

BETO JUÁREZ III

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210-573-1112

EDUCATION

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

SPOKESWAP.COM
San Francisco, CA
1.2012 - 8.2013

Co-Founder

Co-founded a peer-to-peer audio visual rental marketplace, achieving profitability in less than one year

- 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, resulting in 2,000+ new visits

STEPONE VENTURES
San Francisco, CA
3.2009 - 8.2011

Business Development Associate

Consulting for Spanish software companies expanding to US, providing connections and guidance 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

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

INTERESTS

- Guitar and Mariachi music
- Finding the perfect sazerac