

# NICHOLAS PATE

329 E 63rd, #3A | New York, NY 10065

Tel: 512-966-4317 | E-mail: nicholas.pate1320@gmail.com

## EXPERIENCE

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### **Dell Technologies**

**New York, NY**

#### **Corporate Strategy Consultant**

**Nov 2021 – Present**

- Led AI strategy projects, scoping and structuring complex questions and executing hypotheses-driven frameworks
- Synthesized insights into internal and external collateral; delivered strategic recommendations to senior leadership
- Conducted primary market research and developed data-driven insights to inform AI growth strategies
- Developed and led AI training initiatives, including upskilling and thought leadership for Corporate Strategy team
- Delivered macroeconomic, business, and consumer insights to SVP and C-Suite executives to aid in annual planning
- Built relationships and collaborated effectively with colleagues at all levels to create and drive adoption of AI strategies

### **L.E.K. Consulting**

**New York, NY**

#### **Consultant**

**Jan 2021 – Oct 2021**

#### **Summer Consultant**

**Summer 2019**

- Led and managed teams of 2-3 associates in the execution of commercial and vendor due diligence projects, providing valuable insights for buy-side and sell-side transactions
- Developed and implemented hypothesis-led frameworks to provide comprehensive market dynamics insights, including growth drivers, competitive landscapes, customer segmentation, unmet needs, and key purchasing criteria
- Conducted primary market research through the development of consumer surveys and interview guides, providing data-driven insights to inform growth strategies
- Developed market size models to determine current market size and forecasted growth, aiding in strategic decision-making for clients across various industries

### **Grant Thornton LLP**

**New York, NY**

#### **Senior Associate Consultant – Strategy and Performance Improvement**

**2016 - 2018**

#### **Associate Consultant – Business Consulting (Dallas, TX)**

**2014-2016**

- Consulted for 10+ clients over 4+ years, interacting with client personnel, managing Associates, and providing heavy analytical skills to solve client problems, ultimately finding \$100M+ in operational improvement opportunities
- Led data-driven projects using SQL analytics, uncovering significant supply chain and profit improvement opportunities for clients
- Developed and presented quantitative business cases, influencing key decision-making processes for clients

## EDUCATION

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

**New York, NY**

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

**May 2020**

#### **Specializations in Strategy, Business Analytics, and Management**

- Leadership Positions - Associate WP of Academics, Business Analytics Club; VP of Events, Business Analytics Club
- Member - Stern Technology Association; Management Consulting Association
- Teaching Fellow - Digital Strategy; Programming in Python

### **SOUTHWESTERN UNIVERSITY**

**Georgetown, TX**

#### **Bachelor of Arts in Business and Economics**

**May 2013**

- Dean's List

## ADDITIONAL INFORMATION

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- Skills: Python, SQL, Generative AI, APIs, Business Analytics, Data Analysis, Qualitative Research, Strategy, Consulting, Market Research, Stakeholder Interviews, Leadership, Team Management, Project Management
- Certifications: OpenAI API Bootcamp - Udemy; Intermediate Python for Data Science – DataCamp
- Volunteering: Mentor for 15+ middle school, high school, and first-generation college students over 5 different organizations since 2014, providing educational, professional, and personal guidance
- Interests: Competitive bowler with ten 300 games, avid musician (singing, piano, and guitar), and coffee roaster