of 4 lending products impacting 200K customers monthly; standardized product offerings and data collection resulting in <0.1% failure rate
- Analyzed Credit Bureau reports and customer reported surveys to identify gaps in Axis Bank's obligation calculation methods and collaborated with Credit risk team to revise the logic resulting in improved loan offers for 25% of customers

Senior Manager (Senior Product Manager)

2023 - 2025

Awards: Anchors Elite; Awarded in Q2 2023 and Q1 2025. Recognized as top 0.1% business achiever among 100K

- Anticipated upstream data transfer restrictions during the 2.5M customer Citi Bank India acquisition and conceived a downstream data-based workaround. Drove a cross functional team ensuring Day-1 readiness and generated \$10M MRR.
- Conducted 30 "Voice of Customer" surveys to identifying abandonment drivers and implemented a solution 5% to 35% to 100% of customers to contain risk; grew customer conversion by 39% and increased loan disbursements \$25M monthly
- Compared credit limits offered by Axis Bank to its competitors for similar customer profiles and worked with Credit policy to upward revise formulae, leading to a 30% increase in the median loan offered and \$30M MRR growth
- Leveraged segment level RAROC data to model a gradient based pricing for 128 customer segments across 5 parameters accounting for revenue sensitivity to price; Generated net interest income accretive loan disbursements worth \$36M yearly
- Created "Recommended Plan" feature to drive upsell, increasing mean loan size by 13% and adoption from 65% to 83%

Manager (Product Manager)

2021 - 2023

- Led addition of 1.4M prequalified customers through alternate underwriting, growing loan disbursements MRR by \$45M
- Optimized data categorization for retargeting campaigns, resulting in a 40% increase in consented data with 5 times higher conversion, leading to \$10M incremental monthly loan disbursements
- Converted data of 1M monthly customers into digestible time series comparison charts and trendlines using SQL, enabling senior management to track live and perform quick diagnosis based on trends in comparison with apt benchmark days

ADDITIONAL INFORMATION

- Project Coordinator, Bhumi NGO: Mentored 60 volunteers to support 30 NGOs on 800+ media and content creation tasks
- Pride 365 group, Axis Bank: Interacted with 50 branch heads on financial access for queer customers through 1:1 meetings
- Wellness Sherpa: Certified for peer mental health support. Conduct conflict management workshops for 300+ employees
- Hobbies: Joke writing, Solo travel using public transport, collecting pinecones, Geography and Wikipedia

EDUCATION

Kelley School of Business at Indiana University

Bloomington (May 2028)

Master of Business Administration, Major: Business Analytics.

ROMBA Fellow | Forté Fellow | Merit Scholarship | Strategy and Operations Academy | GRE: V166, Q157, AWA 5.5.

London School of Economics and Political Science

London (Jul. 2017)

BSc Economic History - Upper Second Class Honours (2:1) | Top of class in EH238: The Industrial Revolution.

PROFESSIONAL EXPERIENCE

REACH PLC: *UK's largest news publisher*

London (Mar. 25 – Jun. 26)

Marketing Operations Executive:

- Expanded total user base by 50% (+700k users) by diagnosing and fixing systemic API integration failure, restoring push notification delivery across 120 brands.
- Cut 2 hours/week of manual work by automating data processing with Google Apps Script, Macros and generative AI.
- Acquired 30k users by coordinating cross-functional execution across editorial, marketing, and ops to launch 15 Substack newsletters.
- Highlighted \$20k Substack revenue opportunity by establishing performance tracking for new Substack newsletters, contributed to shortlisting for 'Best Use of Social Media' at International News Media awards.
- Reduced Meta ads cost per acquisition by 30% (outperforming dedicated Paid Media Manager), via a data-based approach highlighting articles with highest page views.

MOTORWAY: *Index Ventures-backed automotive marketplace*

London (Mar. 24 – May. 24)

Senior CRM Executive:

- Synchronized cross-functional campaign execution (copywriters, coders, product and graphic design) for 2,000+ dealers to ensure 100% on-time delivery.
- Accelerated campaign delivery by 10 hours per launch by streamlining cross-functional stakeholder reviews.

MVF GLOBAL: *PE-backed digital marketing agency*

London (Mar. 21 – Sep. 23)

Senior CRM Executive:

(Feb. 22 – Sep. 23)

- Disproved NPS as a key revenue predictor by independently querying CRM data using SQL, realigning senior leadership focus onto higher-converting metrics.
- Delivered £27k revenue uplift from A/B testing team by showcasing team successes and tracking rollouts.

CRM Executive:

(Mar. 21 – Feb. 22)

- Grew largest market by 109% (YoY) and overall markets by 75% over 18 months, by improving customer workflows, testing, and strategic rollouts.
- Generated £157k revenue uplift from A/B test rollouts, mainly through custom links to shorten onward lead generation journey.

HAND IN HAND INTERNATIONAL: Fundraising Coordinator: *NGO fighting poverty via biz*

London (Nov. 19 – Sep. 20)

- Secured £20k in new donor funding through a competitive proposal process by aligning NGO project to donor's priorities.
- Led strategic stewardship for a high-value donor portfolio (£175k+), driving engagement initiatives to maximize donor retention.

NSPCC: Corporate Partnerships Assistant: *UK's leading children's charity*

London (May 18 – Nov. 19)

- Organized distribution of 900 donated Christmas presents to service centres across the UK by redesigning the fulfilment process and documenting it for future campaigns.
- Slashed 4 weeks from fundraising distribution timelines through end-to-end supply chain restructuring.

VOLUNTEERING AND OTHER INTERESTS

- **Voter Assistance Hotline, New York** (2024). Resolved voter enquiries during high-volume election period.
- **Corporate Research, WaterAid** (2018). Aided renewal of \$25M HSBC partnership via analysis; LSE Volunteer of the Year nominee.
- **Campaign Manager, LSE Students' Union (Student Action for Refugees)** (2014). Secured £20,000 annual scholarship for asylum seekers through stakeholder engagement; awarded LSESU Activist of the Year, featured in The Guardian.

Technical Skills: Analytics: SQL, Looker, LookML, Looker Studio, Tableau, Google Apps Script | Marketing Tech: Iterable, Braze, Selligent, Twilio, Sendgrid, Meta Ads Manager, Cheetah Digital | CRM & Customer Platforms: Salesforce, Zendesk, Notion.

Interests: Certified scuba diver, dived in 3 continents. Avid traveller: 27+ countries. Learning Javascript. Ukrainian English volunteer.

ADINA LEVY

516-754-6351 | adina.h.levy@vanderbilt.edu | www.linkedin.com/in/adina-h-levy

EDUCATION	VANDERBILT UNIVERSITY OWEN GRADUATE SCHOOL OF MANAGEMENT Master of Business Administration, May 2028 Concentrations: Human and Organizational Performance, Operations and Analytics - Reaching Out MBA (ROMBA) Fellow - Neurodiversity Inspired Science and Engineering (NISE) Fellow	Nashville, TN
	STONY BROOK UNIVERSITY Bachelor of Science, May 2020 Major: Psychology - GPA: 3.83, <i>Magna Cum Laude</i>; Dean's List all 8 semesters <i>Orientation Leader</i> - Represented the university as a first point of contact for incoming students, delivering engaging presentations, campus tours, and academic advising across a diverse student population - Facilitated programming on physical and mental wellness, demonstrating skills in public communication and community outreach - Connected students with institutional resources, serving as a liaison between new students and university <i>Undergraduate College Fellow</i> - Assisted teaching the First-year seminar class and offered guidance to new students <i>Assistant to Undergraduate Student Government VP of communications</i> - Created logos, posters, and t-shirt designs for several large-scale campus events and traditions such as annual concerts and boat races	Stony Brook, NY
	TRUE BLUE SALON <i>Hairstylist</i> - Consulted clients to assess needs and recommend personalized solutions, serving over 1,800 clients in total and building a loyal clientele of over 250 clients - Collaborated with 24 team members in a fast-paced environment to coordinate resources and schedules to maximize efficiency, and collaborated with leadership as needed to resolve problems - Managed full client experience from consultation through service delivery while maintaining high technical performance and client satisfaction, averaging 4.9/5 stars from 60 client reviews - Exceeded quarterly performance benchmarks across various metrics, including quarterly growth of up to 27% in key metrics such as service sales, retail sales, and client retention	Nashville, TN
EXPERIENCE	2024–2026	
	2023–2024	<i>Salon Assistant</i> - Supported senior stylists in delivering quality services to up to 15 clients daily in a strict time frame - Created prioritization system to ensure concurrent responsibilities were completed while ensuring client experiences exceeded expectations
2020-2022	LABORATORY FOR CLINICAL AFFECTIVE NEUROSCIENCE <i>Lab Manager</i> - Led all project phases for a large-scale community mental health research study including tailoring advertisements to reach and screen over 2000 research candidates, recruiting, scheduling, and collecting and managing data for over 250 participants - Conducted over 50 comprehensive diagnostic phone interviews with participants and presented findings biweekly to supervising Clinical Psychologist and teammates - Created and monitored project through Excel database and conducted multiple follow ups with participants to ensure study completion - Managed and mentored a team of 20 undergraduate research assistants, providing structured training, delegating responsibilities, and optimizing daily tasks across 5 concurrent studies - Collaborated with 3 fellow lab managers to coordinate research operations and ensure study integrity - Navigated relationships within sensitive mental health populations, resolving conflicts with professionalism and care	Stony Brook, NY
	ADDITIONAL	- Computer Skills: Adobe Creative Suite (Illustrator, Photoshop, InDesign), Qualtrics - Interests: New York Times Games, Rock Climbing, Art

PRATHAM PATEL

Atlanta, GA • (470) 529-9591 • prathampatel@gatech.edu • www.linkedin.com/in/ppatel767

EDUCATION

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

Atlanta, GA
May 2028

- Honors: ROMBA Fellowship, MBA Ambassador
- Clubs: Sustainable Business & Impact Club, People& Club, Operations Club, Consulting Club, Marketing Club

GEORGIA STATE UNIVERSITY
Bachelor of Science, Psychology

Atlanta, GA
December 2022

- **GPA: 4.02**
- Leadership: President's List (2019-2022), Dean's List (2019-2022)
- Clubs: GSU Barbell Club, GSU Film Club

EXPERIENCE

3P HOTELS (FORMERLY, 3P HOSPITALITY MANAGEMENT)

TN, GA

Georgia-based hospitality management group, focused managing and operating and managing hotels in Georgia and Tennessee

OPERATIONS MANAGER

January 2023-July 2026

- Monitored and analyzed performance metrics, including occupancy rates, revenue per available room (RevPAR), and guest satisfaction scores
- Managed the hotels' pricing strategy and negotiate contracts with clients to ensure maximum profitability
- Led a staff of 16 at a TN property in order to achieve a revenue increase of \$150,000 YOY in the first half of 2026
- Facilitated general managers across multiple hotels to develop property-specific marketing efforts to drive occupancy
- Increased Guest Satisfaction scores by nearly 1.2 points on a 10-point scale YOY by creating and implementing training programs in all departments (front desk, housekeeping, and maintenance)
- Formed a regional sales team to analyze market trends, identify new demographics to market to, new opportunities with local and national businesses, and create frameworks to capitalize on them

FRONT DESK MANAGER

July 2021-January 2023

- Resolved guest complaints and issues promptly, ensuring customer satisfaction and loyalty, leading to repeat customers
- Supervised front-desk operations, ensuring smooth check-in and check-out experiences for all guests
- Enhanced collaboration between front desk staff and housekeeping staff to ensure that both parties had up-to-date information, leading to less communication errors

BAPS SWAMINARAYAN MANDIR (VOLUNTEER)

CALHOUN, GA

COMMUNITY PUBLIC RELATIONS TEAM

July 2026-Present

- Working alongside a team of 5 other members to create relationships with both our local community as well as with state representatives by inviting members to attend events at our temple
- Facilitating discussions with local representatives, senators, and congresspeople to attend Hindu celebrations and events in order to represent the Hindu community in Calhoun, GA

SABHA COORDINATOR (BAL, KISHORE, YUVAK)

October 2014-Present

- Leading weekly groups that help develop community leaders and soft skills for 3 different age groups
- Assembling and leading a team of 2-3 members to facilitate and oversee events for youth every Sunday
- Organizing and presenting at monthly development workshops to teach youth about public speaking, presentation skills, photography, and community outreach

GUJARATI LEVEL 1 TEACHER

October 2017-July 2019

- Taught youth how to read and write Gujarati at a basic level, focusing on the alphabet and conversational language

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, property management systems (Opera, ChoiceAdvantage), pricing strategy, revenue forecasting, management and training

Languages: Gujarati (native proficiency), English (native proficiency)

Affiliations: BAPS Shri Swaminarayan Sanstha

Certifications: Choice Hotels HOST Certification

Interests: Acting, cooking, baking, crocheting, puzzling, traveling

Education

Fordham University, Gabelli School of Business New York, NY

Master of Business Administration (MBA), Finance August 2025 - May 2027

- Relevant Coursework: Principles of Modern Finance, Portfolio Management, Business Analytics, Statistics, Strategy
- Dean's Scholarship Recipient and ROMBA Fellow
- Pride Club President: Lead executive board and set strategic direction for the club, coordinate fundraising events, outreach, and external partnerships to build community engagement and expand the club's presence across the school

DePaul University, Driehaus College of Business Chicago, IL

Bachelor of Science (BS), Marketing; Psychology Minor September 2015 - June 2019

- Relevant Coursework: Economics, Market Research, Sales Strategy, Business Communication, Consumer Culture

Professional Experience

Infosys Limited New York, NY

Business Development Executive - AI Quality Engineering (MBA Internship) June 2026 - August 2026

- Developed an ROI financial model incorporating AI tokenomics cost levers, enabling Business Development Executives to price and structure client proposals with speed in competitive bidding processes
- Built an RFP resource library to help teams map client AI/Quality Engineering maturity and streamline proposal development
- Delivered weekly progress updates and presentations to leadership, strengthening stakeholder management and cross-functional communication skills within a global organization

Conagra Brands, Inc. Chicago, IL

Senior Strategic Sourcing Specialist, Corporate Procurement January 2022 - August 2025

- Led category planning, spend analysis, competitive bidding, negotiations, and contract lifecycle across 14 business units - including R&D, Brand, Investor Relations, and Corporate Communications
- Managed RFPs end to end - partnering with stakeholders to translate strategy into sourcing requirements, structuring evaluation criteria and commercial terms, and leading competitive bidding through final contract negotiation
- Delivered FY24 cost savings of \$3.6M (\$2M target) and \$1.5M working capital improvement (\$1M target) from >\$40M of annual spend under management across >300 vendors
- Partnered with business stakeholders to evaluate vendor performance and manage risk, delivering executive presentations that synthesized market analysis and enterprise risk posture into decision-ready recommendations
- Implemented RACI framework across 42 manufacturing plants involving distinct procurement processes for food safety equipment to enhance corporate visibility and decrease company risk

Nitel, Inc. Chicago, IL

Strategic Pricing & Sourcing Specialist, Managed Network Services September 2019 - December 2021

- Researched and synthesized SD WAN, broadband, fiber, and coax pricing data into a database, generating actionable insights that drove revenue for regional relationship executives
- Delivered \$300K in FY21 savings by negotiating favorable contract terms and rates with existing vendors
- Conducted margin and pricing analyses to identify opportunities to improve profitability across product categories
- Served as primary point of contact across internal and external stakeholders ensuring consistent, coordinated communication and vendor performance alignment throughout client onboarding processes

Additional

Languages: English (Native) and Greek (Fluent)

Skills: Microsoft Suite (Excel, Word, Power Point, Power BI), Tableau, SAP, Salesforce, AI Prompt Engineering

Interests: Tennis, Chicago Cubs, Haruki Murakami, Roy Lichtenstein, Skiing, Curb Your Enthusiasm, Health & Wellness

Jose Andres Gonzalez

Hanover, NH • (956) 515-1153 • jose.andres.gonzalez.tu28@tuck.dartmouth.edu • [LinkedIn](#)

EDUCATION

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Candidate for Master of Business Administration degree, June 2028

Tuck Finance Club (Investment Banking), Center for Health Care Student Fellow

Hanover, NH

2026-Present

CORNELL UNIVERSITY, S.C. JOHNSON COLLEGE OF BUSINESS, SCHOOL OF HOTEL ADMINISTRATION

Bachelor of Science in Business Administration

Ithaca, NY

2016-2020

EXPERIENCE

SHIELDS HEALTH SOLUTIONS (SHS)

Senior Manager, Business Development & Growth Strategy Operations

New York City, NY

2025-2026

Leading specialty pharmacy integrator helping health systems build and manage in-house pharmacy programs, supporting patients on high-cost, high-touch medications for chronic or rare conditions like cancer, multiple sclerosis, or HIV

- Built multi-scenario pro forma financial models across \$8B+ in specialty pharmacy transactions as part of a lean deal team reporting to the Chief Commercial Officer, supporting valuation, deal structuring, and executive investment decisions
- Negotiated 8 health system partnership acquisitions with CFOs, COOs, and other C-suite executives, structuring deal terms that increased the firm's patients on service by 30% to 150k+ and grew partnerships by 10%
- Increased patient capture by 200% and reduced time to therapy by 90% by developing a clinic resource strategy across 4,000+ prescribing locations and informing investment assumptions through operational diligence and capacity analysis
- Reduced physician and ED utilization by 40% and care costs for underserved populations by 13% within 12 months by analyzing patient and payor economics to optimize reimbursement and manufacturer contract structures
- Managed an analytical workstream, overseeing associates across financial modeling and client deliverables that shaped segmentation strategy across 300+ health systems

Manager, Business Development & Growth Strategy Operations

2023-2025

- Conducted financial diligence across 40+ health systems representing \$15B+ in specialty pharmacy opportunities, validating operating data and valuing pharmacy operations to inform transaction economics and C-suite pitches
- Designed and launched 3 net-new specialty pharmacies by assessing prescription volume, infrastructure capacity, capital needs, operational feasibility, and healthcare regulatory compliance

ACCENTURE LLP

Management Consultant, Healthcare Enterprise Value Practice

New York City, NY

2022-2023

MedTech Company (\$30B+ Annual Revenue); Innovation & Venture Strategy

- Partnered with SVP of Global Digital Innovation to evaluate 40+ MedTech venture concepts representing a \$5B pipeline; led TAM and feasibility analyses to prioritize 7 concepts focused on population-scale digital health solutions
- Advised business unit leaders across 4 divisions to identify growth opportunities and prioritize investments through 24 stakeholder interviews, 12 strategy workshops, and competitive and market sizing analyses

