Jesse Naser

Dynamic and results driven with over 10 years of industry experience in bizops, strategy, and leadership. Developing a strategic vision informed by data, over a large scale. Passionate about AI, innovation, and using technology to transform buisness and society.

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Professional Experience

Senior Business Operations Manager
Scale AI, San Fransisco, CA
Jan 2019 — Present

- Partnered with executives to create and implement strategies contributing to 25% annual revenue growth.
- Led cross-functional initiatives between product and partner teams to capitalize growth leading to 3 brand new revenue driving products.
- Conducted data driven research to design monetization strategies and product packaging leading to quadruple growth in the new AI LLM model product category.
- Directed business reviews and streamlining of processes leading to an operational efficiency improvement of 20%.

Strategy Consultant
BCG, San Fransisco, CA
Aug 2015 — Dec 2018

- Advised senior executives of Fortune 500 firms, influencing decisions that lead to measurable and concrete market positioning and operational efficiency.
- Developed tailored frameworks for breaking large scale company problems into actionable tasks for clients across multiple domains of industry.

Venture Capital Associate
Pershing Square Capital Management, New York, NY
Jun 2013 — Jul 2015

- Evaluated early stage seed investment into startups, which yielded 35% average annual returns.
- Built direct partnerships with Y-Combinator, Andreessen Horowitz, and other leading venture capital firms to create leading investment portfolios and create new special purpose investment vechicles modeling the SAFE.
- Developed a new bundle of investment securities for traditional market investing into the venture market which drove total fund size up 200%.

Business Analyst
Goldman Sachs, New York, NY
Jul 2011 — May 2013

- Conducted custom financial modeling, market analysis and assessments to deliver actionable investment insights to clients across healthcare and technology domains.
- Developed a unified investment software and dashboard to seamlessly monitor all important firm decisions at scale.

Education

Master of Business Administration
Stanford Graduate School of Business, Stanford, CA
Graduated 2017

Bachelor of Science in Computer Science
Wayne State University, Detroit, MI
Graduated 2011

Skills

- Strategic Leadership: Cross-functional collaboration, business strategy, executive communication
- Data Analysis & Visualization: SQL, Tableau, Mode, Advanced Excel Modeling
- Operations: Initiative scaling, operations optimization, monetization strategies
- Technology & AI: GPT, AI systems, CS fundamentals, product managment

Interests

- Emerging technologies: AI, machine learning, augmented reality, LLM, automation
- Mentoring: Helping early-career professions in business and strategy to the next level
- Outdoors: Staying active hiking, skiing, trail running, running marathons, and biking

Technical Tools

- Data Tools: SQL, Tableau, Mode Analytics, Power BI, Google Data Studio, SAP, Salseforce, Apache
- Data Analysis & Visualization: Asana, Confluence, Snowflake, BigQuery, MongoDB, Adobe Analytics
- Programming Languages: Python (data scripts and automation), R (statistical analysis), MATLAB, TensorFlow, PyTorch, HTML, CSS, JavaScript