

Jeffery D. Gao

(267) 934-2016 | jefferydgao@gmail.com
7621 Fisher Drive, Falls Church VA 22043

WORK EXPERIENCE

Capital One

Manager, Corporate Strategy

McLean, VA

Aug 2019 – Present

- Engaged with senior leaders (MVP+) as a thought partner on enterprise-wide initiatives including product strategy, new market entry, growth strategy, and competitive intelligence with readouts to the C-suite and CEO
- One of three associates out of a class of 13 to be fast-tracked to manager in 2 years compared to conventional 3-4 years
- Led a 12-week intern program in 2021 for 3 interns and recruited 7 new interns across 1000+ applications for the following year
- Select project experience:

Small Business Lending Strategy for MVP of Small Business Card

- Partnered with cross-functional, VP+ team to define target market, ideate product constructs, and establish preliminary GTM strategy for three small business lending products beyond our existing credit card construct to present to the CEO
- Managed two direct reports by setting the direction of the project with our clients, structuring individual workstreams, and driving towards hypothesis-driven solutions by providing input on materials and problem-solving throughout the project

Reimagining Our Auto Strategy / New Market Entry for President of Financial Services

- Assessed the attractiveness of the \$3T+ automotive market by building a model estimating revenue & profit pools across the auto lifecycle – including production, distribution, sales & financing, servicing, and recycling – to inform our product strategy of building an auto-buying platform that locks in multi-lender financing rates and car payment before connecting consumers to dealers
- Evaluated existential challenges to the existing automotive lifecycle – including declining dealership profits, OEM expansion into D2C sales, and rising online-only dealerships – to determine future-proofing and defensibility of the proposed auto-buying platform
- Managed relationships with senior leaders in the automotive loan business by partnering with directors & VPs on weekly basis

Pre- and Early-Delinquency Product Strategy for SVP of Customer Resiliency

- Individually managed competitive research workstream on early (<30 days late) delinquency products through reading investor calls, analyzing equity research reports, and conducting expert interviews to benchmark capabilities and explore product opportunities
- Identified a \$3.36B competitor hardship plan with 30% higher graduation rate than our equivalent program to test and learn

New Growth Opportunities Strategy for CEO to Present to Board of Directors

- Met with CEO and senior advisors bi-weekly to develop a cohesive strategy in externalizing our internal capabilities and to diversify our revenue streams & increase our valuation; culminated as the anchor presentation in the annual board of directors meeting

Other project topics: B2B Payments Product Strategy, Cryptocurrencies Intelligence Brief, Enterprise Consumer Strategy

Product Management & Analytics Intern

Jun 2018 – Aug 2018

- Analyzed data using SQL for 3+ million users on the Paribus.co team to identify user inactivity and its underlying causes
- Collaborated with design and back-end tech teams to implement UX changes for 1.6 million existing users and 50% of future users

Romulus Capital

Venture Capital Campus Analyst

Boston, MA

Mar 2018 – Mar 2019

- Provided due diligence on start-ups to Principal of \$200M+ AUM fund including market research & sizing and competitor analysis

Mastercard

Associate Analyst Intern at Mastercard Center for Inclusive Growth

Purchase, NY

Jun 2017 – Aug 2017

- Gathered, evaluated, and reported data to President of the Center on global programs driving Mastercard's inclusive growth strategy

EDUCATION

University of Pennsylvania, The Wharton School

Philadelphia, PA

B.S. in Economics, Concentrations in Management and Finance and Minor in International Relations

May 2019

- **GPA:** 3.6/4.0; Latin Honors – Cum Laude

- **Honors and Activities:** Public Policy Research Scholar in Innovation and Technology Public Policy (8 CUs) with capstone research

President – PGN Professional Development Organization

- Managed an executive committee of 5 to facilitate day-to-day operations of a 50+ member student organization including building three new corporate relationships, increasing corporate sponsorship income by 125%, and hosting monthly professor speaker series

President – Youthback Philadelphia

- Managed 30+ students across all four schools to run an accelerator and entrepreneurship boot-camp for undergrads and MBAs that included workshops, speaker sessions, and pitch competitions with professors, entrepreneurs, student founders, and VCs

Awards:

- First in PGN National VC Case Competition
- Runner Up in Deloitte Undergraduate Case Competition
- Third in 11th Annual Marketing, Advertising, and Retailing Conference Case Competition

Mar 2018

Jan 2017

Jan 2016

ADDITIONAL INFORMATION

Skills: SQL, Microsoft Suite (Excel, PowerPoint); Google Suite (Sheets, Slides); Mandarin Chinese (Native)

Interests: Scuba diving, snowboarding, hiking/peak-bagging, entrepreneurship podcasts, one-bagging