Health Insurance Company (\$200B+ Annual Revenue); Broker Administration Vendor Selection Strategy

- Collaborated with Medicaid Director of Innovation to evaluate 6 acquisition and partnership targets through strategic and financial diligence, resulting in selection of a company-wide platform
- Led broker administration workstream and managed first-year analyst to ensure successful completion of client deliverables

Analyst & Senior Analyst, Mergers & Acquisitions Practice

2020-2022

National Cancer-Focused Health System; M&A Growth Strategy

- Advised on M&A-driven oncology network expansion, spearheading market assessments across 3 target sites (CHI, PHI, ATL) by synthesizing quantitative claims data from 115k+ patients to inform site selection and investment decisions
- Launched 9 value-based care business cases centered on improving patient care and physician retention

Global Entertainment Company (\$2B+ Annual Revenue), M&A Integration

- Led 10+ discovery workshops with C-suite leaders to support post-acquisition integration planning and operational readiness

PERSONAL

- **Languages & skills:** English and Spanish (native proficiency)
- **Skills:** Financial modeling (pro forma), valuation analysis, transaction structuring, deal execution
- **Community service:** Digital crisis counselor at The Trevor Project: a 24-hour hotline supporting LGBTQ+ youth
- **Affiliations:** MLT PD Fellow, Consortium Fellow, ROMBA Fellow, Association of Latino Professionals for America
- **Interests:** CrossFit, discovering speakeasies, long-distance running, true crime podcasts

LEIGH POMERANTZ

415-450-8759 • Leighpom@stanford.edu • [LinkedIn](#)

Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Stanford, CA

Master of Business Administration Candidate

2027

- MBA Fellow with Pear VC; Campus Investment Partner with The MBA Fund; Member of GSB AI Club

STANFORD UNIVERSITY

Stanford, CA

Bachelor of Arts, International Relations

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

PEAR VC

Menlo Park, CA

Investor, Seed & PearX accelerator (MBA Fellow)

06/26-Present

- Source, evaluate, and diligence pre-seed to seed founders across enterprise, vertical, and consumer AI, AI-native services, and deep tech for Pear's seed practice and PearX accelerator; embed in Stanford and Bay Area builder communities to build relationships with founders, engineers, researchers, and professors, and author investment memos.
- Design, organize, and host invite-only sourcing dinners and campus events, building ecosystem partnerships across companies (Vercel, ElevenLabs, Replit), founders, and fellow VCs to source net-new seed-stage investment opportunities.
- Architect the AI Operator Collective (pre-launch), a curated network of ~25 senior operators at leading AI companies structured to share deal flow with Pear; drove it from customer discovery through business plan and firm-wide buy-in ahead of launch.
- Build internal operational and sourcing tools and automations with Claude Code, including an Attio-integrated deal-flow CRM and founder-enrichment, research, and pipeline-triage agents that pull from Pear's entire tech stack (Attio, Granola, Slack, Airtable).
- Drive Pear's updated Stanford GSB strategy for the founding partner, launching campus programs (e.g., a pre-company builder program with credits and founder community events) to make Pear the first stop for the next generation of Stanford founders.

RIVERSIDE VENTURES

New York, NY

Chief of Staff / Investor

08/24-08/25

- Sourced 15 pre-seed to Series B investment opportunities across sectors including SaaS, AI, DeepTech, and Consumer resulting in investments across companies including Bluesky, Sairdron, Concierge AI, GC AI, and Longshot Space. Led quantitative and qualitative diligence, including financial analysis, to develop investment memos for 50+ investments.
- Supported execution of 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.
- Supported the implementation of growth strategy for Riverside's deal flow product, *Deal Sheet*, 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

New York, NY

Venture Capital Associate

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

New York, NY

ESG Performance Associate, TPG Rise and Rise Climate Funds

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).

Additional

- **Skills/Tools:** Claude Code, OpenAI Codex, Cursor, Attio, Salesforce, Harmonic, Airtable. 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, and scuba diving shipwrecks.

HANNAH KAHL

Atlanta, GA • (336) 596-6928 • hkahl3@gatech.edu • <https://www.linkedin.com/in/hannah-kahl/>

EDUCATION

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

Atlanta, GA
May 2028

- **Fellowships:** Forte Foundation Fellow and ROMA Fellow

NORTH CAROLINA UNIVERSITY AT CHARLOTTE
Bachelor of Arts, Global Studies | GPA 3.96

Charlotte, NC
May 2017

- **Awards:** "Who's Who Among Students" Honoree (2017), Order of Omega (2016)

EXPERIENCE

COLLISIONRIGHT

Columbus, OH

One of the largest Multi-Shop Operators (MSO) in the U.S., operating 100+ collision repair centers across multiple brands.

Talent Development Coordinator

November 2025 – July 2026

- Owned the strategy and launch of 3 enterprise-wide customer experience courses, achieving a 90% completion rate
- Improved customer service scores by 21% (62% to 75%) through data-driven learning solutions and skills gap analysis
- Led development of 7 enterprise-wide training programs spanning customer experience, sales, and leadership

MAINSTAY

Columbus, OH (Remote)

EdTech company using AI-powered text messaging to improve student engagement, enrollment, and success.

Engagement Specialist Associate (Product Operations Associate)

October 2024 – August 2025

- Led analytics for sandbox product testing, using user behavior data, conversion metrics, and feature-level performance to identify high-impact product enhancements
- Spearheaded AI chatbot strategy for a new market pilot (15,000+ users), analyzing engagement data to recommend product enhancements and improve partner ROI, leading to a \$200,000 increase in revenue

TECH ELEVATOR

Columbus, OH (Remote)

Workforce development and technology education company providing coding bootcamps and career coaching.

Pathway Director (Career Development Program Manager)

May 2023 – September 2024

- Analyzed alumni engagement data through segmentation and trend analysis to implement a multi-phase strategy, resulting in an 84% increase in 1:1 meetings and 30% increase in overall participation
- Coached 130+ alumni through targeted job search strategies, resulting in 80 successful placements and contributing to a 70% company-wide placement rate

J.B. HUNT TRANSPORTATION SERVICES

Columbus, OH (Remote)

University Relations Recruiter

April 2022 – April 2023

- Expanded the internship program across 4 business units and 5 states, recruiting 40 interns and entry-level employees
- Increased early talent diversity by 30% through a data-driven DEI recruiting strategy and strategic partnerships
- Directed and facilitated programming for 300+ interns, driving a 90% conversion rate to full-time roles

THE OHIO STATE UNIVERSITY

Columbus, OH

Training & Onboarding Specialist

March 2021 – April 2022

- Mastered an e-learning software to design and implement an 8-module e-learning course within 3.5 months, enhancing training effectiveness with the Learning Management System integration (LMS)
- Developed 10+ workshops and 6 SOPs by collaborating with SMEs, improving onboarding efficiency and consistency

ADDITIONAL INFORMATION

Skills: GenAI Prompt Design • LMS Administration (Cornerstone and TalentQuest) • Project Management Software (Jira, Asana, Trello) • CRM Administration (Salesforce, HubSpot, Workday) • Business Intelligence (Power BI, KPI reporting, data analytics)

Awards: PepsiCo Case Competition Winner - The Ohio State University (2020)

Volunteer: Trap Neuter Return (TNR) Coordinator - Purgatory Cat Rescue (2025-2026) • Board Member & TNR Coordinator - FosterBabyCats (2020–2023) • College Access Mentor - Adelante Hispanic Achievers (2018–2020) • AmeriCorps VISTA – Adelante Hispanic Achievers (2017 – 2018)

Abdul Rahman FAYZAL

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+65 8200 6086

EDUCATION

INSEAD

MBA Class of July 2027

- Awarded INSEAD Reaching Out MBA Scholarship

Singapore / France
2026-2027

National University of Singapore

Bachelor of Business Administration

- Grade: Honours with Distinction; Awarded NUS Business School Study Award AY2014/2015

Singapore
2014-2018

WORK EXPERIENCE

HSBC

Senior Manager, International Wealth & Premier Banking Asia Special Projects

Hong Kong
2026

- Negotiated long-term bancassurance terms for US\$2.1bn Singapore insurance business sale to Allianz, establishing contract tenure, scope exclusions and counterparty default protections
- Evaluated 4 binding bids received for US\$5bn+ AUM Indonesia retail and wealth business, assessing bid value, staff retention and employee protection terms, to secure OCBC as winning bidder
- Monitored end-to-end milestone adherence for strategic market exits across Australia, Bangladesh, Sri Lanka and Indonesia, escalating and resolving 10+ critical deal risks with executive leadership

Associate, Group Strategy

2023-2026

- Led 2 analysts to perform strategic review of HSBC's Minority Interests and Associate positions, valued at US\$30bn+, freeing up US\$2bn+ in capital for reinvestment into growth areas, including funding acquisitions
- Evaluated and recommended US\$14bn acquisition of Hang Seng Bank, validating strategic rationale including offerings synergies, regulatory implications and overall impact on capital position and Group's Return on Equity
- Authored 10+ papers and business cases submitted to Group CEO and Group Holdings Board, directly shaping high-level decisions on market growth, M&A and market participation

Foodpanda

Largest food delivery company in Asia excluding China

Singapore

Manager, Corporate Strategy

2023

- Negotiated and structured strategic partnership with Dairy Farm International, integrating into Yuu loyalty ecosystem and introducing supermarket offerings, driving US\$200M+ in incremental GMV
- Built business case for proposed US\$100M+ divestment of Foodpanda Thailand, tracking deal milestones and problem-solving critical issues with executive leadership

Specialist, Corporate Strategy

2022-2023

- Redesigned target operating model to identify cost-saving initiatives, including headcount reductions, delivering 50% SG&A/GMV reduction and enabling company to exceed profitability targets

Associate, Regional Markets

2020-2022

- Designed customer experience transformation framework, performing in-depth churn analysis to increase customer retention rates from 25% to 55%
- Built automated KPI dashboards across 8 Foodpanda divisions using AI-assisted SQL scripting, making reporting 60% more efficient

Boston Consulting Group

Associate

Singapore
2019-2020

- Developed commercial model for new agribusiness venture, sizing US\$200B market opportunity in agricultural inputs and financing, by conducting on-the-ground supply chain mapping in rural Indonesia to identify disintermediation opportunities and shape strategy
- Formulated digital bancassurance strategy for challenger digital bank, benchmarking 5+ competitors to identify winning propositions, informing market entry decisions and MVP roadmap
- Performed due diligence for major sovereign wealth fund entering nature-based solutions market, sizing \$5B opportunity for Voluntary Emission Reductions (VER) carbon credits
- Developed 5G B2B case for major Southeast Asian TMT player, sizing addressable opportunity across enterprise use cases and quantifying NPV impact

ADDITIONAL INFORMATION

Work Authorisation / Nationality: Singapore Citizen, eligible for U.S. H-1B1 visa (No H-1B lottery required)

Languages: English (Native), Malay (Native), Indonesian (Fluent)

Technical Skills: Think-cell, Tableau, Alteryx, BigQuery

Interests: Aviation (Obtained pilot licence - FAA PPL), Strength training (Focused on consistent progressive overload)

GRAHAM H. PUGH

New York, NY | 205-332-9793 | graham.pugh@stern.nyu.edu | www.linkedin.com/in/grahamhpugh

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2028

Specializations in Artificial Intelligence, Strategy, and Product Management

- Fertitta Military Veteran Scholar, Reaching Out MBA Fellow

UNITED STATES NAVAL ACADEMY

Annapolis, MD

Bachelor of Science in Chinese Language and Culture

May 2015

- Study Abroad Intensive Language Program, Consortium for Educational Travel - Beijing, China (2013)

EXPERIENCE

JOINT FORCE HEADQUARTERS-CYBERSPACE (US Cyber Command, USMC)

Ft. Meade, MD

Liaison Officer to the CIA, Cyberspace Intelligence Officer

2024 - 2026

- Served as a principal liaison between U.S. Cyber Command and the CIA, advancing interagency collaboration, aligning strategic objectives, and accelerating information sharing across 4 Executive Branch departments
- Coordinated cross-functional teams and recommended cyber and intelligence priorities for 15 cyberspace operations, enabling data-driven decisions and accelerating mission outcomes
- Planned and facilitated 35 senior-level engagements across U.S. Cyber Command, CIA, and national security partners, accelerating communication and operational deconfliction
- Led a multidisciplinary team producing 150+ tailored intelligence assessments, translating complex data into actionable recommendations for senior leaders

MARINE SPECIAL OPERATIONS COMPANY-IRAQ (2nd Marine Raider Battalion, USMC)

Jacksonville, NC

Intelligence Officer

2022 - 2024

- Directed intelligence operations in a high-threat combat environment, delivering 360+ executive briefings supporting 80+ missions and enabling leaders to adjust plans, resources, and risk-mitigation measures
- Advised senior Iraqi Special Operations Forces leaders on threat analysis and planning for 6+ counter-ISIS operations, translating intelligence into actionable recommendations and strengthening partner capabilities
- Led weekly intelligence coordination with 15+ U.S. and international partners, synthesizing information across organizations to identify emerging risks, align priorities, and improve decision-making for multinational operations
- Identified a gap in coalition information sharing and established a new intelligence exchange with UK Special Operations Forces, expanding collaboration on shared threats and counterterrorism priorities

2ND RADIO BATTALION (Intelligence Collection and Analysis Unit, USMC)

Jacksonville, NC

Company Commander, Assistant Operations Officer, Electronic Warfare Officer

2018 - 2022

- Led organizational transformation of a 100+ person intelligence and cyberspace unit, redesigning training and operational processes that increased readiness by 10%
- Directed a 35-person, 9-function operations organization coordinating 15 large-scale exercises and 5 international deployments; reallocated a \$5M budget to reduce unit operational costs by 15%
- Led a 14-member team during a seven-month international assignment in Norway, serving as a liaison with foreign counterparts to strengthen operational alignment and enhance U.S.-Norwegian bilateral cooperation
- Managed a rapid acquisition team that evaluated, acquired, and fielded two new technologies for urgent operational needs, ensuring rigorous vetting and successful integration

TACTICAL AIR CONTROL SQUADRON TWO ONE (Air Traffic Control Unit, USN)

Virginia Beach, VA

Division Officer

2015 - 2018

- Led a 6-person intelligence and communications division, overseeing training, IT support, and weekly intelligence briefings to maintain readiness across a 100-Sailor unit
- Managed a 26-person analytical team, delivering and presenting timely intelligence and analytic products that supported executive decision-making and ensured success during a seven-month deployment to the Middle East
- Directed intelligence and communications support during hurricane relief operations in Haiti, enabling rapid deployment of 20 personnel and coordinating military and humanitarian stakeholders

ADDITIONAL INFORMATION

- United States Government Security Clearance: Top Secret/Sensitive Compartmented Information
- Language Skills: Mandarin Chinese
- Interests: Downhill Skiing, Bodybuilding, Alabama/Navy Football, Pokémon Trading Cards, House Music

MATTHEW PETTUS

+1 (804) 971-6425 • PettusM28@arden.virginia.edu • <https://www.linkedin.com/in/matthewpettus/>

EDUCATION

University of Virginia Darden School of Business – Charlottesville, VA

May 2028

Candidate for Master of Business Administration – MBA

- Lemuel E. Lewis Bicentennial Award for Global Leadership – Full Tuition
- Consortium for Graduate Study in Management Fellow, Reaching Out MBA Fellow

Yale University – New Haven, CT

May 2020

Bachelor of Science, Neuroscience

- Yale Public Health Coalition, Yale Global Health Review, Yale Baker's Dozen A Cappella, Peer Wellness Champions, Hypertension Awareness and Prevention Program at Yale

EXPERIENCE

German Medical Association – Berlin, Germany

2026

International Program Officer

Conducted healthcare policy research and supported international relations for Germany's national medical association

- Analyzed healthcare and medical education systems, synthesizing findings into briefings that informed leadership decisions
- Supported international medical delegations from Europe, Africa, and the Middle East, coordinating meeting materials and stakeholder engagement for 70+ international guests at the German Medical Association Congress

SurveyEngine GmbH – Berlin, Germany

2023-2025

Senior Project Manager, Healthcare Team

Led patient preference and healthcare market research studies for global life sciences and healthcare clients

- Directed a six-person, cross-functional, international team to deliver \$2M+ in patient preference studies at >30% profit margins, ensuring on-time, on-budget delivery
- Expanded patient recruitment capacity by 250% through strategic partnerships with Patient Advocacy Groups, amplifying representation of rare disease populations involved in patient preference studies
- Institutionalized "Lessons Learned" sessions and launched the firm's first Employee Satisfaction Survey, achieving 70%+ employee participation and providing leadership with actionable employee insights to inform organizational policies

Research2Guidance GmbH – Berlin, Germany

2022-2023

Consultant

Advised healthcare clients on strategy, innovation, partnerships, and market landscape at boutique digital health consultancy

- Delivered 5 strategic consulting projects for biopharma clients, including cardiology market entry, EU-wide neurology digital health prioritization, and partnership strategy, identifying 20+ opportunities across 50+ healthcare organizations

Medbelle GmbH – Berlin, Germany

2021-2022

Strategy Analyst

Drove strategic growth, operational initiatives, and patient experience improvements at value-based care coordination startup

- Partnered with leadership to implement Patient Reported Outcome Measures (PROMs), featuring an analytics dashboard that translated patient experience feedback into performance scores for 100+ surgeons and enabled analysis of care quality

ClearView Healthcare Partners – Boston, MA

2020-2021

Life Sciences Strategy Consultant

Supported strategic decision-making for biotechnology and pharmaceutical companies from R&D through commercialization

- Advised 20+ biotech and pharmaceutical clients on pipeline prioritization, go-to-market, and commercialization strategies across neurology, psychiatry, and metabolic indications, supporting key investment and launch decisions
- Led stakeholder research with physicians, patients, and payers, integrating clinical, competitive, and pricing analyses into forecasts and recommendations for client leadership

ADDITIONAL INFORMATION

- Languages: German (Fluent), Spanish (Proficient), Portuguese (Conversational)
- Interests: Performed US and Canadian national anthems at NBA games; regular Berlinale film festival attendee

TIFFANIE NGUYEN

(714) 395-3958 | nguyentiffany99@gmail.com | www.linkedin.com/in/tiffany-nguyen-

EDUCATION

UCLA Anderson School of Management Los Angeles, CA
M.B.A., Full-Time Program June 2028

