

# Leo Klenner

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## EDUCATION

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**University of Oxford:** *Advanced Diploma in IT Systems Analysis and Design*

**Oxford, UK**

- Competitive year-long program on software engineering

Oct. 2018 – Sep. 2019

**Johns Hopkins University SAIS:** *Master of Arts in Economics and Intl. Relations*

**Washington, DC**

- Overall Degree GPA:** 3.58/4.00
- Awarded the *Best Thesis Award* for my M.A. thesis on measuring organizational adaptation in conflict
- Awarded the *JHU Technology Venture Spark Grant* for writing a business plan for an education app

Sep. 2017 – May 2019

**LMU Munich:** *Bachelor of Arts in Comparative Literature and Philosophy*

**Munich, Germany**

- Overall Degree GPA:** 1.24/1.00

Sep. 2013 – Nov. 2016

## WORK EXPERIENCE

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**Salesforce.com, inc:** *Business Dev. Assoc. (BDA) and Sales Dev. Rep. (SDR)*

**Munich, Germany**

- Promoted from BDA to SDR after eight months of 100%+ on-target performance
- As SDR, sourced USD 75K in qualified pipeline in second month, achieving 100%+ of ramp target
- As BDA, wrote 60+ market research reports and sourced USD 80K+ in qualified pipeline from NGOs
- Engage in social brand building by creating instructional videos with 3000+ views and 200+ reactions

May 2020 – Present

**Johns Hopkins University SAIS:** *Instructor*

**Washington, DC**

- Teach a half-semester course on strategic decision-making under ambiguity
- Reached 120+ graduate students over six semesters and became the youngest instructor at SAIS
- Created 30+ pages of lecture notes, 5+ case studies and 10+ assignments on ambiguity in business
- Bootstrapped the course with no resources into a core part of SAIS's professional training curriculum

Mar. 2018 – Present

**Johns Hopkins University SAIS:** *Research Fellow*

**Washington, DC**

- Researched the decision-making mechanisms of non-state organizations
- Implemented multiple reinforcement learning algorithms in Python to simulate organizational behavior
- Invited to present my research at top peer-reviewed conferences in Philadelphia, Dublin, and Las Vegas

Sep. 2019 – Apr. 2020

**Johns Hopkins University:** *Research Assistant*

**Washington, DC**

- Held two concurrent research assistantships on negotiation and data analysis
- For Prof. Sinisa Vukovic, reviewed 100+ papers to write 10+ briefs on trends in negotiation theory
- For Prof. Brian Gunia, analyzed use of language in business negotiations using NLP modules in Python

Sep. 2018 – May 2019

**Saiss2stechnology.com:** *Co-Founder*

**Washington, DC**

- Built a student-led start-up focused on training non-technical students in AI
- Grew team from 0 to 10 and secured funding from Johns Hopkins Technology Ventures
- Won mentorship, through cold emails, from leaders at OpenAI and a former US Under-Secretary of State
- Hosted 10+ events on AI policy and education and was invited to brief SAIS's Dean on these issues

Feb. 2018 – May 2019

**Quirin Private Bank Intern**

**Munich, Germany**

- Worked as an analyst for a German asset manager with USD 5B+ AUM
- Wrote reports on 15+ ETFs and briefed CEO on use of storytelling in finance

Jan. 2017 – Mar. 2017

**Munich Kammerspiele Theater:** *Actor (Contractor)*

**Munich, Germany**

- Played a lead role in a Top 3 national theater for a total audience of 3000+

Apr. 2015 – Dec. 2015

## SKILLS AND PERSONAL PROJECTS

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**Languages:** Fluent in English, native in German

**Technical skills:** Beginner-intermediate in Python, HTML5 and CSS (see my GitHub account)

**Projects:** Built two bots in Python that play the strategy game StarCraft II with a 25% win rate against its AI