

# BETO JUÁREZ III

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210-573-1112

## EDUCATION

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**MIT SLOAN**  
Cambridge, MA  
Class of 2013

### MBA

- Springworks Scholar, awarded to top minority students researching entrepreneurship
- Selected as Student Entrepreneur in Residence by Trust Center for MIT Entrepreneurship
- Thesis on building entrepreneurial communities

**STANFORD UNIVERSITY**  
Stanford, CA  
Class of 2007

### BA - International Relations

- Gregory Annenberg Weingarten Scholarship and Phi Beta Kappa Scholarship recipient
- Stanford Overseas Programs in Moscow and Paris

## PROFESSIONAL

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**SPOKESWAP.COM**  
San Francisco, CA  
1.2012 - 8.2013

### Co-Founder and CTO

Co-founded a peer-to-peer audio  
visual rental marketplace

- Conceptualized product and business model by creating market-demand tests
- Designed and outsourced a minimum viable product in three months
- Worked parallel to development team on front-end and UX design
- Using customer interviews, developed product adjustments including simplification, renter alerts, and e-mails
- Achieved 8,000+ unique visitors, 200+ transactions, 100+ positive reviews, 4 city rollouts, and \$90 average transaction value
- Led media, blogging, and marketing efforts

**STEPONE VENTURES**  
San Francisco, CA  
3.2009 - 8.2011

### Operations Associate

Business Development for Spanish  
tech companies expanding  
to US, providing connections  
and guidance for deals with  
customers, partners, and investors

- Prepared 20+ Spanish clients for 120+ business development meetings in Silicon Valley, resulting in \$2M+ worth of deals
- Coordinated one-week business trips, six times per year, for visiting Spanish companies
- Presented market research on mobile payments sector in the US for BBVA, a large Spanish bank, resulting in BBVA's "innovation" office in San Francisco
- Surveyed 2M+ square feet of office space and negotiated \$120K lease in San Francisco's SoMa tech district

**L.E.K. CONSULTING**  
San Francisco, CA  
9.2007 - 3.2009

### Associate

Management consulting,  
specializing in due diligence for  
private equity clients

#### Renewable Energy Power Inverter Manufacturer, Commercial Due Diligence

- Led solar power team in due diligence of Xantrex Technology's solar inverter products; the client ultimately decided to purchase the company for \$479M, based mostly on the potential of Xantrex's solar business

#### Genomics Tools Manufacturer, Commercial Due Diligence

- Contacted, scheduled, and organized over 250 interviews for the due diligence of Applied Biosystems resulting in a \$6.7B acquisition by Invitrogen

## SKILLS

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- Spanish, French and Russian Language
- Advanced Microsoft Excel
- Advanced front-end development and UX Design

## INTERESTS

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- Guitar and Mariachi music
- Finding the perfect sazerac