- *Honors:* Reaching Out MBA Fellow (25% tuition), Consortium for Graduate Study in Management Member
- *Leadership:* **Riordan Programs Mentor Coordinator** - Lead Riordan mentorship sessions to increase underrepresented students' access to business education and career pathways
- *Membership:* Management Consulting Association, Out@Anderson, Asian Management Student Association

California State University, Fullerton Fullerton, CA
B.A: Business Administration, Accounting, Minor in Asian American Studies – 3.8 GPA May 2021

- *Honors:* Business Honors Program, Magna Cum Laude, Dean's List every semester
- *Leadership:* **Co-founder & President of Ascend Leadership CSUF chapter** - developed leadership and business acumen of 25 Asian American Students via career workshops and alumni panels
- *Membership:* Orientation Leader, Titan Ambassador, Beta Alpha Psi, Vietnamese Student Association
- *Internships:* EY Emerging Leaders, PwC Elevate, Deloitte Audit & Assurance Summer 2020 Internship

EXPERIENCE

Molson Coors Beverage Company (*Coors Light, Coors Banquet, and Miller Lite brands*) Irvine, CA
Sales Financial Analyst: West Region March 2024-May 2026

- Identified an opportunity to reduce marketing spend by \$2.5M through evaluating campaign performance across 7 brands and partnerships, recommending investment reallocations that improved ROI by 11%
- Influenced partnership investment strategy by evaluating sponsorship performance, consumer insights, and engagement trends, supporting contract negotiations projected to generate \$1.2M in savings over 3 years
- Analyzed competitor, consumer, and market trends to uncover growth opportunities within the light beer portfolio, recommending localized pricing strategies that contributed to 1.2% sales growth
- Collaborated with distributor and sales leaders to develop a growth strategy for non-alcoholic beverage categories, aligning priorities with consumer trends and securing a 25% increase in portfolio investment
- Addressed distributor payment challenges by designing a Power BI accounts receivable aging report, driving adoption of a standardized 14-day approval process that reduced outstanding payments by 31%

CorVel Corporation *Risk management solutions company (NYSE: CRVL)* Irvine, CA
Financial Analyst (short-term contract) January 2024-March 2024

- Evaluated pricing and profitability for workers' compensation insurance policies, generating \$20M in incremental revenue from strategic client acquisition
- Reduced auditor inquiry resolution time by 2 days (60%) by building an income statement variance analysis model for fluctuations exceeding \$250K

Deloitte & Touche LLP *Audit & Assurance Practice* Costa Mesa, CA
Audit & Assurance Associate Senior May 2023-October 2023

- Led an 8-member cross-functional team in identifying and assessing financial reporting risks across a \$1.4B public software company, coordinating with executive stakeholders under accelerated SEC reporting deadlines
- Evaluated emerging ESG-related business and regulatory risks through C-suite executive interviews, synthesizing qualitative insights into strategic risk mitigation recommendations for senior leadership

Audit & Assurance Associate October 2021-May 2023

- Analyzed revenue drivers and operational processes across \$800M+ in annual client revenue streams, identifying key financial reporting risks and process improvement opportunities
- Developed financial performance expectations for a \$64M+ media client by leveraging industry benchmarks and market trends to identify key business risks and inform engagement strategy

ADDITIONAL

-
- *Software:* Power BI | Alteryx | Microsoft Excel | Microsoft PowerPoint
 - *Interests:* 10,000+ Lego pieces assembled and counting | Worked a 15-minute shift at a pub during a solo trip to Japan | Self-proclaimed Los Angeles Sparks good luck charm (3-0 when I'm at the game)

JORDYN PAUL

jpaul1@uw.edu | Seattle, WA | (360)450-8844 | LinkedIn.com/in/jordynpaul

EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA

June 2027

Candidate for Master of Business Administration (MBA)

- ROMBA, Forté and Fritzky Fellow
- Consulted for the Pacific County Economic Development Council; analyzed regional growth patterns, economic vitality, and public-private alignment to inform long-term strategic plans.

PORTLAND STATE UNIVERSITY, Portland, OR

August 2016

Bachelor of Science, Business Management and Leadership, Marketing

- Magna Cum Laude
- Athletic and Outdoor Industry Certificate

EXPERIENCE

ARMOIRE STYLE, Seattle, WA

2026

A fashion rental subscription company pioneering circular economy solutions in women's apparel

B2B Liquidation & Live Commerce Intern

Owned end-to-end liquidation operations and commercial strategy for excess and retired rental inventory, reporting directly to the Chief Commercial Officer.

- Built a B2B liquidation strategy, evaluating wholesale and resale channels to establish a buyer pipeline and maximize revenue recovery on retired inventory
- Designed and documented an end-to-end liquidation workflow, integrating with existing inventory systems and establishing full visibility across all channels.
- Launched Whatnot as a new live commerce channel, managing show scheduling and staffing while building a performance dashboard to evaluate channel viability.

NORDSTROM, Portland, OR

2025

A leading fashion retailer with a strong focus on exceptional customer service

Manager Supply Chain Operations, VAS SHOES

Responsible for delivering on results through coaching, performance management, and monitoring outcomes, while meeting financial standards.

- Led, coached, and developed a high-performing team of 8–15 employees to drive safety, quality, and output in alignment with enterprise network strategy.
- Owned site-wide continuous improvement initiatives utilizing data-driven project management methodologies to significantly optimize Pieces Per Hour (PPH) processing metrics.
- Partnered across internal channels to align operational capabilities with broader retail and financial performance standards.

NIKE, INC., Beaverton, OR

2018-2024

The world's largest supplier of athletic shoes, apparel and sporting equipment

Operations Manager, The vAn

Managed day-to-day global operations, customer service and marketing activities, warehouse oversight, SG&A, and inventory for The vAn an internal circularity channel.

- Guided expansion from 1 location (5 team members, \$2.1M revenue) to 8 global locations with a 50+ person team generating \$11.4M.
- Built and analyzed annual budgets, inventory health models, and sell-through reports in Tableau and Excel to empower senior leadership's strategic decisions with data.
- Formulated launch strategies, business operations structures, and localized marketing plans for new retail concepts within highly ambiguous, fast-paced environments.
- Facilitated weekly cross-functional syncs between technology implementation teams and warehouse operations to streamline workflow processes and mitigate organizational risk.
- Coached and guided a team of 30+ individuals through operational changes during Covid that included changes in operating shifts, WMS and eCommerce platform upgrades as well as a physical warehouse transition.

SKILLS AND ACTIVITIES

- **Technical Skills:** Tableau, Excel, CRM Systems (Zendesk), POS, WMS
- **Leadership:** Career Pillar Lead, Nike Disability* Network (2022-2024)
- **Interests:** Dog Sports included Dock Diving, Flyball and Frisbee Competitions, Traveling, Swimming

CARSON TAVARES

Tel: (206) 259-1818 | Email: Carson.Tavares@yale.edu

EDUCATION

YALE SCHOOL OF MANAGEMENT

Master of Business Administration (MBA)

New Haven, CT

2028

- GMAT Focus: 655 (Quant 96%), Dean's Scholarship & ROMBA Fellowship
- Clubs: Yale Finance Club, Artificial Intelligence Association, SOM Run

FORDHAM UNIVERSITY

Master of Science, Accounting

New York, NY

2018

Bachelor of Science, Applied Finance and Accounting, *Cum Laude*

2016

PROFESSIONAL EXPERIENCE

CABAKA (*financial services advisory and FinTech venture*)

New York, NY

Co-Founder & CEO

2024 – 2026

- Co-founded an advisory firm; won first community-bank client and advised its Board and Executive Committee on growth and AI strategy, converting the initial engagement into \$250K of follow-on work and generating up to \$2M in pipeline
- Selected by the Consumer Financial Protection Bureau for its tech incubator to develop an AI lending MVP for sub-\$150K medical loans to improve credit access and reduce costs, translating regulatory insights into \$100K of additional consulting work
- Established business alliances with 6 ecosystem providers across AI infrastructure and specialized advisory firms, expanding Cabaka's solution offerings, while creating 15–20% revenue-share opportunities on partner solutions

ERNST & YOUNG (EY)

New York, NY

Senior Manager, Banking & Capital Markets – Transaction Banking & IPO Treasury Leader

2022 – 2024

- Advised on a successful \$1.1B FinTech IPO, and an asset manager S-1 filing, focusing on Liquidity & Capital Resources (Reg. S-K Item 303), Use of Proceeds (Reg. S-K Item 504), and bank relationships and cash-access risks (Reg. S-K Item 105)
- Led IPO readiness engagements for regional banks, insurers, and FinTechs, assessing liquidity, treasury infrastructure, governance, and operating models and developing remediation roadmaps to prepare clients for public-company requirements
- Built and scaled EY's treasury consulting services offering, generating \$2M in direct sales and \$50M in cross-service revenue and launching crypto, payments, pooling, and recurring managed-service offerings
- Oversaw the PMO office for a \$50M investment and treasury remediation at a mutual life insurance company, overseeing a global team of 250+ employees, managing staffing needs, mitigating risks, and serving as the escalation point for critical issues
- Led EY's New York FinTech initiatives, winning 10 new clients, delivering \$2M in revenue and building a \$10M pipeline; and supported Entrepreneur of the Year selection by interviewing FinTech CEOs, with 5 advancing to the New York regional finals

Manager

2019 – 2022

- Designed a unified architecture and data governance framework for a global bank by mapping critical data elements with 100+ Investment Banking and Transaction Banking executives, simplifying infrastructure and informing future technology investments
- Partnered with the Federal Reserve (Fed) to redesign payment infrastructure for a FinTech acquiring a regional bank, enabling its transition to a nationally chartered bank, direct transaction clearing with the Fed, and reduced reliance on intermediary banks
- Developed EY's first blockchain strategy for a bank stablecoin, collaborating with Stellar and EY cross-functional teams to enable real-time, lower-cost, secure payment settlement, and launch a new consulting offering that built a \$50M pipeline

Senior Consultant

2018 – 2019

- Executed treasury separation workstreams across 3 major life insurance divestitures and spin-offs, spanning a \$219B-asset spin-off, \$2.75B divestiture, and \$1.7B IPO-led separation

AXA EQUITABLE LIFE INSURANCE COMPANY

New York, NY

Manager, Treasury Operations

2016 – 2018

- Supported AXA's \$2.75B IPO through S-1 liquidity disclosures and executed legal-entity restructuring, migrating assets to a new custodian structure, managing 44 banking relationships, and redesigning the \$5B liquidity model

ADDITIONAL INFORMATION

- **Certifications/Skills:** Certified Treasury Professional (CTP®), Certified Bank Treasury Risk Management, Excel/Capital IQ
- **Community:** EY AIDS Walk NY Lead and LGBT Initiative Lead for EY FAAS Practice (2018 – 2024)
- **Activities:** Event Host and Moderator, Pitch Competition Finalist during NY FinTech Week and NY Tech Week (2025 – 2026)
- **Interests:** Cultural traveler (76+ countries), languages (Mandarin Chinese, German, Arabic), Taekwondo black belt

Chaitanya Bhat

(647)745-0169 • chaitanya.bhat@mail.utoronto.ca • LinkedIn

EDUCATION

Rotman School of Management, University of Toronto, Toronto, Ontario
MBA Candidate, 2028

- GMAT Focus: 725
- Entrance Scholarship of \$30,000, Reaching Out MBA Fellowship, 2026
- Participated in the Sustainable Finance Case Competition hosted by the Rotman Squad

National Law School of India University, Bengaluru, India
Master of Public Policy, 2022

- Selected as one of eight students for the university's Professional in the Making award
- Leadership: Elected Vice Chair, MPP Student Council; Lead Editor, Lokniti Policy Blog

Institute of Hotel Management Catering Technology and Applied Nutrition, Mumbai, India
Bachelor of Science - Hospitality and Hotel Administration, 2017

- Chef, formally trained in French classical techniques
- Entrance Examination: All India Rank 3 among 30,000+ applicants
- Leadership: Conceptualized and led operations for the inaugural edition of Cornucopia, the college's food fair

PROFESSIONAL EXPERIENCE

Independent Consultant, Jan 2025 – Sep 2025, Mumbai, India
Freelance advisory engagements with independently owned restaurants on service delivery and customer experience

- Rationalized menu offerings for a high-volume, low-margin breakfast chain to enhance customer-centricity, accelerating consumer decision-making and boosting operational efficiency for service staff by 20%
- Restructured pricing and promotional strategies for a cafe by leveraging consumer psychology and historical ordering trends, driving revenue growth across high-demand product categories
- Acquired and managed three advisory accounts through end-to-end relationship ownership, collaborating with entrepreneurs to define engagement scopes and finalize service delivery frameworks

Samagra Development Associates, Bhubaneswar, India
Governance consulting firm working with state governments to design and implement citizen-centric welfare programs
Senior Associate, Apr 2024 – Oct 2024

- Ideated a market linkage strategy for Non-Timber Forest Produce (NTFP), enabling price transparency for 50,000+ gatherers and reducing wastage of perishable products by 40% through efficient allocation of procurement resources
- Led the digitization of forest rights documentation for 3M+ indigenous citizens in the state by supervising a cohort of 450+ government officials and 10+ non-government partner agencies
- Developed a proprietary 'Quality of Life Index' tracking 250+ welfare schemes for the state Chief Minister's Office; worked with different ministerial departments to reduce fiscal redundancies and to identify overlaps

Sattva Consulting, Bengaluru, India
Impact consulting firm advising corporates, philanthropists, and non-profits on program strategy, design, and monitoring
Analyst, 2022 – 2024

- Conceptualized and launched a tech-enabled impact assessment product that automated data collection, reducing delivery costs by 40% and turnaround time by 20%; adopted firm-wide
- Co-authored the firm's first DEI policy, establishing hiring benchmarks and evaluation criteria later adopted across candidate selection

ADDITIONAL INTERESTS AND ACHIEVEMENTS

- Independently producing and hosting a podcast on history, culture, and society, with each episode grounded in original research and scripting, Hyperlinked (Podcast), Jan 2026 – Present
- Distance runner, training toward the first triathlon; completed a 10K, and taught myself to swim
- Language enthusiast: fluent in Hindi, Marathi, and Konkani, with developing proficiency in several others

Commented [BI1]: Watch indentation needs to be aligned

Commented [BI2]: Same comment as above

Commented [BI3]: Can you say by how much?

Commented [BI4]: Why was this important to clear a 5 year backlog? It looks like there is a lot of number but the outcome seems to fall short here for me

Commented [BI5]: Watch spelling

Commented [BI6]: This should be under Sattva Consulting

Fernando Martín Eigenmann

Brookline, MA · 513-505-3600 · fereigenmann@gmail.com · linkedin.com/in/fernando-eigenmann

PROFESSIONAL SUMMARY

MBA candidate with a decade of experience supporting executive leadership across corporate, nonprofit, government, and higher education settings. My work has centered on operations, bringing together different stakeholders and priorities to execute complex, cross-functional initiatives. Now looking for the next step up in scope and strategic responsibility.

PROFESSIONAL EXPERIENCE

Lutron, Boston, MA

Mar 2026 – Jun 2026

Executive Support & Office Assistant

- Provided executive support to the Head of the Boston office, managing calendars, meetings, correspondence, and expense reporting.
- Supported office operations for a 50-person engineering team, coordinating purchases, mailroom activities, facilities requests, and local events.
- Partnered with HR, Health & Safety, and Facilities teams to support employee onboarding, workplace initiatives, and a safe, efficient office environment.

Northeastern University, Boston, MA

Sep 2023 – Jun 2025

Administrative Assistant

- Supported executive leadership by coordinating meetings, preparing reports, and tracking action items, ensuring timely follow-up on key initiatives and decisions.
- Coordinated operations for a \$10M NSF-funded national alliance, facilitating collaboration among academic, industry, government, and nonprofit partners.
- Organized workshops, conferences, and virtual seminars with 100+ attendees, managing vendors, agendas, and follow-up reports.
- Designed and implemented the external communications strategy, updating the program website and establishing social media channels.

Casana Care, Boston, MA

Aug 2022 – Aug 2023

Executive Administrator

- Provided comprehensive administrative support to the C-Suite team by coordinating meetings, managing calendars, and arranging business dinners and travel.
- Owned the full event lifecycle for company-wide events serving 50+ employees, overseeing planning, budgeting, logistics, and execution of events with budgets up to \$60,000.
- Partnered with HR on onboarding and offboarding operations to ensure a seamless employee experience.
- Oversaw office facilities and liaised with building management to maintain optimal working conditions.
- Produced internal newsletters and managed company-wide communications to support employee engagement and organizational alignment.

Learning Grove, Cincinnati, OH

Feb 2021 – Jun 2022

Office Manager

- Supported C-Suite leadership during a corporate merger by coordinating meetings, managing internal communications, preparing agendas and materials, recording meeting minutes, and tracking follow-up actions across organizations.
- Managed headquarters operations supporting 200+ employees, including facilities, IT, vendor coordination, front desk operations, and phone coverage.

- Implemented digital marketing tools, developed performance tracking systems, and created marketing materials to improve online visibility and SEO performance.
- Supported HR initiatives focused on employee engagement and retention, co-founded an internal DEI committee, and developed relationships with local LGBTQ+ organizations to broaden community partnerships and enhance stakeholder engagement.

María Graziani, *Buenos Aires, Argentina*
Event Manager

Sep 2011 – Oct 2020

- Coordinated large-scale events, including the G20 Buenos Aires Summit, overseeing logistics, venues, and supplier contracts.
- Managed supplier negotiations, contracts, and event budgets while serving clients across corporate, nonprofit, and government sectors.
- Managed client travel and accommodations for international delegations.
- Oversaw on-site staff, vendors, and venue partners to ensure smooth execution.

EDUCATION

Master of Business Administration Concentration in Data Analytics and Artificial Intelligence <i>Northeastern University</i>	Expected 2027
Graduate Certificate, Project Management <i>Northeastern University</i>	2024
Bachelor's in Business Administration <i>University of Buenos Aires</i>	2019

LANGUAGES

Spanish	Native
English	Fluent
Portuguese	Fluent

STRATEGIC COMMUNICATIONS & MARKETING LEADER | REPUTATION | STAKEHOLDER ENGAGEMENT

Strategic communications and marketing leader with 7+ years of experience translating complex business priorities into clear strategies, compelling narratives, and measurable stakeholder outcomes. Experienced in advising executives, leading cross-functional initiatives, strengthening organizational reputation, and developing integrated campaigns across corporate, nonprofit, and civic environments. Proven success in executive communications, media relations, digital strategy, partnerships, and stakeholder engagement. MBA candidate recognized for collaborative leadership, strategic thinking, and aligning organizational priorities with audience and business results.

CAREER EXPERIENCE

Alloric & Associates

Apr 2025 - Present

Founder & Principal Consultant

- Advise organizational leaders on strategic communications, executive positioning, reputation management, digital communications, and stakeholder engagement.
- Translate complex organizational priorities and initiatives into clear messaging, executive communications, presentations, and audience-focused communication strategies.
- Develop and execute integrated communications campaigns across earned, digital, social, and stakeholder channels, increasing client visibility by 30% and audience engagement by 27%.
- Lead multiple concurrent client engagements from strategy through execution, coordinating stakeholders, timelines, deliverables, and performance measurement.

House of Heralds Arts & Ent.

Aug 2020 - Apr 2025

Communication & Digital Account Manager

- Led integrated communications strategies spanning digital, social, earned media, partnerships, and experiential channels for a diverse portfolio of organizations and initiatives.
- Partnered with organizational leaders and subject matter experts to translate complex initiatives into clear messaging, executive talking points, presentations, and public-facing communications.
- Developed proactive media strategies and executive positioning that secured regional and national earned media coverage and strengthened organizational reputation.
- Analyzed media, digital, and campaign performance to uncover audience insights, optimize communications strategy, and improve stakeholder engagement.
- Directed communications for major campaigns and events, including the MOBI initiative and ESSENCE Food & Wine Festival activations.

American Airlines

May 2018 - June 2026

Flight Attendant

- Led safety and emergency communications while ensuring compliance with FAA regulations and company operating procedures.
- Exercised sound judgment during operational disruptions and medical emergencies, communicating critical information with clarity, professionalism, and composure.
- Collaborated across multidisciplinary teams to translate rapidly changing operational information into clear, audience-appropriate communications while maintaining customer confidence and supporting safe operations.

LEADERSHIP & STRATEGIC INITIATIVES

Reaching Out MBA (ROMBA) — National Organization

Dec 2025 - Present

Conference Organizer | Consulting Case Competition Lead

- Lead the strategy, planning, and execution of the national ROMBA Consulting Case Competition, overseeing stakeholder engagement, communications, partnerships, and event operations.
- Cultivate partnerships with LGBTQ+-owned businesses, consulting firms, and corporate sponsors to develop real-world business challenges for MBA competitors.
- Coordinate cross-functional teams of organizational leaders, judges, volunteers, and participants to deliver a premier professional development experience.
- Direct participant communications, promotional strategy, and engagement initiatives to increase awareness and participation.

- Evaluate program outcomes and implement process improvements that enhance stakeholder value and participant experience.

EDUCATION & CERTIFICATIONS

MBA, Johns Hopkins Carey Business School (Expected May 2027)
Concentrations: AI in Business, Digital Marketing, Public & Private Sector Leadership
BA, University of Southern Mississippi
Concentration: Theatre-Music

ADDITIONAL EXPERIENCE

Dallas Independent School District Jan 2021 - May 2021

Adjunct Reading and Social Studies Teacher

- Used student performance data to personalize instruction and engagement strategies, contributing to a 74% Mastery and Meets STAAR rating.

Hilton Grand Vacations Club Feb 2017 - May 2018

Recreations Coordinator

- Managed a \$70K annual operating budget while planning and executing high-attendance community engagement programs.
- Coordinated vendor relationships, event logistics, communications, and participant experiences.

The Walt Disney Company- EPCOT Jun 2015 - Jun 2016

Guest Experience Manager

- Managed guest communications across four venues while ensuring alignment with Disney brand standards and service excellence.
- Led multi-venue guest operations and staff development for more than 100 international Cast Members, improving engagement and operational efficiency.
- Leveraged operational data to improve guest experience while reducing food costs by 6.2%.

LEADERSHIP & FELLOWSHIPS

- **PRIDE Business Association - Carey Business School** | President, 2026-2027; Director of Marketing & Communications, 2025-2026
- **Center for Innovative Leadership Fellow (CIL), Johns Hopkins** | 2026
- **Leadership Arts Institute, Business Council for the Arts** | Class of 2026–2027

CORE SKILLS & COMPETENCIES

Strategic Communications	Brand & Reputation	Strategy & Leadership
● Executive Communications ● Internal & External Communications ● Media Relations ● Crisis & Issues Communications ● Thought Leadership	● Brand Management ● Reputation Management ● Public Affairs ● Issues Management ● Content Strategy ● Editorial Planning	● Stakeholder Engagement ● Cross-Functional Leadership ● Strategic Planning ● Team Leadership ● Partnership Development ● Change Communications

Ahmed Haddouch

Contact Details

M: +47 922 92 041

ah2562@jbs.cam.ac.uk

Education

Judge Business School, University of Cambridge, UK

2026 - 2027

Reading for Master of Business Administration degree

Strategy - Energy Transition

École Nationale d'Ingénieurs de Tarbes, France

2016 - 2021

Master of Engineering degree

Industrial Engineering & Information System Management

Professional Experience

SLB, Oslo, Norway

Oct 2022 - Present

Formerly Schlumberger, SLB is the leading provider of technology and services to the oil & gas industry.

System Engineer | Project Interface Manager

- Defined and integrated complex subsea production systems across 4 deepwater offshore projects, translating client requirements into integrated system designs from tendering through project execution
- Owned scope management for a 38-well deepwater subsea development through the Master Equipment List, collaborating with clients to define equipment scope while introducing digital improvements to streamline management of thousands of equipment records
- Facilitated weekly cross-functional governance across 12 engineering work packages, clients, and suppliers, aligning stakeholders to resolve 800+ technical interfaces and communicate project status to senior leadership
- Appointed as global Interface Management SME to lead organization-wide adoption of a new interface management platform, establish governance standards, advise project teams, author user guidelines, and train cross-functional teams, generating annual cost savings of ~USD 110k
- Built regional interface management capability by mentoring five engineers to become SMEs, creating local expertise and reducing dependence on central support

TotalEnergies, Paris, France

Jan 2021 - Oct 2022

TotalEnergies is an integrated energy company operating across the global energy value chain.

System Engineer

- Developed a digital condition monitoring solution for 5 legacy deepwater subsea developments (~75 wells), leveraging data from 1,000+ subsea sensors and AI-enabled analytics to detect anomalies from pressure, temperature, and flow measurements despite limited legacy instrumentation
- Achieved first detection of a major subsea pipeline leak, validating a condition monitoring solution, avoiding ~USD 85k in losses over six days, and presenting technical and financial impact to executive leadership to support continued investment
- Converted 6-month internship into a full-time Systems Engineer position following project delivery

Aker Solutions, Oslo, Norway

Jan 2019 - Sep 2019

Aker Solutions is an engineering company delivering integrated solutions for complex offshore energy projects.

System Engineering Intern

- Partnered with systems engineers to design and deploy a digital engineering configuration tool, digitizing 25+ subsea product configurations and providing training to support user adoption
- Developed a decision-support module modeling 1,024+ installation sequence combinations, enabling cost, schedule, and technical trade-off analyses for engineering and executive reviews

Additional Information

Nationality

Moroccan

Languages

English (fluent), French (fluent), Norwegian (fluent), Arabic (native)

Leadership

Curator, Global Shapers Oslo - Initiative of World Economic Forum

Awards

ROMBA Fellow, Cambridge Judge Business School

Interests

Tennis; Running; Cars

DALANG XIAOLIANG LU

xiaoliang.lu@my.utexas.edu | (737) 242-1958 | linkedin.com/in/dalanglu

EDUCATION

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

Master of Business Administration, General Management, Marketing Concentration

- Scholarship Recipient, ROMBA Fellow, Forte Fellow, Marketing Fellow

SOUTH CHINA UNIVERSITY OF TECHNOLOGY, Guangzhou, China December 2015

Bachelor of Management Science in Public Administration

- Honored as Outstanding Graduate (awarded to top 5% based on overall performance)

EXPERIENCE

TIKTOK, Seattle, WA 2026 - 2026

Category Manager MBA Intern, TikTok Shop

- Designed an AI-powered workflow to analyze top-performing videos across performance data and content structure, distilling category-specific patterns into a creator playbook delivered to 2,664 creators
- Increased content supply by 28.4% in one quarter by designing an automated portal for sellers to distribute content to creators, scaling from pilot to 1,400 sellers
- Developed reusable screening criteria with the platform algorithm team to prioritize incubation investment, concentrating resources from 2,000+ sellers to 37 high-potential accounts
- Diagnosed underperformance in a merchant incubation program and redesigned content and ads strategy, increasing ROAS from 2.0 to 4.4 within two weeks

ESMARTWAVE TECHNOLOGY CO., LTD, Shanghai, China 2020 - 2024

Marketing Leader, Omni-Channel Marketing Business Unit (2022 - 2024)

- Led post-COVID business transformation, redesigning operations and pricing strategy to grow a new consulting line from 0 to 30% market share while achieving 100% client retention
- Directed \$30M marketing campaign from strategy to execution, overseeing all implementations and optimizing cross-functional workflows to drive 150% revenue growth for clients
- Oversaw business P&L and scaled operational strategies, increasing profit by 35% and reducing costs by 30% via strategic labor outsourcing during expansion
- Won China Brand Marketing Award for Nestle Mother's Day campaign, leveraging consumer insights to reach 100M users and drive 200% sales growth with an innovative product bundle

Data and Marketing Manager, Full Landscape Retail Business Unit (2020 - 2022)

- Built and led a cross-functional team of 7 to launch a new strategic service line, securing Fortune 500 accounts (Mars, Nestle) and delivering \$2M in incremental revenue
- Directed 15 full-cycle marketing projects across 4 functions, exceeding client brand exposure KPIs by 20% and revenue targets by 50% through introducing creative solutions based on sales data analysis

YUKIHO TECHNOLOGY CO., LTD, Hangzhou, China 2019 - 2020

Co-Founder & CMO

- Developed market entry strategy through competitive analysis and channel prioritization, achieving #1 sales ranking as a new supplier on China's largest eCommerce platform
- Built customer acquisition and retention strategy for an online bakery business, implementing a loyalty program to acquire 1,000+ customers in 6 months and exceed growth targets by 20%
- Revitalized legacy cereal brand by launching eCommerce and pivoting marketing to Gen Z, achieving 300% growth in 6 months

PEPSI (CHINA) INVESTMENT CO., LTD, SHANGHAI, China 2018 - 2019

Specialist, E-Commerce Trade Marketing

- Promoted one year ahead of schedule for exceeding sales target by 128% and raising profitability 25% through product portfolio optimization using consumer behavior research and sales data analysis
- Streamlined operations across 4 departments and 7 partners, delivering 8 product launches with 40% efficiency gains

ADDITIONAL

- Volunteer: Project leader in ShanghaiPRIDE for 6 years, coordinating among 20+ LGBTQ NGOs during Pride month
- Interest: Reading (philosophy, psychology), Movies (1,100+ films, 8 film festivals), Hiking, Dancing (ballet, latin, contemporary)

MONIQUE MEDINA

ensemble@umich.edu • (203)-957-2026 • [linkedin.com/in/monique-fae](https://www.linkedin.com/in/monique-fae)

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2028 • Awarded: Dean's Fellowship, ROMBA LGBTQ+ Fellowship, Full-tuition Merit Scholarship • Emphases: Artificial Intelligence, Strategy • Member: Consulting Club, Southeast Asia Business Association UNIVERSITY OF NORTH CAROLINA Bachelor of Arts, Media & Journalism - Public Relations, May 2019	Ann Arbor, MI Chapel Hill, NC
EXPERIENCE 2026	DILLO INTERACTIVE Marketing Director • Led 8 ad go-to-market pitches to financial industry executives, landing 70% of contracts • Built AI-powered reporting workflow to automate performance analysis and generate client recommendations, cutting report turnaround by 66% while advising 3 executive leadership teams across 10 client reports • Optimized ad targeting for B2B financial technology clients by refining audience segmentation and campaign structure, growing lead generation by 5% within one month	Newport, KY
2022-2026	AKUPARA GAMES Senior Social Media Manager, 2025-2026 • Advised 10+ external client developers on content strategy across pre and post-launch cycles, leading to 6 client contract renewals and \$400,000 in recurring revenue • Executed a cross-channel ad campaign identifying 17 niche communities and achieving 3.7% conversion rate and 0.70% click-through rate, 3.5x industry average Social Media Manager, 2022-2025 • Coordinated 10 influencers at an on-site gaming convention to create live content creation, increasing social impressions by 376% • Directed launch-week social strategy for Rain World: The Watcher, increasing engagement rate by 80%, generating 356K+ social impressions and 4.6K storefront pageviews • Conducted competitive A/B advertising test for Everafter Falls, synthesizing campaign data and optimizing delivery strategy to reduce cost per storefront view by 70%	Newport, KY
2021-2022	HITCENTS Community Manager • Coordinated and hosted 50+ developers across 4+ time zones in 10 live interviews over 4 days, ensuring smooth event execution and partner experience • Curated 100 video games from 300+ submissions for The Big Adventure Event, a virtual Steam showcase that generated 1.1 million impressions and 729K views	Raleigh, NC
2020	CARDINAL DIGITAL MARKETING Senior Paid Marketing Account Manager • Managed ad campaigns totaling \$250K+ in monthly spend across 15 e-commerce, education, healthcare, and construction clients • Built location-tailored paid social campaigns for national dental services client, creating 40 audience segments and 300 localized ads to improve market-level relevance	Charlotte, NC
2019-2020	NEW ENGEN Associate, Media Services • Secured and implemented external advertising funding from Meta for 2 new e-commerce clients, expanding client testing capacity and paid media investment by \$20K • Led media strategy for 12 external clients managing \$200K in combined monthly ad spend • Secured first Pinterest Ads e-commerce clients, integrating ad campaigns with organic content, resulting in \$2.50 return per dollar spent	Charlotte, NC
ADDITIONAL	• Grew my own "FaeMidway" digital content brand to 20K+ followers across platforms; recorded a cover song at home that boasts over 700K Spotify streams • Led the national Governance and Risk Management team of Kappa Phi Lambda Sorority, Inc. in developing a code of conduct and mentoring sisters across 20+ undergraduate chapters • Vibe coding aficionado, once developed a cat dating simulation video game in 4 days, ranking #115 out of 9,000 entries for Best Narrative in the GMTK Game Jam	

ISHANYA ANTHAPUR

(408) 824-8023 | ishanya.anthapur@yale.edu | [linkedin.com/in/ishanya-anthapur-a7405a122](https://www.linkedin.com/in/ishanya-anthapur-a7405a122)

EDUCATION

YALE SCHOOL OF MANAGEMENT

New Haven, CT

Master of Business Administration (MBA)

2028

- GRE: 332 (95th percentile)
- Clubs: Retail Club, Yale Ventures, AI Association

PRINCETON UNIVERSITY

Princeton, NJ

Bachelor of Arts, Ecology & Evolutionary Biology

2020

- Sigma Xi Scientific Research Honors; Rockefeller Residential College Advisor; A Cappella Club Social Chair
- Summer Fellow, International Network of Engaged Buddhism (Bangkok, 2018): secured \$20K in grant funding; managed logistics for 100+ person international stakeholder summit; built Tableau dashboard to track funding KPIs

PROFESSIONAL EXPERIENCE

ZEMPLEE INC.

Los Gatos, CA

Product Manager

2023 - 2026

- Owned Alexa caregiver integration end-to-end; conducted customer discovery interviews to surface customer insights; partnered cross-functionally with engineering through requirements, sprint planning, QA, and launch; achieved 80% customer adoption
- Translated Alexa proof-of-concept into \$1.1M in P&L impact; developed go-to-market narrative, competitive positioning, and sales collateral deployed in CEO-led enterprise sales
- Applied emerging technologies to build the business case for scalable AI chatbot integration; defined market rationale, use-case mapping, and implementation roadmap; authored LLM evaluation specs covering accuracy, tone, and safety
- Migrated legacy PHP monolith to scalable React architecture; evaluated tradeoffs and defined scope cross-functionally with engineering; cut page load times from 7s to under 2s

Associate Product Manager

2021 - 2023

- Built QA infrastructure from scratch; authored smoke tests, regression suites, and structured release cadences; reduced post-release error incidence from 21% to 4% through data-driven iteration
- Led full UX review of the Alerts workflow; facilitated observed customer sessions, deployed surveys, and synthesized research insights into a redesign; lifted caregiver click rate by 55%
- Stepped in as CEO substitute at Fuel Accelerator, a retail industry program (Bentonville, AR); built and delivered a pitch from scratch to investors; secured 2 customer leads and 2 supplier/distributor partnerships

COMMUNITY DAY CHARTER PUBLIC SCHOOL

Lawrence, MA

Teaching Fellow

2020 - 2021

- Developed and delivered full virtual curriculum for 120+ 5th and 6th grade students during COVID-19 school closures; achieved 100% student grade promotion rate across the cohort
- Designed differentiated enrichment modules for high-performing students; 5 of 45 direct cohort members secured competitive private school scholarships

ADDITIONAL INFORMATION

- **Skills/Certifications:** Certified AI Product Manager (JustAnotherPM, 2026); Certified Product Manager (AIPMM, 2022); Google Data Analytics Certificates (2022); Agile, Excel (Advanced), SQL, Tableau, Jira/Confluence, Hubspot, Figma; Hindi (Fluent), French (Conversational)
- **Technical Projects:** Founded and built "Healr," a voice-AI therapeutic chatbot via Claude/Supabase; engineered LLM-as-a-judge evaluations achieving a 92% pass rate (2026)
- **Interests:** Rock band lead singer, songwriter, musical theater, adventure sports, cat owner

Briannah Yvrose Isaac

Briannahyvrose@gmail.com • [LinkedIn](#) • [Portfolio](#)

Senior writer and editor with 7+ years of experience developing, editing, and publishing customer-facing content across digital, product marketing, technical documentation, email, web, social, events, and multimedia. Experienced translating complex product, business, research, and technical concepts into clear, accessible content for global audiences. Skilled in editorial strategy, copy editing, UX-oriented writing, brand voice, style guides, stakeholder management, and cross-functional review cycles. Partner with creative, design, product marketing, research, SEO, business, and leadership teams to shape content from brief through publication. Fluent in using AI tools to generate, refine, fact-check, and scale editorial workflows.

PROFESSIONAL EXPERIENCE

Lead Copywriter — Morningstar · Chicago, IL Jul 2023 – Present

- Lead copy strategy and creative execution across email, paid social, paid search, landing pages, web experiences, SEO, and event marketing for a global B2B audience.
- Develop campaign concepts and messaging from brief through delivery, independently translating product marketing, research, sales, and event objectives into audience-first copy.
- Edit and publish daily digital content across the web, including landing pages, articles, B2B pages, product pages, email, FAQs, social media, and scripts, ensuring accuracy, clarity, consistency, and adherence to brand and editorial standards.
- Present creative concepts, copy strategy, and campaign rationale to marketing, sales, and leadership stakeholders, incorporating feedback through multiple rounds of review.
- Manage a concurrent, multi-channel content pipeline across email, social, paid media, landing pages, web, editorial, and executive communications while meeting tight, overlapping deadlines.
- Independently spearhead a three-level content taxonomy to improve SEO and discoverability across a large B2B ecosystem.
- Create integrated product and event launch campaigns, developing value propositions, CTAs, promotional messaging, and supporting content for Morningstar's products and global Investment Conference portfolio.
- Oversee website and campaign copy for multiple global product launches and led an organization-wide copy audit, protecting brand consistency across every digital marketing surface.
- Direct cross-functional creative development, partnering with designers, brand strategists, product marketers, researchers, social, SEO, and event teams.
- Fluent with AI as a creative tool, and excited about building it into workflows to sharpen ideas and meet company objectives.

Selected Achievements

- Own messaging for Morningstar Investment Conference campaigns across multiple global regions, including the US, India, and South Africa.
- Direct website and campaign copy for multiple global product launches and advisor-focused solutions.
- Doubled LinkedIn engagement for Morningstar Investment Conference campaigns through audience-first messaging and content optimization.
- Lead organization-wide copy audit supporting Family Brand removal across digital marketing assets.

Technical Writer — Union College · Schenectady, NY Jul 2021 – Jul 2023

- Wrote and edited audience-first communications and documentation, translating complex technical information into clear, compelling, and consistent on-brand narratives.
- Tracked digital communication performance and applied audience feedback to iterate on messaging, increasing engagement by 25%.

Multimedia Writer — North Country Public Radio · Canton, NY Feb 2018 – Apr 2021

- Produced audience-centered editorial content across web, radio, podcasts, and print, translating complex topics into engaging, accessible narratives while collaborating closely with producers.
- Balanced multiple concurrent deadlines while maintaining editorial quality and creative conviction in a fast-paced newsroom.

EDUCATION

Master of Business Administration (MBA) — The Johns Hopkins University, Carey Business School · *Expected Mar 2028*

Master of Arts, Design Leadership and Communication (MA) — Maryland Institute College of Art · *Expected Apr 2027*

B.S. Digital Communication and Media, Summa Cum Laude — SUNY Canton · Minor: Marketing Communication Management

SKILLS + TOOLS

Content & Editorial: brand storytelling, narrative development, narrative coherence, customer and expert stories, content strategy, editorial strategy, thought leadership, subject-matter/customer interviews, creative concepting and ideation, long-form storytelling, campaign headlines, social copy, short-form storytelling, experiential and event copy, data-driven content development, research synthesis, journalism, copy editing, proofreading, content pipeline management, new format development, AP and Chicago Style.

Marketing & Creative: brand partnerships, sponsorship marketing, co-branded campaigns, integrated brand campaigns, creative briefs, brand voice and style guidelines, campaign messaging, event and experiential marketing, digital and social advertising, B2B marketing, SEO, A/B testing, Google Analytics, trend analysis, product marketing.

Collaboration: cross-functional creative collaboration, partnering with creative directors and designers, stakeholder management, feedback incorporation, presentation development, change communications, media relations, project management, deadline and workstream management.

Software: Artificial intelligence (AI) fluency, Adobe Experience Manager (AEM), Adobe Creative Cloud, Adobe InDesign, Canva, Figma, Sketch, Salesforce, Google Analytics, Sprinklr, Airtable, Asana, Jira, Trello, Workfront, Microsoft 365, Google Workspace, Apple Keynote.

ESHA SHAH

esha.shah@duke.edu • (239) 728-4806 • Durham, NC

EDUCATION

DUKE UNIVERSITY, The Fuqua School of Business

Durham, NC

Master of Business Administration

2028

Awarded merit-based Forté and ROMBA fellowships; member of FuquaPride and Tech Club

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Chapel Hill, NC

Bachelor of Science, Information Science

2020

3.8 GPA; graduated with highest distinction; Statistics and Analytics minor; senior photojournalist for The Daily Tar Heel

PROFESSIONAL EXPERIENCE

EY

Charlotte, NC

Senior Consultant, AI & Data

2023 – 2026

- Led current- and future-state assessments of master data processes for \$20M+ global transformation at \$5B+ life sciences organization, redesigning governance, workflows, and data models across its 2 largest markets.
- Led 10+ client discovery workshops as domain lead within 150+ person global ERP program, translating stakeholder pain points into 100+ requirements and aligning future-state solution design across 7+ business functions.
- Analyzed 5M+ asset records across \$20M+ portfolio for F150 energy company using SQL and Power BI; identified root causes of reconciliation failures, uncovering \$2M+ discrepancies and correcting ledgers with Accounting.
- Built business case to modernize federal agency's mission-critical aviation safety data supporting 10+ teams and authoritative public metrics; evaluated downstream dependencies, long-term technology risks, and operational changes to secure executive approval.
- Redesigned compliance-mandated data validation process through automation, reducing review time by ~90% from 8+ hours to 30 minutes while maintaining full-cell verification requirements.
- Drove 4 system enhancements from design through UAT, assessing cross-functional impacts and executing 20+ test cases; prevented disruption to T&E payments for 10K+ employees and navigated stakeholder resistance to secure \$200K scope expansion.
- Partnered with a federal agency's CDO to resolve architecture and governance constraints across 5+ siloed datasets critical to national airspace safety; enabled self-service access, reducing data acquisition time by 80%+ and increasing refresh frequency from monthly to daily.
- Managed project economics across client engagements, tracking costs against budget and adjusting staffing to protect margins; contributed to proposals and SOWs for engagements totaling \$15M+.

Staff Consultant, AI & Data

2021 – 2023

- Managed project delivery of 30-person team integrating 10+ data systems for state public health department to support COVID-19 vaccine equity reporting; earned recognition from CDC and Bloomberg for a data-driven approach.
- Redesigned financial forecasting processes requiring up to 5 resources and 2 months by evaluating data, infrastructure, and automation opportunities; recommended selective ML adoption with potential to reduce cycles to ~2 weeks and 1–2 resources.

ADDITIONAL INFORMATION

Charlotte Pride | LGBTQ+ Nonprofit

Charlotte, NC

Vendor Coordinator

2021 – 2026

- Led six-person team managing 200+ vendors for annual Charlotte Pride Festival & Parade (270K+ attendees; \$15M economic impact); named inaugural Volunteer of the Year.
- Persuaded Board of Directors to invest in event management platform, digitizing vendor placement and check-in processes to reduce processing time by 50%; established workflows still used today.
- Navigated festival relaunch following COVID-19 and first venue change in 20 years, partnering cross-functionally with Logistics to redesign vendor operations while accommodating 50K+ increase in attendance.

Key Skills: Cross-functional leadership, strategic analysis, process improvement, business case development, financial analysis, operational transformation, stakeholder management, change management, executive communication, data-driven decision-making

Data & Analytics: Excel (Power Query, PivotTables), SQL, Power BI/DAX, Tableau, Python, SAP MDG and S/4HANA

Cloud & AI: AWS, Databricks, generative AI/LLMs; Azure Fundamentals (AZ-900) and AI Fundamentals (AI-900) certified

Interests: Scuba diving (Open Water Certified), photography, adventure sports (cliff diving, wind surfing, snowmobiling)

SHYIM ROBINSON

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EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2028 • Fellowships & Awards: Consortium MLT ROMBA Forté Ross Health Innovation Scholar • Clubs: Consulting Marketing Health & Life Sciences Tech Black Business Students Association Michigan Business Women Out for Business Ross Admissions Ambassador	Ann Arbor, MI
	FLORIDA GULF COAST UNIVERSITY Business Bachelor of Science, May 2013	Fort Myers, FL
EXPERIENCE	EMPLOYEE OPTIONAL INSURANCE SERVICE COMPANY Senior Strategy & Transformation Consultant, 2023-2026 • Advised C-suite executives across 350+ healthcare providers, employers, and payers on operating model, workforce, and affordability strategy; built forecasting and capacity models that improved planning accuracy 9% and contributed to 34% revenue growth • Spearheaded enterprise transformation and change initiatives across a 200+ consultant workforce, reducing turnover 45%, improving productivity and service delivery, and driving 23% revenue growth	Santa Ana, CA
	Transformation Consultant, 2021-2023 • Led enterprise transformation initiatives generating \$18M+ through retention, operational improvement, and client growth strategies; redesigned workflows and scalable service models to improve operational efficiency 21% and reduce service complaints 52% • Partnered cross-functionally to diagnose performance challenges, develop strategic recommendations, and drive implementation across a 206-consultant organization, increasing upsell revenue 23% while sustaining 92% client retention	Santa Ana, CA
	Client Benefits Strategy Consultant, 2020-2021 • Managed an employer portfolio achieving 96% retention and 40% referral growth by solving workforce, benefits, and healthcare access challenges across multi-state markets • Designed governance and escalation frameworks that reduced issue-resolution time 30% and achieved 97% client satisfaction while deepening payer-side expertise in healthcare financing, benefits design, and access strategy	Chicago, IL
	AON Benefits Integration Specialist • Orchestrated post-merger healthcare benefits integration for 86,000 employees across six markets, coordinating cross-functional stakeholders to drive operational readiness and benefits adoption • Redesigned employee engagement and communications strategy, increasing satisfaction scores from 3.5 to 4.6 through targeted stakeholder engagement and change management	Chicago, IL
	EMPLOYMENT CONTRACTOR SERVICES, INC. HR & Benefits Manager • Reduced healthcare costs by \$2M+ through benefits-plan redesign and vendor negotiations while expanding employee access to care and strengthening compliance and service delivery • Directed HR and benefits operations for 250+ client companies and 7,000+ employees, leading a six-person team and \$50M+ portfolio while sustaining 95%+ client retention	Marco Island, FL
2013-2015	ARTHREX, INC. Recruiting & Clinical Research Operations Coordinator • Championed implementation of Veeva eTMF anchoring clinical research operations, elevating regulatory compliance by 30%, accelerating workflow efficiency by 20%, and strengthening cross-functional collaboration across clinical teams • Drove human capital strategy for medical device clinical trials by aligning recruiting and research stakeholders and leveraging workforce analytics to achieve 85% engagement and strengthen retention, expediting timely trial execution and commercialization readiness	Naples, FL
	ADDITIONAL • Founded and scaled rural nonprofit serving 275+ participants; designed GED, entrepreneurship, and financial readiness programs via school and employer partnerships • Hobbies include: Holistic health (tea, mindfulness, Pilates), beauty/fashion YouTube, and discovering top-tier baked goods in every area code	

GABRIEL MATA

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EDUCATION

NORTHEASTERN UNIVERSITY, D'AMORE-MCKIM SCHOOL OF BUSINESS Boston, MA
Master of Business Administration (MBA), Candidate • Expected May, 2028 • ROMBA Fellow

NORTHEASTERN UNIVERSITY, COLLEGE OF PROFESSIONAL STUDIES Boston, MA
Bachelor of Science in Digital Communications and Media; GPA: 3.85/4.0 • *summa cum laude* • Dean's List

PROFESSIONAL EXPERIENCE

MARVEL ENTERTAINMENT, THE WALT DISNEY COMPANY Remote
Graphic Designer | May 2024 – Jun. 2026 (*promoted from Digital Compositor*)
Digital Compositor | Feb. 2022 – May 2024

- Partnered with editorial, marketing, and licensing teams to concept and execute brand-forward visual systems and campaign assets across digital, social, print, and live platforms.
- Produced graphic design for 7,500+ covers across 100+ publishing titles, shaping franchise cohesion and audience engagement for titles including Spider-Gwen, Marvel Voices: PRIDE, Wolverine & Kitty Pryde, and Black Panther.
- Created specialty retailer variant and foil covers (3–20/month, valued at \$10K–\$40K per release), supporting awareness, engagement, and revenue lift across the direct market channel.
- Collaborated with global creative teams including Japan-based partners on cross-platform branding initiatives for Marvel Rivals, a title reported to reach 10M players in 72 hours and 40M+ players within three months.

PORTSMOUTH NAVAL SHIPYARD, U.S. DEPARTMENT OF DEFENSE Kittery, ME & Norfolk, VA
Writer-Editor, Congressional & Public Affairs | Jan. 2020 – Jun. 2021

- Wrote and art-directed 20+ strategic features for The Periscope (readership ~9,000), translating complex operational initiatives into accessible, human-centered storytelling.
- Produced executive-facing materials articulating \$1M+ in annual operational savings, supporting leadership and organizational change.
- Authored and designed feature coverage of the \$18.5M Consolidated Global Warehouse launch, documenting modernization efforts that increased submarine servicing capacity and reduced maintenance downtime by 15%.
- Earned a Special Act or Service Award for branding and visual communications that translated Shipyard leadership strategy into a unified identity supporting culture and safety across an 8,000+ person workforce.

Structural Welder, Nuclear Submarine Repair | Sep. 2018 – Jan 2020 (*promoted to Writer-Editor*)

- Selected for a 7-month high-priority repair deployment based on technical performance, reliability under pressure, and ability to complete complex welds in constrained industrial conditions.
- Earned NAVSEA welding certifications and four On-the-Spot Awards for technical performance in a zero-defect environment.
- Held U.S. Secret Security Clearance.

CREATIVE CONCEPTS INC. York, ME | Jan. 2016 – Dec. 2018
Graphic Designer

- Designed integrated brand and event marketing assets for large-scale technology companies (IBM, Salesforce, Dell EMC), spanning digital, print, and environmental formats.
- Built scalable visual identity systems deployed across signage, stage graphics, wayfinding, and experiential environments.
- Managed multiple concurrent projects and fast-moving timelines while maintaining visual consistency and quality.

SELECTED FREELANCE EXPERIENCE

SELF-EMPLOYED Remote
Art Direction & Creative Strategy | Sep. 2015 – Present

- Created prompt-engineering frameworks for Blue Willow AI, improving output quality, refining composition and style controls, and reducing user drop-off, supporting product adoption through Reinforcement Learning from Human Feedback.
- Designed multilingual bookplate assets, at Charlotte and William Bloomberg Medford Public Library, helping to expand book access in 5 languages for a minority-majority community; supported inclusive literacy for 220,000+ annual patrons.

Elad Gross

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

Master of Business Administration (MBA)

May 2028

- GMAT Focus Edition: 735
- Honors: Full Merit Based Scholarship to attend Scheller College of Business

REICHMAN UNIVERSITY

Herzliya, Israel

Bachelor of Arts, Accounting and Business Administration

Nov. 2024

- Honors: Cum Laude, Dean's List for two consecutive years (2021/2022, 2022/2023)
- Leadership: Won 1st place in two competitions – 'Entrepreneurship for Accountants', and 'Tech Games'

EXPERIENCE

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, GA

Research Assistant / Finance Department

Aug. 2026-Present

KPMG

Tel Aviv, Israel

Deal Advisory Associate / Financial Consulting

Mar. 2025-Jul. 2026

- Executed buy-side M&A financial and commercial due diligence across multiple industries, assessing target performance, identifying trends, quantifying key deal risks and synergies, and informing client valuation and negotiation strategies.
- Performed financial due diligence for Israel's fastest growing retail company's \$25M acquisition, gathering and analyzing financial and operating data and interviewing target-company representatives to identify risks, EBIDTA adjustments, and negotiation opportunities that contributed to a \$1.5M+ reduction in purchase price.
- Led a team project through a \$20M+ investment in a major partner in Israel's largest gas field, synthesizing financial, business, commercial and macroeconomic analysis to assess investment risk and inform the investment decision.

PHANTOM.ME (Software startup, developing a privacy app with LGBTQ+ focus)

Tel Aviv, Israel

Data Analyst / Tech Start-up

Jan. 2018-Jan. 2019

- Leveraged consumer behavior data to optimize performance and drive change – formulated and tested hypotheses, mined and analyzed data, derived actionable conclusions and implemented improvements.
- Increased customer retention by over 20% by identifying and resolving software bugs, optimizing app performance, and executing data-driven feature enhancements.

Military Service

Intelligence Analyst (Started as Private, promoted to Staff Sergeant) / Intelligence Corps

Dec. 2014-Dec. 2017

- Conducted intelligence research, analyzing data gathered from a range of sources through use of advanced technological tools and wrote elaborate reports – presenting them to high-ranking officers. Worked together with soldiers and security agents on establishment of department responsible for new research field.
- Co-established a new department; developed and applied methodologies for work, guaranteeing clarity of workflows and effective performance. The department grew from 3 people to 15 over the course of 10 months.
- Served as a member of a 4-person team awarded outstanding service citation by major general commanding the Intelligence Directorate in recognition of successful execution of vital classified project.

ADDITIONAL INFORMATION

Skills: Financial Modeling & Valuations, Data Analytics, Market Analysis, Advanced Excel, PowerPoint.

Languages: Hebrew – native, English – fluent

Activities Initiated, organized, and helped manage LGBTQ+ social events, at which individuals could meet in a safe environment and participate in activities. In total, over 150 individuals took part in these events (2019-2021). Investing in the stock market – specifically in early-stage biopharma companies, helping friends and family, resulting in an accumulative profit of more than \$1M.

Volunteer: Following the October 7th attack in Israel, volunteered with children affected by the war, supported wounded civilians and soldiers by visiting hospitals and bringing food and social activities (2023-2026).

Interests: Reading about the rise and fall of economic and military powers, escape-rooms, riddles and working out.

Benny T. Beutjer

Canton, GA | (770) 289-8622 | benjaminbeutjer@gmail.com | [linkedin.com/in/bennybeutjer/](https://www.linkedin.com/in/bennybeutjer/) | US Citizen

MBA Candidate | Generalist Consulting Candidate

MBA candidate, award-winning public speaker, and client strategy professional with experience managing a \$5M portfolio, diagnosing customer and operational challenges, redesigning business processes, and leading cross-functional initiatives. Leveraged data-informed strategies to improve performance across diverse stakeholder groups and delivered measurable improvements in retention, customer engagement, onboarding efficiency, and commercial growth.

EDUCATION

Indiana University, Kelley School of Business — Bloomington, IN

Master of Business Administration Candidate, May 2028

ROMBA Fellow | Marketing Concentration

PRIDE President-Elect | ROMBA Case Competition | Global Case Competitor

Florida State University — Tallahassee, FL

Bachelor of Arts, Creative Writing

PROFESSIONAL EXPERIENCE

Emerald Expo - Alpharetta, GA

2025 – Present

Customer Success Manager

- ❖ Develop data-informed account strategies for a \$5M ARR portfolio spanning 250+ digital-advertising clients and 14 brands, sustaining 98% monthly revenue retention while identifying adoption and expansion opportunities.
- ❖ Founded and led a 30+ member LGBTQ+ ERG, partnering with C-suite leaders to develop educational programming and deliver monthly presentations to 800+ employees; strengthened employee engagement and supported the launch of two additional ERGs.
- ❖ Diagnosed gaps in campaign-review and customer-communication processes and redesigned CRM workflows and service standards, reducing response time to 24 hours and increasing customer engagement from 45% to 65%.
- ❖ Translate client business objectives into digital campaign and product strategies, aligning Sales, Digital Media Services, and client stakeholders to manage concurrent deliverables and resolve execution risks.
- ❖ Standardized onboarding across customer segments by developing scalable playbooks, communication templates, and market-insight materials, reducing onboarding time by 75%, from four weeks to one, and contributing to a 10% improvement in revenue retention.

Agency Revolution - Remote

2022 – 2025

Client Success Manager

- ❖ Managed a \$130K ARR portfolio of 60+ small-business clients with annual revenues ranging from \$250K to \$5M, advising on email marketing, website optimization, and competitive positioning; doubled customer engagement from 30% to 60%, improved retention by 10%, and increased positive Google reviews by 35%.
 - ❖ Identified product-education gaps across the customer base and launched biweekly instructional sessions, increasing platform adoption by 20%, reducing repetitive support requests, and cutting onboarding time by 50%, from two weeks to one.
-

ADDITIONAL EXPERIENCE

Gwinnett County Public Schools & Pasco County Schools | English Teacher | 2019 - 2022

Target Print & Mail | Customer Support Specialist | 2018 - 2019

Lively Technical College | Culinary Arts Instructor and Program Coordinator | 2016 - 2018

MIRANDA WOOD

mirandawoodedu@outlook.com | (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

Board Treasurer, Sick Futures Collective

Board Member, Thank You Life

Team Lead, Sustainability Consulting, DLA Piper

MICHIGAN STATE UNIVERSITY, James Madison College, East Lansing, MI

May 2017

Bachelor of Arts in Social Relations and Policy

EXPERIENCE

J.P. MORGAN GLOBAL PRIVATE BANK, Houston, TX

2026 - 2026

Summer Associate

- Surfaced white-space business development opportunity in maritime vertical; developed market-sizing, prospecting, and client-value strategy and presented growth strategy to 100+ bankers, prompting leadership to pursue the vertical
- Conducted forensic SEC research across 120 companies and ~800 executives to reconstruct beneficial ownership, board composition, executive roles; mapped existing Investment Bank, Commercial Bank, and Private Bank relationships
- Overhauled restricted-stock workflow for corporate-executive clients, translating SEC regulations and inquiries into decision tree enabling 90% independent resolution; automated research cut SEC review 70% and trained 14 bankers
- Reviewed 60 trust, estate, and prenuptial documents across two UHNW relationships with Trust & Estates counsel; translated complex provisions into visual decision maps and identified an overlooked beneficiary contingency

WE CONNECT THE DOTS, Chicago, IL

2025 - 2025

National nonprofit delivering STEM and workforce development programming to underserved youth and adult learners

Development & Strategy Consultant

- Identified underperforming revenue sources and presented findings to CEO; launched diversification strategy generating \$70K+ in Q1 and modeled new channels to reach 24% of organizational revenue
- Designed organization's first impact-measurement framework by benchmarking leading workforce nonprofits and integrating program-level data, quantifying 2.85x participant ROI and strengthening funder retention
- Managed \$3M+ portfolio by coordinating external partners and internal teams against KPIs, establishing performance-reporting processes to monitor outcomes, surface risks, and support renewal decisions
- Synthesized market trends and internal program data into reusable proposal and decision-support toolkit, reducing development time 75% and creating scalable system for evaluating and pursuing growth opportunities

EQUALITY TEXAS, Houston, TX

2022 - 2024

Statewide organization delivering legislative strategy, stakeholder management, and large-scale program execution

Strategic Partnerships & Advocacy Manager

- Directed regional organizational turnaround by assessing stakeholder sentiment and rebuilding external partnerships, restoring operations in key market and securing grant renewal representing ~20% of organizational budget
- Devised voter-engagement strategy using demographic segmentation and turnout projections to prioritize resources; mobilized 10,000+ constituents and achieved 80% win rate across priority campaigns
- Coordinated large-scale advocacy initiatives across partner organizations, translating rapidly changing external conditions into targeted outreach that contributed to favorable outcomes on 95% of priority legislation
- Influenced pivotal school-board decision through stakeholder mapping, coalition building, and targeted relationship management; secured swing vote preventing passage of high-risk policy initiative

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
- Technical & Productivity Tools: Advanced Excel, Asana, EveryAction, Airtable, ChatGPT, Perplexity, Claude
- Skills: Strategic Analysis, Financial Analysis, Market Research, Competitive Intelligence, Executive Communication, Stakeholder Management, Project Management, Process Optimization

JOHNATHON CHERRY

jfcherry@umich.edu • 972.571.5096 • [linkedin.com/in/johnathon-cherry](https://www.linkedin.com/in/johnathon-cherry)

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Master of Business Administration, May 2028 - Selected as Dean's Fellow (Full Tuition Merit Scholarship) and ROMBA fellow - Concentration: Applied AI - Activities: MBSA (Student Association) Class Rep; Bus Crew (Tailgating Operations for MBAs) COLUMBIA UNIVERSITY - COLUMBIA COLLEGE Bachelor of Arts, May 2019 - Leadership: Campus Tour Guide; LGBTQ Mentor; Orientation Leader; Senior Fund - Research Assistant under David Serrano, PhD; analyzed impact of economic subsidies in Peru on patent filings by supporting data scraping and initial data cleanup in Stata - Study Abroad: Paris-Sorbonne (Paris-IV), Spring 2018	Ann Arbor, MI New York, NY
EXPERIENCE 2026	SKILLSOFT CORPORATION Sr. Mgr., Marketing Systems & Processes - Spearheaded a comprehensive audit of a \$2M marketing technology stack, eliminating redundant platforms to capture \$220K (11%) in annual cost savings - Architected AI outbound tech stack (Regie.AI, 6sense Conversational Email), reducing manual prospecting tasks for Sales by 20% to focus capacity on tier-one accounts - Standardized end-to-end GTM campaign creation following major org restructuring by outlining cross-functional SLAs and building Asana (project management software) intake automations, eliminating manual routing and reducing campaign launch lifecycle by ~30%	New York City, NY
2020-2026	YEXT Sr. Mgr., Marketing Operations & Insights, 2024-2026 - Redesigned Marketing pipeline goals and operating cadence around account-based funnel goals to support ABM motions, achieving 3x increase in Marketing qualified account-to-pipeline conversion rates compared to legacy lead-based models - Led testing strategy for new SMB free trial; optimized signup gates, onboarding forms, and cohort targeting to achieve first-ever paid conversion - Governed monthly cross-functional reviews with CMO direct reports to align business goals, establish a global KPI architecture, and scale global marketing experimentation Mgr., Marketing Operations & Insights (2023-2024), Assoc. Mgr. (2022-2023), 2022-2024 - Identified core forecasting errors in the legacy revenue model and advised executive leadership on methodology fixes to drive a \$200M+ pipeline goal redesign across GTM - Developed custom multi-touch attribution models in Tableau in collaboration with Business Intelligence, enabling precise quantification of marketing ROI and influence on total pipeline growth (>\$100M in pipeline annually) - Engineered the company's automated lead-scoring model using Marketo and Salesforce to route high-intent, ICP-aligned prospects to sales, driving a 10x YoY surge in qualified leads Upward Analyst (Rotational Leadership Development Program), 2020-2022 - Supported strategic coverage redesigns across three 6-month rotations in GTM Strategy, Marketing Ops, and Product Consulting, building ICP and TAL models to reduce sales book sizes by 25% to align focus on priority accounts	New York City, NY
2019-2020	MORGAN STANLEY Digital Strategy Compliance Analyst Led cross-functional workstream across Legal, Tech, and Business units to draft and implement CCPA policy for 16,000+ financial advisors, ensuring regulatory compliance	New York City, NY
ADDITIONAL	- Technical Skills: Tableau, Looker, HockeyStack, CRM/Salesforce, SQL, Excel - Leadership: Co-lead of EXPRESS (Yext's LGBTQ Employee Resource Group) - Interests: Big Apple Rec. Sports (Gay Men's Dodgeball League Member); long distance running (e.g. Brooklyn Half Marathon)	

JUAN PABLO LECOMPTE

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EDUCATION

YALE SCHOOL OF MANAGEMENT Master of Business Administration (MBA)

New Haven, CT
2028

- GRE 167Q 158V, ROMBA Fellow
- Clubs: FinTech, Social Impact, Latin American Business Association

UNIVERSIDAD DE LOS ANDES

Bogota, Colombia

Bachelor of Science, Major in Industrial Engineering, Minor in Business Law

2021

- T. A. three courses: Discrete Event Simulation, Probability & Statistics II, Systemic Thinking Organizations
- Member Industrial Engineering Student Council, National Case Competition finalist

PROFESSIONAL EXPERIENCE

MONITOR DELOITTE

Bogota, Colombia

Sr. Consultant

2023 – 2026

- Lead a revenue optimization project, identifying and implementing strategic and tactical initiatives with an estimated impact of USD 2M - 3M for a multinational bank in Colombia
- Formulated a strategic retail plan for a leading multinational bank operating across 8 Caribbean countries
- Designed the strategic concept for launch of an all-new credit card portfolio for a leading banking group in Colombia
- Execute different proposals for +10 companies in Colombia, Ecuador, Mexico, and Argentina, of which three projects have been confirmed, representing USD 1.5M for the firm
- Assessed Monitor Deloitte's value proposition and business case for its brand launch in Spanish-Latam
- Assembled Deloitte's tools and management processes for its new strategy practice in Latam, according to Monitor Deloitte's global guidelines, as one of its first team members
- Diagnosed opportunities to improve Days Payable Outstanding of a bottling company in Central America by 14 days
- Structured strategic plan for collections company in Ecuador, focusing on process automation trends and opportunities
- Researched and developed a strategic plan for the main acquirer bank in Ecuador, which required adapting to the new reality of the payment business, expanding to mass segment merchants

EY-PARTHENON

Bogota, Colombia

Associate

2022 – 2023

- Conducted market research, including benchmarks (+10 banks) and consumer surveys (3 surveys with +1,000 participants each) to gather information for the digital preferences of a Colombian bank's clients
- Designed high-level business cases for 5 digital initiatives within the transformation process of a Colombian bank, that would generate USD 1.7M in revenues or savings
- Shaped the value proposition and business case of a Colombian bank's digital wallet, including the selection process of an IT provider
- Benchmarked best practices in co-manufacturing and co-packing by peer companies of a global consumer goods company that wanted to outsource part of its operations in Latin America
- Assisted in the design and relationship creation for the firm's recruiting strategy and subsequent process in Bogotá and Medellín

MARSH RISK (Facultative Reinsurance Brokerage)

Bogota, Colombia

Power & Gas Executive

2021 – 2022

- Supported quotation & placement process of two contracts with premiums above USD 8M in the reinsurance markets
- Promoted from Sales & BI Analyst to Power & Gas Executive 4 months early for outstanding performance

ADDITIONAL INFORMATION

- Skills/Languages: Power BI, Claude, ChatGPT; English (Full professional proficiency), Spanish (Native proficiency)
- Volunteer of Fundacion Magnolia in Bogota: Contributed to the design and coordination of the foundation's projects, which have given emotional support to 22 ex-combatants and 63 victims of the Colombian conflict
- Interests: Running, Latin American history, art, architecture and politics

EDUCATION

W. P. Carey School of Business at Arizona State University August 2025 - May 2027
Master of Business Administration (MBA) in Artificial Intelligence in Business: 4.0 GPA
ROMBA Fellow, Peace Corps Coverdell Fellow, GSG Assembly Member

Walter Cronkite School of Journalism at Arizona State University August 2019 - July 2020
Master of Investigative & Multimedia Journalism: *summa cum laude*, 4.0 GPA

School of Communication at Emerson College August 2005 - December 2009
Bachelor of Broadcasting, Communication, & Journalism: *magna cum laude*, 3.8 GPA

PROFESSIONAL EXPERIENCE

Televerde Foundation, Phoenix, Arizona August 2025 - Present
Professional Development Facilitator

- Deliver engaging professional development instruction to incarcerated women through weekly virtual and in-person classes; collaborate with team members to enhance educational materials, ensuring high impact.

Aarhus University, University of Amsterdam, Denmark, the Netherlands September 2022 - August 2024
Media Fellow

- Built market and competitive analysis assessments on EU media/AI policy to inform product strategy and emerging business opportunities; produced multimedia content and conducted cross-border interviews.

Emerson College, Boston, Massachusetts August 2018 - December 2018
Journalism Professor

- Created first-ever journalism podcasting course from zero to launch, defining course vision, success metrics, and syllabus roadmap, integrating audience analytics and ethical guidelines as core requirements.

United States Peace Corps, Barranquilla, Colombia October 2011 - April 2013
Education Volunteer

- Conducted stakeholder discovery with professors and university partners, translating insights into modular ESL/media workshops, improving classroom outcomes and adoption; launched bilingual radio program.

FREELANCE/PROJECT EXPERIENCE (Periodically through January 2010 - July 2026)

MBA Research Project, Summer 2026

- Designed and produced a live interview series examining the intersection of artificial intelligence, content creation, and business, evaluating LLMs as real-time fact-checking tools to inform future research.
- Analyzed how AI is reshaping creator workflows, audience engagement, and digital business models.

Freelance: Australia, Colombia, Denmark, Germany, the Netherlands, South Korea, USA

Media Consultant, Private Clients and Projects

- Drove 70% audience growth by leading social media strategy overhauls through short-form video content (Twitter, Instagram, TikTok); improved client production expenditures by 90% through strategic evaluation and acquisition of low-cost production workflows, hardware, and software.

Producer & Reporter, CBS Radio, SiriusXM, the BBC, San Antonio Express-News, Public News Service

- Doubled weekly podcast production to 10+ episodes and increased listenership 80% in 6 months.
- Delivered live, high-quality breaking news coverage, ensuring factual accuracy and analytical judgment.

SKILLS & ACHIEVEMENTS

Tools & Technology: Python/R/Excel Data Analytics, Audio/Video editing, Microsoft 365, Adobe Cloud

Professional Involvement: Congress-Bundestag Youth Exchange for Young Professionals, AAJA

Volunteering: MBA Association, Seoul Foreign Residents Council, United States Peace Corps, AmeriCorps

Foreign Languages: Hongik Univ. Korean Level 2, Freie Univ. Berlin German A.2, Intermediate Spanish

Awards/Honors: ASU Student Gov. Member of the Year, Emerson College Student of the Year, Dean's List

LUKE O'CONNELL

New York, NY | 516-672-5805 | luke.oconnell@stern.nyu.edu | www.linkedin.com/in/ltoconnell

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2028

Specializations in Finance, Global Business, and Economics

- Reaching OUT LGBTQ MBA (ROMBA) Fellow
- Recipient, Directors Award (merit-based award)

THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE

London, UK

Master of Science in International Political Economy

May 2019

SCIENCES PO, PSIA

Paris, France

Master of Art in International Public Management

May 2019

BROWN UNIVERSITY

Providence, RI

Bachelor of Art in International Development and Slavic Studies

May 2017

EXPERIENCE

OFFICE OF CONGRESSWOMAN MARY GAY SCANLON

Chester, PA

Senior Advisor

2024 - 2026

- Resolved complex constituent cases with select federal agencies by coordinating with federal agencies, securing more than \$100M in savings through targeted advocacy and casework interventions
- Built and led partnerships with 34 government stakeholders across legislative and municipal offices to streamline constituent issue resolution and improve cross-jurisdiction communication
- Designed and executed constituent engagement strategy spanning more than 20 community events, strengthening relationships with thousands of residents and partner organizations
- Rebuilt lapsed relationships with key labor and religious leadership, neutralizing longstanding friction and establishing recurring monthly consultative meetings with principal to align lobbying priorities with public policy

Field Representative

2022 - 2024

- Cultivated relationships with municipal and legislative officials across counties new to district following redistricting, launching targeted outreach that generated hundreds of new constituent casework files
- Managed office contact list, integrating public and internal stakeholder contact lists number over 8,000 individuals create a simplified and searchable universal database for government team

SCANLON FOR CONGRESS (Pennsylvania's 5th Congressional District)

Swarthmore, PA

Campaign Manager

2022 - 2026

- Directed district-wide organizing efforts across overlapping swing state-level legislative seats, overseeing team of twenty campaign staffers, with hundreds of thousands of doors knocked and zero incumbent losses across two consecutive cycles
- Streamlined campaign expenditures and saved \$100,000 after joining team in middle of 2022 campaign season, by identifying and canceling low-impact future radio and television ad-buys, reducing total costs by \$200,000
- Renegotiated all consultant fees, saving \$3,000 per month in perpetuity and replacing underperforming workers, increasing productivity as measured by dollars raised per dollar spent
- Collaborated with existing campaign consultants to tap into new tranches of the political donor class through updated messaging, increasing fundraising to campaign cycle record of more than \$1.7 million

ATHENA GLOBAL ADVISORS (Professional services and project management organization)

Philadelphia, PA

Project Manager

2021 - 2022

- Drafted decks and memos for executive-level presentations between telecommunication firms, national governments, and multilateral international institutions engaged in public-private partnerships
- Synthesized internal policy research and analysis of trends in broadband industry for use in key private briefings for senior management at major telecommunications firm and subsidiaries across four overlapping projects
- Led firm's first organized internal internship and mentoring program, overseeing the recruitment of first batch of summer interns, the majority of whom were hired fulltime

ADDITIONAL INFORMATION

- Languages: French (Intermediate), German (Intermediate)
- Interests: LGBTQ Activism, volunteering with local Catholic parish, arthouse cinema, literary fiction, playing fetch with pet cat

KARTIKEY TRIPATHI

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EDUCATION

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

May 2027

Master of Business Administration (STEM)

- **Honors:** Dean's Merit Scholarship; ROMBA Fellow; GRE 331 (V:164, Q:167); Dean's List
- **Leadership:** President, Marshall Pride; VP of Community, Marshall South Asian Business Association
- **Consulting Project:** Advised a veterans' nonprofit through Marshall Strategy Group, delivering a digital media strategy restructuring content mix, cadence, and delivery pace that the client implemented

Tata Institute of Social Sciences – Mumbai, India

August 2021

Master of Arts, Media and Cultural Studies

- Honors: Winner, "Best Media Project" Award; Thesis: "Brands, Beards, and Middle-Class Masculinities"

Delhi Technological University – New Delhi, India

June 2019

Bachelor of Technology, Mechanical Engineering

EXPERIENCE

Riverside Interactive – Los Angeles, CA

June 2026 – August 2026

MBA Consulting Associate, GTM Strategy Team

- Evaluated five distribution platforms and built a three-phase launch plan to guide prerelease and pre-seed funding decisions for a browser-based game, culminating in its pilot testing on itch.io
- Conducted 8 stakeholder interviews and playtesting sessions with target baseball fans; recommended reducing the in-game simulation speed to improve player experience ahead of launch based on findings
- Designed a tiered creator-partnership and marketing-budget framework linking monthly-active-user targets to go/no-go investment criteria, adopted in the founder's pre-seed pitch

International Educational Exchange – New Delhi, India

March 2025 – July 2025

Digital Marketing Manager

- Revamped Instagram and Facebook presence for an admissions consultancy, achieving 20% growth in client inquiries from social media
- Expanded organic social presence across Instagram reels and posts, generating 20,000+ views, likes, and comments over four months

Athena Education – Gurgaon, India

November 2022 – October 2024

Associate Director – Writing (April 2024 – October 2024)

- Managed application strategy for 50+ college applicants; portfolio received 12 Ivy League/Oxbridge admissions and 80+ U.S. university offers
- Directed 20 writers across five teams and oversaw application content quality, maintaining consistent on-time delivery
- Developed and delivered a staff training curriculum standardizing deadline and quality-control processes team-wide

Manager – Writing (April 2023 – March 2024)

- Directed review of 300+ application essays for 20+ students with a client satisfaction score of 88% (vs. 71% average); portfolio received five Ivy League/Oxbridge admissions
- Standardized quality-control processes and team communication for four writers; cut two days from average turnaround time

Writing and Consulting Associate (November 2022 – March 2023)

- Mentored 10+ students across STEM, humanities, and arts disciplines, maintaining client profiles and CRM records
- Diagnosed positioning gaps and built data-informed personal brand strategies across a multi-client portfolio, supporting US college admissions

Oijo Media – New Delhi, India

August 2021 – March 2022

Junior Account Manager

- Analyzed competitors and audiences for 10+ media and arts startups, developing tailored brand strategies and growth roadmaps
- Produced 300+ video, podcast, and visual assets; contributed to 2M+ impressions across client channels
- Built and trained three-person intern team in graphic design, content analytics, and SEO; all three interns received return offers

SKILLS & INTERESTS

- **Technical:** Excel, PowerPoint, Adobe Photoshop, DaVinci Resolve, AutoCAD, Content Management Systems, Canva
- **Interests:** Creative Writing, Documentary Filmmaking, Medieval Indian History, Instagram Creator ([@vintage.desi](https://www.instagram.com/vintage.desi))

SUZANNE (SUZIE) MORRIS

DC Metro | suziemorris00@gmail.com | 571-499-1362 | <https://www.linkedin.com/in/suzie-morris/>

EXECUTIVE SUMMARY

Strategy and transformation leader with 15+ years of experience turning complex organizational challenges into executable strategies, scalable processes, and measurable business outcomes. Former founder and CEO with P&L ownership and experience leading cross-functional transformation, growth, process improvement, and enterprise initiatives across commercial, nonprofit, federal, and military environments.

EDUCATION

University of Virginia, Darden School of Business

Expected May 2027

Executive Master of Business Administration

Focus Areas: Growth Strategy, Data Analytics, Finance, Organizational Leadership, Business Operations

Forté Fellow | Reaching Out MBA (ROMBA) Fellow

University of Maryland Global Campus

May 2010

Bachelor of Science in Business Administration

CORE EXPERTISE

Strategy & Transformation | Data & AI-Enabled Decision Making | Process Improvement | Change Management | Strategic Program Management | Operational Strategy | Business Case Development | Stakeholder Alignment | Organizational Design | P&L & Financial Analysis | Cross-Functional Leadership

PROFESSIONAL EXPERIENCE

Northern Virginia Family Services

2024 – Present

Business Process Analyst

Lead cross-functional strategic initiatives and operational transformation for a \$44M nonprofit with 400 staff across 17 sites and 22 program areas, partnering with executive and functional leaders to diagnose complex problems, develop future-state strategies, align stakeholders, and drive execution.

- **Stabilized a complex post-merger technology integration for a \$1M nonprofit**, aligning fragmented internal teams and vendors, clarifying ownership and rebuilding stakeholder relationships to move a stalled Microsoft 365 migration from ambiguity to execution.
- **Transformed thrift retail operations** by diagnosing process and reporting gaps and leading POS modernization, workflow redesign, performance reporting, and staff adoption; reduced reporting lag 50%, supported 24.9% YoY revenue growth (\$756K to \$945K) in one year, and informed \$40K in capital reinvestment.
- **Redesigned a 22-program mobile operation supporting \$40M in funded programs**, using generative AI and line-level utilization analysis to identify process breakdowns, clarify ownership, and develop a future-state operating model; directed implementation, trained staff, and established sustainable management controls while eliminating 100+ inactive lines and generating \$60K in annualized savings.
- **Developed the investment strategy for a multi-phase campus infrastructure and security modernization**, building the business case, evaluating vendors and operational tradeoffs, and securing executive funding for \$250K+ in planned investment; lead cross-functional execution and coordinated additional \$20K in donated implementation services; now lead cross-functional execution.

Honest Soul Yoga | Practice Everywhere

2013 – 2023

Founder & Chief Executive Officer

Founded and scaled a multi-state wellness company from a single location to ~\$2M in annual revenue, six locations, and 100+ staff; led enterprise strategy, P&L, organizational growth, operations, and transformation through multiple stages of scale.

- **Built the operating model that enabled multi-site growth**, translating strategy into scalable processes, organizational structures, KPI and accountability frameworks, enterprise systems, and management routines that supported expansion across three states and 100+ employees.
- **Developed and executed growth and commercial** strategies using customer, operational, and financial data to guide pricing, membership models, staffing, capital allocation, and market expansion; built a retail business from <20 to 500+ SKUs and increased retail contribution from 3% to 18% of revenue within one year.
- **Led a major digital business transformation**, developing and launching a subscription fitness platform that scaled to 2,000+ paid members; defined the business model and operating strategy and led technology selection, vendor negotiation, cross-functional implementation, change management, and ongoing optimization.
- **Led market expansion from strategy through execution**, directing six new-location launches across three states and coordinating site planning, capital investment, vendors, technology, staffing, training, and operational readiness to translate growth strategy into fully functioning businesses.

CGI Federal

2006 – 2014

IT Project Manager

- Led cross-functional technical teams, vendors, and executive stakeholders in the planning and execution of large-scale infrastructure and network modernization initiatives for federal agency clients, managing procurement, compliance, competing priorities, and delivery to CIO- and VP-level stakeholders.

U.S. Air Force Reserves

2004 – 2012

Operations & Logistics

- Served in Operation Enduring Freedom at Bagram Air Base, Afghanistan, supporting mission-critical logistics and aerial port operations in a high-pressure environment.

RECOGNITION & LEADERSHIP

- [Featured Business, Google Economic Impact Report \(Virginia\)](#): Recognized by Google for leveraging data, customer insights, and digital strategy to drive business growth and operational expansion.
- [Cover Story, PenFed Foundation Annual Report](#): Recognized as the first female recipient of the Veteran Entrepreneur Investment Program for successfully scaling Honest Soul Yoga into a multi-location wellness company.
- [Winner, HER PITCH: Women in the Military Community](#): National business pitch competition recognizing innovation and entrepreneurial leadership.
- [Featured Guest, I Am CEO Podcast](#): Invited to discuss leadership, operational scaling, and business innovation within the boutique fitness industry.

Luna Wintergreen, MBA, MPH

Disability Research · Mixed Methods · Evidence Synthesis

linkedin.com/in/lunawintergreen · Metro Vancouver, BC (available for remote work in the US from Point Roberts, WA) · 707-867-9654 · luna@wintergreen.solutions · linktr.ee/LunasPortfolio

PROFESSIONAL SUMMARY

Pursued an MBA (Johns Hopkins Carey) and an MS in Information Design & Data Visualization (Northeastern) simultaneously, building a business toolkit spanning strategy, business development, stakeholder communication, and data visualization for decision-making. Brings this business and analytical lens to a research background in evidence synthesis and mixed-methods data collection, including a landmark accessibility review of the 22 largest U.S. hospital systems (now scaled to 250) at Johns Hopkins' Disability Health Research Center. Skilled at translating complex findings into clear business cases, proposals, and stakeholder-ready products.

CORE COMPETENCIES

Mixed-Methods Research Design · Disability Policy · Systematic & Scoping Reviews · Qualitative Coding & Thematic Analysis · Structured Interviews & Surveys · Evidence Synthesis & Knowledge Translation · Stakeholder Engagement & Technical Assistance · Data Visualization & Dissemination Products · Business Development

RESEARCH EXPERIENCE

Researcher · Johns Hopkins University, Disability Health Research Center · Remote *Sep 2023 – Present*

- Leading an ongoing mixed-methods accessibility review of 250 U.S. hospital systems, synthesizing policy documents, public-facing materials, and stakeholder input to produce concrete, evidence-based design guidelines, directly informing disability-inclusive infrastructure standards across major health systems.
- Conducted systematic literature reviews and thematic coding across published disability research to identify evidence gaps, ground study designs in current science, and support the development of dissemination products accessible to both professional and general-public audiences.
- Coordinated with healthcare professionals and institutional partners to align research findings with practitioner needs, translating evidence into actionable recommendations and ensuring findings held up to expert scrutiny before dissemination.

Senior Research Associate · Providence Health · Remote *Aug 2024 – Dec 2024*

- Designed and conducted mixed-methods research on multi-cancer early detection, including approximately 100 structured patient and provider interviews, applying both qualitative coding (Atlas.ti) and quantitative data management (Excel) to produce decision-ready insights.
- Led analysis and synthesis of interview data into concise briefings for clinical and administrative stakeholders, demonstrating strong knowledge-translation and stakeholder communication skills.
- Collaborated with interdisciplinary teams across clinical and research functions, managing task timelines and communicating findings to senior managers.

Research Associate · University of Maryland, Center for Engagement, Environmental Justice & Health · Remote *Oct 2022 – Feb 2023*

- Led analysis of climate change impacts on rural and disabled populations for a study published by the National Academy of Medicine, producing recommendations on climate justice and disability vulnerability that reached policymakers and practitioners nationwide.

- Deployed community-level environmental monitoring infrastructure in historically underserved neighborhoods, addressing a documented gap in existing data collection and expanding the evidence base available to improve outcomes.
- Supported the Climate Justice Fellows Program through stakeholder communication, milestone coordination, and dissemination activities, including presentations and written materials for non-specialist audiences.

SELECTED RESEARCH PROJECTS

US Hospital Accessibility Review · Johns Hopkins University, Disability Health Research Center 2023–Present

- Developed and scaled a rigorous desk-based review methodology across 250 U.S. hospitals, evaluating accessibility policy against defined standards (accessible parking, wheelchair entrances, restroom access); published interactive ArcGIS StoryMap communicating findings to general-public and institutional audiences.

Visceral Leishmaniasis Intervention Program · GWU, Neglected Tropical Diseases Spring 2022

- Designed a community health worker delivery system using tablet-based patient tracking and point-of-care diagnostics, with a proposed \$25M two-year budget and evidence-based outcome targets, demonstrating capacity for program design, cost modeling, and outcome evaluation.

Respirar para Mujeres: COPD Reduction Program · GWU MPH Program 2023

- Built a full program design with defined M&E framework (baseline, midpoint, and end-of-program evaluations), measurable mortality-reduction targets, and a 10%-of-budget evaluation allocation.

EDUCATION

MS, Information Design & Data Visualization · Northeastern University, Vancouver, BC 2025–Expected 2027

Master of Business Administration (MBA) · Johns Hopkins University (Carey), Baltimore, MD 2023–2026

Master of Public Health (MPH) · George Washington University, Washington, DC 2021–2023

BS, Anthropology · Oregon State University, Corvallis, OR 2018–2021

LEADERSHIP & ADDITIONAL EXPERIENCE

- President, JHU Pride Business Association (2024–2026): Led 10-person board; organized monthly programming featuring external panel speakers, advancing community and professional development goals.
- Director of Communications, GWU Disabled Student Collective (2022–2023): Expanded outreach and secured a cross-organizational food security partnership for disabled students, demonstrating stakeholder engagement and disability-community advocacy.
- Invited Speaker, ROMBA Conference Perspectives Talk (2024): Delivered a disability and housing insecurity narrative to a national audience of LGBTQIA+ MBA students and professionals.

SKILLS & CERTIFICATIONS

Research Methods: Systematic/scoping reviews, mixed-methods design, structured interviews, surveys, qualitative coding, program design, M&E frameworks, cost-benefit modeling, outcome evaluation

Tools & Software: Atlas.ti · ArcGIS Pro · Excel · Qualtrics · R (basic) · NVivo-compatible workflows

Certified Community Health Worker (2020) · ROMBA Fellow (2024)

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 | Forte Fellow | ROMBA Fellow | MLT Prep & PD Fellow

Leadership: FuquaPride, VP of Admissions | American Latinx Management Association, VP of Engagement

Duke's Center for Sexual & Gender Diversity, Graduate Student Programming Assistant | Admissions Fellow

UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

B.A. Public Health | Minor Public Policy

May 2017

EXPERIENCE

Cisco Systems, Inc.

Chicago, IL

Social Impact Investments Intern

2026 – 2026

- Built a convening framework by benchmarking 3 CSR portfolios, then applied it to design and execute the Education portfolio's first-ever Agentic AI Partner Convening (59 attendees, 23 organizations, 98% satisfaction)
- Surfaced an investment thesis — deliberate positioning around AI-enabled education — by synthesizing 30 partner briefs, informing leadership-facing portfolio materials

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; oversaw organization's largest caseload of 12 concurrent programs impacting 600+ students
- Increased internship applications by 20% by conceptualizing and piloting the 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

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
- Launched NGO's Thailand site: negotiated MOUs with 2 clinics, secured housing/logistics contracts, and expanded annual program capacity by 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

- Trained and managed 10 cross-functional health workers; developed a scalable outreach strategy, increasing community health engagement by 25%
- Boosted annual funding by 30% by analyzing data to identify new funding opportunities; secured three new grants from previously untapped sources

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)

Esteban Trejo

Dallas, TX | 214-957-9837 | estebant@smu.edu | linkedin.com/in/estebantrejo

EDUCATION

Southern Methodist University, Cox School of Business

Dallas, TX

Master of Business Administration

May 2028

- Merit Scholarship Recipient; Cox Community Scholar; ROMBA Fellow
- **Clubs:** Consulting | Finance | Entrepreneurship | Latino Business | Pride@Cox

The University of Texas at Austin

Austin, TX

Bachelor of Science and Arts in Human Development and Family Sciences

May 2016

- **Academics:** McCombs School of Business: Business Foundations Program Certificate
- **Leadership:** Texas Latin Dance | Oxford Committee for Famine Relief | Hispanic Scholarship Fund | Association of Latino Professionals for America | Sigma Lambda Beta
- **On Campus Work:** Administrative Assistant – Center for Perceptual Systems

EXPERIENCE

EY

Dallas, TX

Senior Associate – Talent Operations Specialist, TA²

Jan 2026 – Present

- Identified efficiencies within a \$1.3M onboarding budget, delivering \$300K in firm savings and enhancing employee onboarding.
- Executed national talent programs impacting 4,000+ participants annually, driving onboarding consistency across executive, intern, and early-career hiring populations.
- Led cross-functional efforts with 20+ stakeholders to redesign onboarding for 150+ executives, enhancing the executive transition experience.
- Directed national recruiting conferences and career expos, connecting prospective candidates with firm leaders and strengthening talent pipeline engagement.

Senior Associate – Executive Onboarding Specialist, TA²

Oct 2024 – Dec 2025

- Directed onboarding and transitions for 175+ executives annually, leading stakeholder communications and change management efforts.
- Automated executive reporting through Alteryx, reducing manual effort by 90% and improving decision-making speed for senior leadership
- Designed executive engagement programs enhancing onboarding for 90+ senior hires.

Associate – Early Careers Operations Specialist, TA²

Apr 2022 – Oct 2024

- Led a team of 4 to implement a new background investigation vendor, reducing candidate clearance timelines by 70% and earning multiple process-improvement awards
- Achieved 100% SLA compliance while onboarding 3,200–6,000+ early-career hires and interns annually through data-driven workforce operations
- Directed planning and production of national candidate engagement events and webcasts, reaching 1,000+ prospective hires across key recruiting topics

Administrative Advanced – HR Onboarding Operations Coordinator, Talent

Sep 2020 – Dec 2021

- Led a 23-person global team in the implementation of SuccessFactors Recruiting, achieving 100% SLA compliance while supporting pre-boarding for 9,500+ campus hires annually

Administrative Intermediate – HR Onboarding Operations Coordinator, Talent

Jan 2019 – Sep 2020

- Achieved 100% SLA compliance while supporting pre-boarding operations for 4,000+ hires annually and leading employee engagement initiatives to strengthen team collaboration

ADDITIONAL INFORMATION

- **Awards:** 2025 EY Americas Business Resource Group (BRG) Impactful Leader
- **Community Involvement:** EY Latinx Business Resource Group Dallas Chapter Lead | UCLA Anderson Riordan pre-MBA Fellows Program – Fundraising Committee: Finance Manager | Dallas Texas Exes Scholarship Evaluation Committee | Sigma Lambda Beta Event Coordinator and Community Co-Lead
- **Interests:** Event & Nature Photography; Latin Dancing; Dallas Cowboys Football; Live Music
- **Languages:** Spanish, fluent

ANGELO H CATANIA

acatania@simon.rochester.edu | (917) 382-9228 | [linkedin.com/in/angelo-catania](https://www.linkedin.com/in/angelo-catania) | [Portfolio](#)

EDUCATION

Simon Business School, University of Rochester

Rochester, NY

Master of Business Administration (A STEM-Designated Program)

May 2027

- Specialization: Product Management, Strategy, Marketing
- ROMBA Fellow; Consortium Fellow & Liaison; George Eastman Circle Scholar
- Simon Vision Consulting: Executive Board Member & Managing Director

Columbia College

Chicago, IL

Bachelor of Arts

Dec 2011

- Major in Marketing Communications, Concentration in Public Relations

PROFESSIONAL EXPERIENCE

Colgate-Palmolive Company

New York, NY

Summer Associate, GMDP Brand Management

May 2026 - Aug 2026

- Developed 4-pillar Amazon e-commerce strategy spanning 3 Prime Day phases, informing the 2027 commercialization roadmap through search, proprietary keywords, experiential activations, and virtual bundles

Popular Bank (Banco Popular)

New York, NY

Marketing Officer, Sales Enablement & Operations

Apr 2024 - May 2025

- 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

Independent

New York, NY

Marketing Consultant

Jan 2022 - Mar 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

Sr. Marketing Division Manager, Brand & Media

Apr 2019 - Jun 2022

- 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
- Attained an average 2.6x Return on Ad Spend, while managing an annual media budget exceeding \$15M for campaigns, local activities, partnerships, and sponsorships
- 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%

H&M Hennes & Mauritz,

New York, NY

Marketing Manager, Campaign Production

Jan 2014 - Apr 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

H&M Hennes & Mauritz,

New York, NY

Sales Marketing Specialist, Expansion

Mar 2013 - Jan 2014

- Elevated awareness surrounding expansion of retail footprint across North America by promoting addition of 50+ new stores

ADDITIONAL INFORMATION

- **Product & Analytics Tools:** Monday.com, Jira, Tableau, Google Analytics
 - **Awards:** 3x Cannes Lions: Brand Experience & Activation, 3x D&AD Wood Pencil
-

CATHERINE M. (“MEGGIE”) HEFFERNAN

Washington, DC | 781-718-6525 | ch1309a@american.edu | [linkedin.com/in/meggie-heffernan-75141025/](https://www.linkedin.com/in/meggie-heffernan-75141025/)

EDUCATION

American University, Kogod School of Business – Washington, DC

May 2027

Master of Business Administration

ROMBA Fellow, 2025-2027

Relevant Coursework: Information Technology, Operations Management, Sustainability Strategy, Sustainability & Technology, Applied Managerial Statistics, Business Insights/Analytics, Sports Marketing Management

Activities: Sports Business Association and Kogod Women in Business

Harvard Extension School – Cambridge, MA

September 2023

Graduate Certificate, Real Estate Investment

Marist College, School of Social and Behavioral Science – Poughkeepsie, NY

May 2010

Bachelor of Arts in Psychology; GPA: 3.8 Magna Cum Laude

SELECTED MBA PROJECTS

Sports Marketing – Partnership Strategy: Developed a strategic partnership proposal connecting WNBA player Courtney Williams with Airbnb, using audience segmentation, brand fit, activation strategy, and business rationale

Live Sports & Entertainment — Sustainability Strategy: Benchmarked MSG Entertainment, Live Nation, and the NBA, analyzing venue energy, waste, emissions, stakeholder coordination, and community impact to identify sustainable sports facility best practices

WORK EXPERIENCE

Harvard Business School – Boston, MA

January 2018 – June 2025

Senior Faculty Support Specialist (SFSS)/ Faculty Support Specialist (FSS)

- Coordinated logistics, budgets, and deliverables across three faculty teams and 80+ MBA, doctoral, and executive education cohorts, ensuring consistent program execution across complex stakeholder groups
- Planned and executed 6–50 person academic and professional events end-to-end, managing vendor coordination, scheduling, and communications across faculty, students, and external guests
- Managed 50+ daily communications across faculty, peers, students, and guest speakers to support program operations
- Interviewed and co-led onboarding for Faculty Support Specialist and Research Associate hires, integrating them into HBS course, research, and department workflows
- Copy-edited six HBS business cases and compiled a 35+ page bibliography for a new faculty book, applying strong synthesis skills across complex academic content

United Planet – Boston, MA

January 2015 – November 2017

International Programs Manager (IPM)/ Program Coordinator/ Program Advisor Intern

- Managed 30 global organizational partnerships, translating stakeholder feedback into strategic program improvements
 - Co-designed and launched a new six-month volunteer program in Nepal – developed the budget model and operational frameworks for program sustainability
 - Led six staff and interns, recruited participants at career fairs, and represented the U.S. at a conference in Goa, India
 - Managed six-month and gap-year volunteer programs in 22 countries, overseeing training and program logistics
-

ADDITIONAL EXPERIENCE

KIPP Generations Collegiate High School – Houston, TX | Spanish I and III Teacher, 2013 – 2014

WorldTeach – Costa Rica | Summer Program Coordinator/Volunteer English Teacher, 2012 – 2013: trained and supervised 40 teachers across program sites in partnership with the Costa Rican Ministry of Education; managed program budgets

Lexington High School – Lexington, MA | Head Varsity Track Sprint Coach & Javelin Coach, 2011: Led team of 150 athletes to Middlesex League title and New England Championships

SKILLS AND INTERESTS

Analytics & Technology: Microsoft Excel, PowerPoint, Salesforce (CRM), GitHub, AI tools (ChatGPT, Claude, Perplexity)

Strategy & Business Skills: Data-informed decision-making, stakeholder management, program development, business case analysis, audience/fan engagement strategy, cross-functional collaboration

Interests: Sports Business & Women's Sports, Hiking (summitted Costa Rica's tallest mountain), Speaking Spanish (building meaningful connections across cultures)

EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2028

Honors: ROMBA Fellow (100K merit-based scholarship)

Member: Social Enterprise Club, General Management Association, Cluster Q, Arts Society, French Connection Club

New York, NY

2026-2028

UNIVERSITY OF BRITISH COLUMBIA

Bachelor of International Economics, May 2019

Honors: Class I Honors (top 5%), Chancellor's Scholar Award, Trek Excellence Scholarship, Hugh M Brock Scholarship (\$20K)

Leadership: Econ Café Project Founder; Campus DE&I Equity Ambassador; Student Residence President (1600+ dorms)

Internships: Analysis Group (Montreal), Who Wore What When (Mumbai)

Study Abroad: University of Piura, Lima, Peru (2016)

Vancouver, BC

2013-2019

EXPERIENCE

QMUNITY

Largest LGBTQ+ non-profit in Western Canada offering wraparound services and advocacy

Finance and Fund Development Manager (2025-2026)

- Sourced 200+ new corporate and high net worth donors through data driven outreach strategy to help secure final \$6.4M capital for first-ever LGBTQ+ community center in Western Canada
- Managed two fundraising staff and \$650K fundraising budget for programming and identified strategies to maximize fundraising dollars by introducing low-cost counseling program model, eliminating 300+ person waitlist

Vancouver, BC

2024-2026

Finance Manager (2024-2026)

- Oversaw treasury, payroll, budgeting, accounting, and audit processes, and created first investment plan to manage \$2M cash
- Led digital strategy to transform 6 core functions saving 45h/month, defined and deployed 3 critical control functions mitigating legacy finance and payroll compliance risks, and introduced standardized firmwide and board finance reporting
- Forecasted a deficit and led a workforce restructuring project, creating a risk analysis framework, to close 10% funding gap

VETBUDDY

High growth B2B SaaS startup offering leading veterinary practice management software

GTM Sales and Strategy Manager

- Revamped sales and marketing by creating an online advertising strategy and shifting strategic focus to multi-clinic environments to leverage product's competitive edge, generating 72% revenue growth over two years
- Trained two contract staff to increase lead generation by 250% and accelerate onboarding timeline by 35%
- Instituted a time tracking system, using which formalized product profitability analysis to inform pricing and scale operations

Vancouver, BC

2023-2024

BENEVITY

\$100M+ revenue B2B SaaS company offering a donation matching and grants platform

FP&A Analyst

- Created a 25+ enterprise wide KPI data collection system and dashboard to inform executive and board decision making
- Built first product profitability and expense forecasting models, and rebuilt revenue forecasting model with levers for sensitivity analysis to macroeconomic factors, presenting monthly output and financial results to the CFO
- Redesigned financial planning system (Workday Adaptive) and worked cross functionally to initiate system integrations with Salesforce, Bamboo, and Sage Intacct, automating 25 h/month data integration work
- Supported the post-merger integration of financial systems after three M&A transactions totaling \$1.2B

Vancouver, BC

2021-2023

ADDITIONAL INFORMATION

Work Authorization: STEM MBA, three year OPT eligible

Certifications: CFA Level 1 (May 2025)

Volunteer Work: Out On Screen (Board Treasurer); Rainbow Refugee (Fundraised \$30K); Sher Pride (Community Engagement Coordinator), Econ Café Founder (education project for underserved communities in Vancouver)

Languages: English (fluent), French (advanced), Hindi (advanced), Spanish (advanced), Marathi (beginner)

Interests: Recreational volleyball and badminton player, avid news reader (BBC, New Yorker, BoF, WSJ), polyglot, fantasy fiction fan (Dune, GOT), oil painter, fashion illustrator and pattern-maker, Schiaparelli and MET enthusiast

BRYAN DALY

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EDUCATION

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

May 2028

Master of Business Administration (STEM)

- Honors: Dean's Merit Scholarship Recipient, ROMBA Fellow
- Activities: AVP Marketing and Alumni Relations - Marshall Graduate School Association, Member - Graduate Marketing Association; Business of Entertainment Association; Marshall Pride

University of Notre Dame – Notre Dame, IN

May 2015

Bachelor of Arts in English (Honors); Bachelor of Arts in Film, Television, & Theatre; Minor in Business Economics

- Honors: UROP Summer Comprehensive Grant (Thesis research at UCLA's William Andrews Clark Memorial Library)
- Activities: Marching Band, Fighting Irish Media (Editor, Camera Operator), ND Film Society, London Summer Program

EXPERIENCE

Pacesetter Productions – Los Angeles, CA

October 2021 – December 2025

Director of Development (January 2024 – December 2025)

- Evaluated and championed IP for adaptation, applying market and audience-fit analysis to drive a 30% increase in the project slate and identify opportunities for the studio's multi-million dollar A24 partnership, including a television adaptation for Amazon of *Girl Abroad* by bestselling author Elle Kennedy.
- Led the company's expansion into podcasting, producing a true-crime series from concept to release that reached Top 4 among new releases on Apple Podcasts and earned an industry award nomination.

Manager of Development (October 2021 – December 2023)

- Designed sales decks and pitch materials that achieved an 80% sale rate on projects pitched to major studios and networks including Netflix, HBO, Amazon, and Peacock, consolidating feedback from a cross-functional team and other stakeholders into clear creative direction.
- Facilitated company-wide adoption of an Airtable tracking system, saving roughly 5 hours per week, while managing a 30+ project portfolio, including an ongoing Emmy-nominated anthology series for Netflix, and mentoring junior staff through a weekly talent-sourcing initiative.

CBS Entertainment – Studio City, CA

March 2018 – October 2021

Coordinator, Drama Development (September 2019 – October 2021)

- Collaborated with a drama development team of 4 executives and 3 support staff, plus external partners, to manage a 40+ project portfolio of scripted dramas with multi-million dollar budgets from pitch to series launch, helping sustain CBS's position as "America's Most-Watched Network" in primetime (7.14 million average viewers).
- Built annual reports on talent, genre, and financial trends (deal and production costs), plus competitive intelligence on rival networks, to shape leadership's development strategy, and co-led weekly sessions with 15+ coordinators benchmarking competitive programming.

Executive Assistant to Vice President, Drama Development (March 2018 – September 2019)

- Managed scheduling, expense reporting, and travel for a department Vice President while sourcing and championing new creative talent, including introducing a playwright from the LA Fringe Festival to network executives for staffing.

Entertainment 360 – Los Angeles, CA

May 2016 – March 2018

Executive Assistant to Talent Manager/Founding Partner

- Coordinated with external partners on major talent-brand campaigns (Rooney Mara for Givenchy, Kirsten Dunst for Calvin Klein) and identified market-ready material, pitching a roster of 20+ clients directly to producers and casting directors.

SKILLS & INTERESTS

- Software: Excel, PowerPoint, Google Suite, Airtable, HubSpot, Canva, Apify, Frame.io (video review and collaboration)
- Organizations: Hollywood Radio & TV Society (Associates Member), Television Academy (TV Executives Peer Group)
- Community Service: Los Angeles LGBT Center (Volunteer with seniors), Gay For Good (Volunteer rebuilding houses)
- Interests: Tennis (OutLoud Sports League), Film screenings, Hiking and Travel (20/63 National Parks)

Michael P. Maksymowski

East Lansing, MI | maksymo1@msu.edu | (616) 482-7102 | www.linkedin.com/in/mmaksymowski/

EDUCATION

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- Michigan State University, Broad College of Business**, East Lansing, MI
Master of Business Administration, Human Resource Management **May 2028**
- University of the Pacific**, Stockton, CA
Master of Arts: Educational Administration **May 2015**
- Eastern Michigan University**, Ypsilanti, Michigan
Bachelor of Arts: Journalism & International Affairs **August 2013**

PROFESSIONAL EXPERIENCE

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- MBA Programs, Michigan State University**
Podcast Host & Creative Director **August 2026-Present**
- Host a bimonthly podcast highlighting the Executive, Online, and Full-Time MBA programs to showcase engagement and outcomes of the experiences
 - Source talent to serve as podcast guests; facilitate dialogue with guests to support podcast topics
 - Partner with producer and video production to create engaging digital content for
- Admissions Graduate Assistant** **August 2026-Present**
- Engage prospective students through webinars, campus visits, and admissions events
 - Utilize applicant tracking systems (ATS) to manage application pool for program selection
- Leadership & Community Engagement, UNC Charlotte**
Associate Director for Leadership Development **March 2023-August 2026**
- Guided program design for 6 leadership programs ranging from a self-paced workshop series to weekly cohort initiatives promoting personal and professional development
 - Co-chaired staff development committee for a 40-person staff unit to support strategic planning
 - Directed marketing for the office, including social media, digital, and website management
 - Coordinated end-to-end recruitment and operations for a 20-person career readiness program
 - Hire, onboard, train, and supervise 2 full-time and 3 part-time staff
- Interim Director** **July 2023-July 2024**
- Led a team of 9 full and part time-employees plus more than 50 student workers and volunteers to deliver leadership and service-learning programming to 30,000 students
 - Managed multiple operating budgets totaling more than \$350,000 between 5 budget sources
 - Redesigned office mission and values to better align with divisional and institutional goals
 - Planned a high-level university event featuring VIPs to recognize top performing students
- Assistant Director** **July 2017-March 2023**
- Advised a 12-week cohort program for 60 participants focused on personal leadership branding
 - Coordinated a first-year initiative designed to onboard and transition 24 participants
 - Instructed 2 university courses by designing curriculum, facilitating sessions, and evaluating assignments to provide constructive feedback and growth
 - Recruited program applicants, ranging from 50 to 268 people, using digital and direct outreach
 - Evaluated programs using pre- and post-surveys for continuous improvement
- TEDxUNCCharlotte**
Curator and Lead Organizer **November 2018-Present**
- Steer a licensed independently organized event from TED featuring 10-14 speakers presenting talks on a range of topics curated to reflect community interests during a half-day experience
 - Coach speakers one-on-one on TED's rules, talk formation, and talk delivery
 - Collaborate with a cross-functional team of 10 individuals to execute end-to-end event aspects
 - Grow annual event engagement to include over 300 speaker applicants and 300 participants

ANTHAR NIETO

antharmc@gmail.com | 857-312-7529 | linkedin.com/in/antharnieto

EDUCATION

Indiana University Kelley School of Business - MBA, Strategy & Leadership Concentration (Expected Nov '27)

Activities: ROMBA Fellow (Scholarship Recipient); AI, Product, and Marketing Organizations

Northeastern University - BA in Communication Studies, Entrepreneurship Minor

Activities: Marketing, Data, and VC Organizations

PROFESSIONAL WORK EXPERIENCE

Workers Credit Union

Littleton, MA

Senior Growth Marketing Analyst

August 2025 - Present

- Built a Power BI dashboard integrating GA4, Google Ads, Meta, Mailchimp, and conversion data to measure marketing ROI.
- Developed cross-channel attribution and UTM frameworks across paid search, social, display, CTV, and streaming audio.
- Implemented and QA'd GTM and GA4 conversion tracking across landing pages and application funnels.
- Led go-to-market strategy for banking and insurance products, increasing Gen Z engagement by 17%.
- Leveraged Semrush to optimize SEO, keyword strategy, competitive insights, and AI search visibility.
- Optimized local SEO through Yext, improving search visibility and reducing call volume by 32%.
- Managed omnichannel acquisition and lifecycle initiatives to improve targeting, conversion, and media performance.
- Implemented AI-powered workflows to automate reporting, campaign analysis, data QA, and content development.
- Partnered with agency and media partners on platform investment, performance optimization, and measurement.

KPMG

Boston, MA

Senior Associate Digital Marketing

Nov 23 - April 25

Senior Associate Marketing Lead Management

May 22 - Sept 23

- 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 campaign performance and translated insights into actionable recommendations for global stakeholders.
- Resolved technical issues across email deployment, audience segmentation, and campaign execution.
- Led A/B testing across email campaigns, driving a 15% increase in open rates.
- Leveraged SQL to extract and analyze campaign data, identifying opportunities to optimize performance.
- Partnered with cross-functional teams to optimize campaign strategy and marketing automation workflows.

Boston Consulting Group (BCG)

Boston, MA

Email Marketing Co-op

July 2019 - December 2019

- Supported the CMO, Partners, and senior leadership on executive communications reaching 10,000+ recipients.
- Executed high-visibility campaigns through Salesforce, including CEO communications and strategic initiatives.
- Analyzed campaign performance and translated results into actionable insights for global marketing stakeholders.
- Managed and QA'd Salesforce audience data for executives, government officials, and other high-profile stakeholders.
- Partnered across global BCG offices to resolve campaign issues and support complex marketing operations.
- Developed HTML email assets and Salesforce training resources to strengthen campaign execution and team readiness.

TECHNICAL SKILLS

Platforms & Tools: Power BI, SQL, Tableau, GA4, Google Ads, Google Tag Manager, Meta Ads, Salesforce (Automation Studio, Email Studio, Pardot), Semrush, Yext, Sprout Social, TikTok Ads, Jira, Excel, PowerPoint, Adobe Dreamweaver.

Languages: Bilingual in English and Spanish.